

Resume Packet

NO.	STUDENT	GRAD DATE
1	Barruol, Sebastien	May 2018
2	Buhari, Abdul-Hakeem	May 2018
3	Burshtein, David	May 2018
4	Gillespie, Blair	May 2018
5	Holekamp, Brian	May 2018
6	Simel, Brian	May 2018

SEBASTIEN BARRUOL

2101 Chestnut St. #1611 | Philadelphia, PA 19103 | 856-316-9274 | sebast@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Major in Finance 2016-2018

Master of International Studies Candidate

- GMAT: 730 (96th percentile); Member of Wharton's Finance, Energy, Wine and Boxing Clubs

MCCORMICK SCHOOL OF ENGINEERING, NORTHWESTERN UNIVERSITY Evanston, IL
Master of Science in Transportation Planning 2010-2011

- Member of Northwestern's Intercultural Explorers Program and Soccer Club

ECOLE SPECIALE DES TRAVAUX PUBLICS (ESTP) Paris, France
Bachelor of Science & Master of Science in Civil Engineering 2005-2010

- Research Assistant for the French Ministry of Energy: evaluated government's policies on environmentally friendly construction, proposed 12 Key Performance Indicators and designed communication material on new regulations
- Vice President of Start ETP (tutoring for high school students); Member of the Hiking and Team Handball Clubs
- Volunteered on school construction project in Burkina Faso with the Hilap ETP student aid organization

EXPERIENCE

SYSTRA (*Infrastructure engineering firm, \$600M revenue, 5,000 employees*) Singapore
Project Manager 2014-2016

- Directed traffic engineering feasibility study for Jurong Region Mass Rapid Transit line (>\$5B construction cost) in Singapore, coordinated relations with the Land Transport Authority; completed project with 75% of allocated budget
- Analyzed potential operations improvements at Marina Bay Cruise Center, presented recommendations to Singapore Tourism Board Deputy CEO; resulted in facilities upgrades facilitating 100% increase in cruise passengers in 10 years
- Modelled revenue and forecasted ridership for airport express rail service project reducing travel time from Singapore Changi Airport to city center by 1/3; informed investment decision of more than \$2B from Ministry of Transport
- Led traffic management team (5 people) on design of North South Expressway (\$8B construction cost), implemented quality control and review procedures; improved efficiency of technical staff by 25%
- Designed new industrial city comprising a 60,000-employee Special Economic Zone managed by Tata Steel in the State of Odisha, India; plan also incorporated housing, retail, government, education, health and public transportation services
- Collaborated with engineering firms and contractors to design 6 multi-story bus depot and maintenance facilities across Singapore worth \$50M each, to support government plan of expanding the bus system and doubling bus fleet nationwide
- Partnered with architecture firms (DP Architects, Jean Nouvel, Surbana) participating in international competitions for the design of new metro stations in Singapore and Malaysia, acting as the transportation engineering expert

EGIS (*Infrastructure engineering firm, \$1B revenue, 12,000 employees*) Doha, Qatar
Project Engineer / Business Developer 2012-2014

- Opened the company's Middle East headquarters in Doha, gaining 3 new major government clients (Ashghal: Public Works Authority; Qatar Rail; Kahramaa: Utilities Agency) and growing workforce from 2 to 150 employees in 2 years
- Secured \$250M of contracts for infrastructure design services on Doha Expressways Program and Doha Metro
- Supervised 4 contractors on \$1.1B Al Rayyan expressway construction project to ensure safety and efficiency of operations
- Conducted technical audit within team of 10 engineering and procurement experts to establish responsibilities for 6-year delay and \$9B cost overrun on the construction of the Hamad International Airport in Doha (\$17B final cost)
- Advised the Jeddah Metro Company in Saudi Arabia on procurement strategy for developing a new \$12B integrated transportation system comprising 4 metro lines, 3 light rail transit lines, 1 tram, buses and water taxis
- Implemented document management procedures for 100 highway design engineers and technicians in Doha office

ADDITIONAL INFORMATION

- **Interests:** Hiking (recent hikes in Corsica, New Zealand, Bulgaria), boxing (member of Wharton's boxing club), team handball (played in U19 French national championship), international travel (35+ countries), wine and cuisine (family owns a wine estate in southern France)
- **Languages:** French (native), Spanish (intermediate)

