



ALOK BHAGAVA

Neeley School of Business, Texas Christian University | Class of 2019

Supply Chain Planning Intern at Nestle Skin Health

INTERESTS

Interests

- Like solving corporate problems, which have an element of various functions.
- Use analytics to unearth new trends, new opportunities.
- Like connecting dots to analyze the solutions from various stake holders point of view.
- Help the product companies turn quickly around on their sales, advertising, marketing strategy (financial feedback).

Skills

- Financial (Qualitative and Quantitative) Analysis, Deal Pricing
- Financial and Operation Planning
- Sales Operations and Project Management
- Treasury Management
- Understand Technology/Logical bent of mind

Experiences

- Total Corporate Experience of 9 Years, majority of which is in Financial space.
- Understand the various metrics to budget, forecast and control financial parameters.
- Project management and team handling experience.

Languages

Natural Speaker of English

SKILLS

EXPERIENCES

LANGUAGES

What is your value proposition?

I'm able to use my well rounded personality, leverage my previous experiences and knowledge, to help firms and teams deliver superior value, particularly in the Commercial strategy space.

ISEL analysis

Clearly Alok's ISEL profile screams analytics and that makes him competitive for a variety of different roles and different functional areas. Also, the fact that he has more work experience than the average MBA allows him to differentiate himself from his competition. By positioning himself as someone who offers superior analytical capabilities, Alok's deep experience in the financial space allows him to establish credibility with hiring managers.

Alok's value proposition statement could be more clear. I find it a little cliché and lacking specificity.



NEERAJ NALGIRKAR

Scheller College of Business, Georgia Tech University | Class of 2019

Retail Leadership Development Intern at Amazon

INTERESTS

SKILLS

EXPERIENCES

LANGUAGES

Interests

- Function: Product Management/Project Management/Technology Consulting
- Industry: Tech/Telecom/E-Commerce/Healthcare/Start-up
- Geography: United States/Canada/Europe

Problems I like to solve: Multi-level issues in complex systems that require root cause analysis, improving customer sales by implementing both customer-facing and operations side solutions, identifying solutions to reduce costs by looking at business processes and operational efficiencies.

Skills

Project planning, Agile Project management, OSS and BSS Telecom framework and domain knowledge, 3rd Party Online retail sales and inventory management, SQL, R, Tableau, C++, Market Research, MS Office, Excel

Experiences

Infosys Limited, Technology Analyst (Telecom Client in Belgium)

- Developing and presenting Product prototype's to client's C-suite teams.
- Product requirement identification and Project initiation.
- Stakeholder analysis and cross-functional teamwork.
- Implementing new processes to improve business flow efficiency.
- Evaluating RFP's and advising clients based on industry-wide metrics.

Languages

English, Hindi and Marathi

What is your value proposition?

I'm able to my skills in the technology sector to analyze business scenarios and use cases by looking at the underlying data, identifying the root cause and coming up with information-backed recommendations. I'm able to go several levels deep in a problem and focus on how the customer perception can alter a product or service offering.

ISEL analysis

A summer internship with Amazon would be a dream for many MBAs, and Amazon is where this international MBA landed.

There are 2 strong aspects of about Neeraj's ISEL. First he understands technology and possesses skills related to third party on-line retail sales. This is represented in the SKILLS category of this ISEL. Obviously, this fact alone makes him makes him an interesting candidate for Amazon.

The 2nd aspect of Neeraj's profile, though it is not very clear from looking at his ISEL, is his obsession with customer service. A determination to make the on-line retail experience better for customers illustrated with real-life examples is a message that would resonate well with any on-line retailer.



GLE PARK

Jones Graduate School of Business, Rice University | Class of 2019
MBA Intern at KBR, Inc.

INTERESTS

Interests

Interested in business development or planning functions in chemical, healthcare or food industries. Since my major in both of undergraduate and graduate school was chemical engineering. I'd like to stay in the chemistry-based industry.

Particularly interested in helping chemical based organizations fully exploit the business side of research. (Intersection of bus and research and the creation of new revenue streams for firms).

