

## Areas of Expertise

**Project Management:** Leadership / daily management of multi-lingual & multi-national cross functional teams

**Sales:** C-Level Business Solution Selling, Demonstrations, Demand Generation

**Six Sigma Business Analyst:** Process improvement and variation reduction using DMAIC & DMADV methodologies

**Training:** Communicating complex topics to non-technical audiences (users and executives)

**Supply Chain:** Strategic and analytical approaches for decision-making in logistics and supply chain management

**Languages:** Fluent in English and French – Worked professionally in both languages

## Education

### Massachusetts Institute of Technology

Master of Engineering in Logistics

Center for Transportation and Logistics

Cambridge, Massachusetts

Sept 2004 – June 2005

- *Focus:* Strategic and analytical approaches for decision-making in logistics and supply chain management
- *Major Courses:* RFID Technology and Strategies, Systems Dynamics for Business Policy, Logistics Systems, International Logistics, Power in Negotiation, Generating Business Value from IT, How to Develop "Breakthrough" Products and Services, Competition in Telecommunications, New Enterprises, Supply Chain Strategy
- *Extracurricular:* Marketing Coordinator – MIT Supply Chain Club, Member – MIT Innovation Club & MIT TechLink, IM Softball Champions, Boston Campus Film Festival – Created, edited and submitted a short film

**Thesis:** Mitigating Container Security Risk Using Real-Time Monitoring with Active RFID and Sensors

### McGill University

Bachelor of Commerce

Major: Management Information Systems

Montreal, Canada

Sept 1999 – May 2002

- Management Study Abroad McGill University & Czech Management Centre, Prague, Munich, Budapest
- Head Teaching Assistant – Information Systems (staff of 15, marking papers, substituting for professors)
- Undergraduate Business Games at University of Ottawa – McGill Delegation
- Commerce Games at Université du Québec à Montréal – McGill Delegation
- Participated in MBA Management Seminars on European Economic Integration
- Participated in MBA Case Studies on Managing New Enterprises in Eastern and Western Europe

## Relevant Work Experience

### Microsoft Corporation

Information Worker Solution Sales Specialist

Enterprise Product Group

Redmond, Washington

June 2005 – Present

- Demonstrate, consult and sell Enterprise Project Management and Data Visualization solutions to Line of Business Managers and Executives in the Enterprise space. Build, strategically manage and report on a sales pipeline by working with Account Managers, HQ Telesales, Field Sales and the Partner community. Drive deployment of solutions and articulate the value they bring in solving business problems.

### Key Highlights

- Part of the Microsoft Academy of College Hires (MACH) program launched in FY06 for accelerated career growth in SMSG
- Critically involved in managing \$29 million quota in 2 districts; achieving 50% attainment 1/3 through FY06
- Developed a new methodology for sharing partner pipeline with solution specialists and field information worker reps that greatly increased reported pipeline revenue for my districts (and growing) and generated 4 top tier net new business deals in my first 3 months
- Integrating the Information Worker Go-To-Market adoption team with the sales force for my districts – scaling to the rest of US HQ Sales SSP Team

**Bombardier Aerospace**

Business Analyst

Global Business &amp; Six Sigma Solutions Group

Montreal, Canada

May 2002 – May 2004

- Facilitated business process re-engineering by using technology to improve division inefficiencies using six sigma methodologies, analysis workshops, optimization and visioning sessions
- Prepared long-range strategic computerization plans consistent with business process recommendations including web-based e-commerce applications and enterprise resource management systems

**Key Highlights**

- Scoped and redesigned a cash planning application into an integrated web platform to allow for cash planning and hedging of financial information globally for the Aerospace group
- Designed and managed the development of a customs compliance project to supply customs agents with proper codes and documentation on parts assembled in multiple countries (penalty savings of \$9 million/year)
- Developed an internal corporate television network for TV and intranet covering 5 international sites and 33,000 users. Integrated 4 multimedia technologies and led to the brokering of strategic alliances with 3 firms.
- Managed the development of a database that performs electronic debiting of supplier accounts when non-conformant airplane parts are shipped or deliveries are mismanaged (trained over 300 users)
- Managed the development, implementation and training of a fully integrated system to track the planning, purchasing, delivery and payment of aircraft interiors for 3 major aircraft programs

**STS Systems (NSB Group)**

Development Technical Analyst

In Store Group / Point of Sale Group

Montreal, Canada

May 2000 – Apr 2001

- Responsible for metrics and analyses to improve the software development and delivery process
- Ensured that quality gateways were passed appropriately throughout the software project lifecycle
- Certified that control points were executed efficiently, that testing tools were being used correctly, and that all project deliverables met quality standards

**Key Highlights**

- Aided in the definition, planning and implementation of process changes and enhancements
- Benchmarked system test results from QA analysts with other product modules and past releases
- Wrote automated scripts to compare application response times and maintain functional consistency
- Planned, developed and executed tests and analyzed their results with and without automated testing tools
- Performed integration, functionality, graphic user interface & upgrade tests while maintaining testing processes over multiple product-release cycles

**Schlesinger Consulting**

Company Founder

IS Infrastructure Consultant/Outsourcing Contract Negotiator

Montreal, Canada

1998 – 2004

- Mediated and negotiated computer software agreements between businesses and their IT outsourcing partners
- Consulted on and developed IT systems: network & database design, web development (front & back-end)
- Brokered strategic alliances with various infrastructure providers

**Certifications**

- Certified Six Sigma Green Belt – Bombardier Six Sigma (2002)
- PMI Certifications – Bombardier Project Management Office (2002)
- ITIL IT Service Management Certified – Hewlett Packard (2004)
- Solutions Selling – Microsoft (2005)

**Computer Skills***Programming Languages:* Visual Basic, VB Script, JAVA, C, C++, SQL, IBM Websphere*Relational Databases:* Oracle, SQL, MS Access, SBASE*Enterprise Applications:* SAP, Sharepoint, EPM, Documentum, Lotus Notes, Novell, SAILS, Baan*Operating Systems:* Windows: XP/NT/9X, MAC: OS X, Tiger*Other Tools:* MS Project, EPM, Visio, MS Office, SAP BW, Crystal Reports, SQA 6.0, Minitab and ClearQuest**Activities / Interests**

- Certified scuba diver
- Pilot-in-training
- Competitive waterskier
- Musician – play guitar and bass guitar (jazz band)