ABDUL-HAKEEM BUHARI

2101 Chestnut St., #614 Philadelphia, PA 19103 | +1-215-960-8051 | buhariaa@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Philadelphia, PA

MBA Candidate: Majors in Management, Business Economics and Public Policy

2016 - 2018

- **Leadership:** Careers Director, Wharton Africa Business Forum
- **Activities:** Wharton Africa Student Association, Real Estate and Travel & Hospitality Clubs

UNIVERSITY OF LAGOS

Lagos, Nigeria

Bachelor of Science in Economics (Summa cum laude)

2008 - 2012

- Best Graduating Student, Department of Economics; GPA: 4.7/5; Dean's List all semesters
- **Awards:** Nigerian National Merit Award; Elumelu Legacy Prize for outstanding academic achievement; University Debating Champion; Impact Your World Leadership Ambassador; Bet Male Delegate, Nigeria International Model UN

EXPERIENCE

MCKINSEY & COMPANY

Lagos, Nigeria

Business Analyst

2013 - 2015

Senior Business Analyst

2015 - 2016

- Earned highest possible rating in final review (awarded to <5% of Business Analysts globally)
- Led the Business Analyst cohort of the Lagos office, mentoring younger-tenured colleagues and coaching prospective candidates. Active member of Recruiting Committee (led on-campus recruiting for undergraduates)

Tax Authority

- Delivered full-day trainings to 400+ middle and senior management, to help increase collections by ~\$500m in 1 year
- Led the Data Analytics and Intelligence work stream, to generate revenue leads and flag taxpayers for audit
- Co-developed desktop applications to make frontline employees more efficient and replace existing manual processes

Oil Company

- Carried out multi-faceted data analysis to identify bottlenecks in upstream operations across the end-to-end value chain
- Held in-depth interviews, analysed hundreds of contracts and created a transparent road-map of problem areas
- Synthesized findings into 15 operational levers with potential savings of \$100m

Petrochemical Plant

- Led a team of 5 people in Saudi Arabia in optimising the production for a global top 10 petrochemical plant
- Developed a multivariate model to define optimal production parameters and cost saving opportunities, leading to savings of ~\$30m

Multinational Bank

- Designed and executed a Sales Force Effectiveness programme to train frontline employees on cross-selling and lead generation, leading to a 10% increase in Personal Banking revenues

PROCTER & GAMBLE

Lagos, Nigeria

Brand Operations Integration Manager (Intern)

2012 - 2013

- Carried out market research and consumer behavioral analysis on Ariel, Duracell and Gillette brands in Nigeria to support the launch of the biggest marketing campaign at the time, leading to a 10% rise in market share

BRAINY EDUCARE SERVICES

Lagos, Nigeria

Advisor

2012 - 2016

- Launched 'Scribes & Orators', an annual workshop that has taught over 500 teenagers and young adults the art of public speaking and creative writing. Achieved 95%+ satisfaction rate across both parents and students.

ADDITIONAL INFORMATION

- **Interests:** International travel (~20 countries), reading spy fiction (Robert Ludlum), recreational flying (turbo-prop aircraft), watching National Geographic documentaries on Megastructures, supporting Chelsea Football Club
- **Community Involvement:** Co-founder, MCAN Leadership Academy, One Young World Ambassador for Nigeria
- **Languages:** Native fluency in Yoruba, conversational fluency in Hausa and Arabic

DAVID BURSHTAIN

2323 Race Street, Philadelphia, PA 19103 | 229-444-1705 | davidbur@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL & THE LAUDER INSTITUTE, UNIVERSITY OF PENNSYLVANIA Philadelphia, PA
Master of Business Administration Candidate; Major in Real Estate 2016-2018

Master of International Studies Candidate; Focus on European/German Studies

- Member of Wharton's Veterans Club, Real Estate Club, German Club, and Technology Club

UNITED STATES AIR FORCE ACADEMY Colorado Springs, CO
Bachelor of Science, Major in Management 1999-2003

- Distinguished Management Major (top 10%)
- Served as Cadet Operations Officer and Flight Commander in 100+ member squadron and as a glider instructor pilot

EXPERIENCE

UNITED STATES AIR FORCE Las Vegas, NV
Assistant Director of Operations, F-16 Instructor Pilot – U.S. Air Force Weapons School 2013-2016