Skills

- Analytical ability: trained through intensive research experiences.
- Ability to manage deadlines: completed commercialization projects and a task force with tight due date.
- Problem solving: managed several projects to address challenges and issues about production processes or quality of products.
- Cross-functional teamwork: used to playing a role as a liaison between research teams and sales, business development and production teams to develop new product lines.

Experiences

- Business development: investigated business opportunities in specialty fluids area and devised strategic plan.
- Problem solving projects: analyzed current production process and suggested improvement scheme to related departments.
- Leading research projects: initiated and managed whole processes of projects.
- Recruitment: participated recruiting events and introduced my company to future researchers.

Languages

English and Korean

SKILLS

EXPERIENCES

LANGUAGES

What is your value proposition?

My sound analytical ability and problem solving skills gained through extensive research experiences can generate new revenue streams for firms. As a project manager, I assessed our current system, identified challenges and devised solutions. Second, I am a collaborative team member. I understand that strong cross-functional collaboration is essential to successfully complete projects I know how to build trust with people. Lastly, I enjoy learning, which is apparent in my background. My skills and experiences can benefit organizations in chemistry-based industries.

ISEL analysis

This student made full use of her ISEL strengths and secured an internship in the technology sector with a firm called KBR, a licensor of petrochemicals and refining technologies.

Gle's background meshes perfectly with what KBR does. Gle's work as an intern involves market analysis and technology research to expand KBR's portfolio. Again, this kind of work perfectly aligns with her ISEL and future career aspirations.

While it may be true that most chemical and oil companies do not hire internationals, it is still possible for international students to find success by creatively identifying firms in their sector of choice that may be open to sponsorship .



LINDA YU

Mays Business School, Texas A+M University | Class of 2018
Consultant at Deloitte

INTERESTS

SKILLS

EXPERIENCES

LANGUAGES

Interests

- Personal relationship building with select people
- Numbers + Math
- International business (especially cultural related)
- Solving difficult clients problems through rigorous methodical Mathematical analysis
- Work stability in the long run

Skills

- Problem solving through numbers
- Research experience on data modeling
- Team work with large groups comprised of individuals with different points of views and personalities
- Communication (speaking, listening, meeting facilitation)

Experiences

- Technical engineering design (5 years)
- Research experience as undergraduate (3 years)
- Teaching assistance for dance schools (2 years)
- Toastmasters (3 years)
- 5 years (oil and gas industry)

Languages

English, Mandarin and some Spanish

What is your value proposition?

My heavily technical pre-MBA background as a process engineer allows me to provide recommendations to clients based on data and rigorous analysis of their business processes and challenges.

ISEL analysis

Every firm is looking for MBAs who are strong communicators and can creatively harness the power of analytics to drive sound business decisions. Linda's ISEL contains both of these sought after characteristics making her a desirable candidate for top firms. Her ISEL aligns nicely for roles in consulting, her preferred post MBA field.

It's worth noting that Linda's background in Oil & Gas was not a key factor in her ability to achieve her job search goals. While she was initially interested in maintaining a connection with that industry, Linda broadened her scope which enabled her to discover new industries.

Linda's superior communication skills, high emotional intelligence, and a results-driven/analytical mindset helped her land an MBA summer internship with HP (corporate finance group) and a full-time job offer in consulting from Deloitte.



VIKAS SHARMA

Scheller College of Business, Georgia Tech University | Class of 2019

IoT and AR Strategy Intern at PTC

INTERESTS

Interests

- Industry: IoT (Internet of Things), Augmented Reality (AR) and Virtual Reality (VR) and the practical applications of these newer technologies to the broad consumer market
- Roles: Strategy, Marketing or Product Development
- Companies: PTC, Nvidia, Honeywell, and startups as well

Very interested in marketing new, disruptive technologies to consumers around the world.

Skills

Digital Marketing, Digital Transformation, Business Development, Marketing research, Business plan development and Product development.