- Selected among the top 1% of F-16 pilots to serve as Instructor at elite U.S. Air Force Weapons School
- #1 of 18 as Instructor of the Year 2014. Earned Commandant's Leadership Award—recognized for outstanding leadership
- Hand-picked to rebuild and lead one of the largest military training events—semiannual capstone exercise comprised of 1000+ personnel from the US Army, Air Force, and Navy, and involving 100+ aircraft. Successfully set and communicated strategy, coordinated operational objectives among diverse military participants, and managed over \$8.7B in military assets
- Devised strategy to secure \$5M of classified material—analyzed risk and implemented procedures for 46 pilots, assuring 100% operational security for computer network systems and Top Secret material

UNITED STATES AIR FORCE Ft Walton Beach, FL
Chief of F-16 Weapons and Tactics, Operational Test & Evaluation Instructor Pilot—53rd Wing 2010-2013

- #1 of 502 as Instructor of the Year 2013. Awarded for outstanding performance, instructor abilities and leadership
- Spearheaded first of its kind F-16 sensitive weapons program test for Republic of Korea and Moroccan Air Force, enhancing regional security capabilities of allied military partners. Successfully negotiated with foreign military officers for improved operating conditions, leading to 100% successful weapon tests
- Authored first F-16 manual on next generation classified weapons system—recognized as the US Air Force expert on high-tech precision attack system

UNITED STATES AIR FORCE Sumter, SC
Flight Commander and F-16 Instructor Pilot—20th Fighter Wing 2007-2010

- #1 of 52 as Instructor Pilot of the Year 2010. Awarded for outstanding performance, instructor abilities and leadership
- Commanded 8-person team in preparation for and during combat deployment. Flew over 100+ combat flights—awarded six medals for aerial achievement in combat
- Developed and implemented model to allocate scarce munitions across 3 organizations during pre-deployment training, ensured 118 pilots were fully trained to execute no-fail combat missions in Iraq and Afghanistan
- Chosen by Squadron Commander to lead revolutionary \$2.4M flight data collection upgrade project for 87 fighter aircraft. Developed implementation timeline, redesigned squadron briefing facilities and oversaw multi-building renovation procedures

UNITED STATES AIR FORCE Kunsan, Rep. of Korea
Electronic Combat Pilot and F-16 Flight Lead—8th Fighter Wing 2006-2007

- Selected by Squadron Director of Operations for fast-track upgrade to tactical flight leader
- Led the implementation of cutting-edge multi-\$M electronic countermeasure upgrade and trained 30+ pilots on its proper use—decreased unit's vulnerability to North Korean air defenses

ADDITIONAL INFORMATION

- **Interests:** Avid violin & guitar player, passionate outdoorsman enjoying downhill skiing, marathon races, and mountain biking
- **Real Estate:** Chief operator of personal real estate business. Invested in residential properties to include new construction across multiple states—oversaw property management, leasing, and sales
- **Languages:** Fluent in German, conversant in Russian, basic understanding of Hebrew
- **Security:** Department of Defense Top Secret clearance

BLAIR GILLESPIE

2020 Addison Street
Philadelphia, PA 19146
404-310-8010
bgi@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate

Philadelphia, PA
2016-2018

- Member of Community Consultants, Innovation and Design Club, Social Impact Club, Rowing Club, and Tennis Club

WASHINGTON AND LEE UNIVERSITY

Bachelor of Science in Business Administration, Minor in Mathematics, GPA 3.8

Lexington, VA
2008-2012

- Phi Beta Kappa, Magna Cum Laude, J.K. Johnson-Rosasco Scholarship
- Executive Director of W&L Student Consulting, Member of the W&L Repertory Dance Company

EXPERIENCE

BAIN & COMPANY

Consultant

(Senior) Associate Consultant

Amsterdam, Netherlands; Atlanta, GA
2015-2016
2012-2015

- Led analysis of portfolio simplification for Russian tobacco client resulting in 4 month pilot and ultimately a national roll-out of the recommended reduced portfolio; supervised four Associate Consultants in analysis which utilized market and client data to prove growth opportunity through complexity reduction and determining regional and customer preferences; guided in-store design and execution of project across 3 pilot cities in Russia, training 20+ sales reps and analyzing weekly results
- Promoted early to Consultant after decision to transfer long-term to Amsterdam
- Managed team of 10 clients to lead HR workstream for an accelerated reorganization of a European beverage company, including Works Council engagement, internal and external communications, people nominations, and change management for ~1000 employees; the guidance enabled completion of this work by the aggressive deadline, exceeding expectations of all clients involved in the project
- Uncovered ~\$20M of incremental margin from customers not meeting their volume commitments for a plastics packaging company by analyzing database of 100+ contracts to identify terms where client was losing money; planned and conducted plant interviews across 4 states to classify pain points of order process and presented findings to CEO
- Established technology and resource needs required for future-state of a payment processing company's IT system, including hiring a CTO; conducted survey of 1500+ merchants and built fact base on key market trends to direct blueprint strategy
- *Firm leadership:* Founded Bain Green Team in Atlanta office and reduced office electricity consumption by 10% by redesigning light schedules; led peer group of 16 as Class Captain in Atlanta; coordinated training for incoming class (selected by leadership); participated in Recruiting in both offices; spearheaded Social Impact Auction in Amsterdam

MERCER

Retirement, Risk, and Finance Intern

Washington, D.C.
Summer 2011

- Learned two programs to perform benefit calculations and valuation reports; organized blood drive for entire building

DUAL ACHIEVEMENT, INC.

Intern

Houston, Texas
Summer 2010

- Built financial model, aided in hiring process of nine teachers and oversaw client relationships on behalf of President

ADDITIONAL INFORMATION

- **Interests:** Travel, drums, yoga, behavioral science books, urban farming
- **Volunteer:** Concrete Jungle (collects neglected fruit for shelters), Blaka Watra (Amsterdam homeless center), Trees Atlanta
- **Languages:** Beginner Dutch and Spanish

BRIAN HOLEKAMP

1703 Rittenhouse Square, Philadelphia, PA 19103
314-369-6867 | holekamp@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate

Major in Strategic Management and Operations, Information, and Decisions

Philadelphia, PA
2016 – 2018

- Elected Social Representative for Cluster 1
- GMAT: 770
- Member of Wharton's Veterans Club, Consulting Club, Rugby Club, Boxing Club, Aviation Club

DARTMOUTH COLLEGE

Bachelor of Arts, Major in Economics

Hanover, NH
2008 – 2013

- Reserve Officer Training Corp (ROTC), Executive Officer (XO), 2013
- Phi Delta Alpha Fraternity, Elected Rush Chair, 2009-2013
- Elected Club Lacrosse Captain and President, 2010-2013
- Elected Captain of Intermural Hockey and Soccer teams, 2010-2013

EXPERIENCE

EXPRESS MEDICAL TRANSPORTERS

Intern

St. Louis, MO
Spring 2016

- Redesigned a more effective pay structure for contracted drivers and employees. Optimized the process so that effort and performance was reflected in the pay scheme rather than hours driven. Proven through immediate improvement in efficiency.
- Collaborated with the CEO to install cameras to reward safe driving techniques and reduce overall accident rates.

US ARMY AND MISSOURI NATIONAL GUARD

2nd Lieutenant

Fort Rucker, AL
2014 – 2015

1st Lieutenant

2015 – 2016

- Selected from over 100 in Missouri to be trained as a 15A (Aviation Officer). The Aviation branch is the one of the most highly selective branches of the Army as it requires high levels of mental aptitude and physical capability.
- Helicopter Overwater Survival Training (HOST) and Survival, Evasion, Resistance, and Escape (SERE) qualified. Proficient in the TH-67 Creek, OH-58 Kiowa, and UH-60 Blackhawk helicopters.
- Served as Team Leader during SERE where I led a team of 4 through a variety of stressful and physically challenging tasks, and successfully navigated our culminating event, a rigorous multi-day wilderness evasion exercise.
- Functioned as 15-001 class leader during Advanced Airframe Training for the UH-60 Blackhawk helicopter. Chosen by the head flight instructor for my ability to manage my own workload as well as motivate and organize the other 32 pilots in our class.
- Served in 2016 as the Flight Operations Platoon Leader in Charlie Company, 1st Assault Helicopter Battalion of the 106th Aviation Regiment. Responsible for overall organizing and planning all flight operations for the company of over 100 soldiers and 8 Blackhawk helicopters. Second in Command for Charlie, Delta, and Echo companies.

LOCKERDOME

Business Development Team

St. Louis, MO
Spring 2014

- A member of the business team of 3 charged with expanding Lockerdome's target audience and online presence through strategic partnerships and user engagement.
- Cooperated with my team to identify popular websites not using the Lockerdome platform; presented user analytics and demonstrated value in order to persuade key decision makers to switch to our platform to increase online traffic.

DARTMOUTH COLLEGE ROTC

2nd Lieutenant

Hanover, NH
Fall 2013

Assistant to Professor of Military Science

- Responsible for training new cadets in Dartmouth ROTC and preparing them for their end of program evaluation.
- Taught several military classes on a variety of topics to freshman and sophomore ROTC cadets.
- Planned and executed weekly military training exercises to prepare all levels of Dartmouth cadets for battle drill simulations.

ADDITIONAL INFORMATION

- **Interests:** Woodworking, Weight Lifting, Rugby, Scuba Diving
- **Certifications:** FAA Rotary Wing Pilots License, PADI certified
- **Languages:** Limited Spanish

BRIAN SIMEL

2035 Rittenhouse Square
Philadelphia, PA 19103
919-943-8535
bsimel@wharton.upenn.edu

EDUCATION

THE WHARTON SCHOOL, UNIVERSITY OF PENNSYLVANIA

Master of Business Administration Candidate; Major in Real Estate

Philadelphia, PA
2016-2018

- Club Leadership: Wharton's Real Estate Club—VP of Social
- Club Involvement: Wharton's Analytics Club, Boxing Club
- GMAT: 770

DUKE UNIVERSITY

Bachelor of Science, Double Major in Computer Science and Economics, Minor in Architectural History

Durham, NC
2008-2012

- Placed first in Microsoft Hack Day competition to “make something that will change the world, in one day” by building an automated online car diagnosis website.
- Oversaw \$2M annual budget as Treasurer for Duke Student Government. Made dramatic cuts to end on a surplus of several hundred thousand dollars and avoid further increases to student fees.

EXPERIENCE

APPLIED PREDICTIVE TECHNOLOGIES (APT)

Data analytics consultancy with a \$600M valuation and Fortune 500 clients such as Walmart and Subway

Washington, DC
2012-2016

Engagement Manager

- Managed Business Consultants and Analysts across 8 client teams in diverse industries; reporting directly to APT VPs and receiving consistently positive upward and downward feedback around team management
- Led APT's expansion into “Network Planning”, the application of geo-spatial analytics to real estate planning and new site selection, which became one of the fastest growing portions of APT's business
- Drove two-year sales effort that resulted in APT earning its first significant project in the public sector in partnership with the Brookings Institution and the Michigan Department of Corrections

Business Consultant

- Developed a new process for using drive-distance data and statistical algorithms to automatically project the trade area, revenue, and potential cannibalization impact of opening a new proposed retail site
- Built site selection models for Publix that used demographics, location characteristics, and complex interactions between stores that motivated Publix's decision to make an aggressive, ~70 store expansion into the Carolinas and Virginia
- Designed and personally built an automated “APT New Site Report” that is now used in most senior-level Real Estate Committee meetings at Publix, Lumber Liquidators, IHG, and Dollar General
- Recognized on career reviews for strong client relationship-building skills, winning more long-term contracts than any other consultant in the firm and leading to rapid promotion to the role of Engagement Manager

MICROSOFT

Program Manager, Microsoft Office

Seattle, WA
2011

- Conceived, designed, and supported creation of “Immersive Mode”, a new feature which was available beginning with the 2013 release of Microsoft SharePoint
- Facilitated ~15-person inter-organizational effort to reduce errors, rollout new features, and standardize procedures to improve the usability of Microsoft Office on the iPad and other tablet devices

ADDITIONAL INFORMATION

- **Non-Profit Work:** Led several of APT's first pro-bono projects with non-profit groups such as the Capital Area Food Bank. Full-time volunteer for Irish educational non-profit for 2 months on grant from Bill & Melinda Gates Foundation.
- **Software Skills:** Advanced background in SQL, Excel, and Java programming. Familiarity with Visio, Eclipse, ArcGIS, and SimplyMap software environments. Enrolled in coursework to improve ARGUS software skills.
- **Interests:** Kiteboarding, boxing, running, and reading