Experiences

9 years of work experience in Business development, Digital Marketing, Management Consulting and Entrepreneurship. Experience as a Free Lancer Consultant for Technology Start Ups.

Languages

Hindi and English

SKILLS

EXPERIENCES

LANGUAGES

What is your value proposition?

I am able to work with cutting-edge technologies and confidently apply my knowledge and expertise in marketing and entrepreneurship to make an impact on the business side of the company.

ISEL analysis

Vikas's ISEL lacked detail which made for a challenging review. With that said it is clear that his ISEL profile contains some unique characteristics.

First of all, Vikas's profile shows a strong entrepreneurial orientation which speaks to his future career aspirations. Vikas has worked as a freelance consultant with start-ups across the globe and his involvement with a digital marketing and technology start-up goes back to 2009, positioning him considerably more experienced than your average MBA.

Vikas's fluency in newer technologies such as AR and VR makes him an attractive candidate to various technology-based firms. Vikas is making good use of his past experiences as he moves forward with his MBA.



TONG QIN

Jones Graduate School of Business, Rice University | Class of 2019
Finance Intern at Alcon

INTERESTS

SKILLS

EXPERIENCES

LANGUAGES

Interests

- Function: Product Management/Corporate Finance/Investment Management
- Industry: Technology/Fintech/Healthcare/Start-up
- Geography: United States/China/Singapore

Skills

- Financial Modeling utilizing DCF, DDM and relative valuation techniques.
- Derivatives Pricing and Hedging and Risk Management
- Portfolio Management.
- MS Office, Excel, C++, R, MATLAB, VBA, Eviews, SPSS, Monte Carlo Simulation, Binominal Tree Method.
- Statistical modeling tools— regression, Monte Carlo Simulation, Tableau, SQL.
- Relationship management.

Experiences

CHINA CONSTRUCTION BANK, Senior Associate, VIP Corporate Customer Business Unit

- Due diligence, industry analysis, analytical and quantitative examination and risk assessment.
- Cross-department teamwork and leadership.
- Project management: Improved work flow efficiency.
- Identified client needs and developed tailored financial service solutions to meet their constantly changing needs.
- Customer-facing and relationship-building.

Internship, An Alternative Investment Fund

- Built confidential database with software such as MATLAB, SAS and SQL in order to assist in analyzing different investment scenarios.

Internship, Research Department in a Securities Company

- Created tabulated statistic system and monitored technical indicators and latest news of selected stocks in order to support industry reports and individual stock reports.

Languages

Mandarin and English

What is your value proposition?

I can apply my knowledge and expertise in finance to make an impact on the business side of the company instead of the technology side. My skills and understanding in statistics and coding can help tech firms in a variety of different ways.

ISEL analysis

Tong's superior analytical capabilities will allow her to successfully compete for MBA roles that require deep analytical skills many of her MBA peers may find too technical in nature.

Pay particular attention to the unique level of detail in the Skills portion of Tong's ISEL. Clearly, this international student possesses a strong analytical skill set that is in demand by U.S. employers and can be leveraged in a variety of different roles.

Tong's proven expertise in finance nicely aligns with her MBA summer internship project.



RODRIGO LEÓN

Neeley School of Business, Texas Christian University | Class of 2018
Glaucoma Global Marketing at Novartis

INTERESTS

SKILLS

EXPERIENCES

LANGUAGES

Interests

Organizations of all sizes fight for consumers' attention. It is hard to get noticed even when you have a superior product or offering. Companies of all sizes struggle to generate marketing campaigns that build brand equity and achieve needed revenue targets. I am interested in helping firms take marketing seriously and treat it as a key component of their long-term growth.

- Marketing/strategy roles (preferably in Tech industry)
- Understand people's personality
- Balance in life between personal and professional life
- Culture of ownership and empowerment to make decisions
- Learn new experiences from professionals, faculty, professors, peers in order to meet long term career goals

Skills

- Well rounded skills (engineering and business background)
- Make decisions based on strategy (market share, revenue, profit)
- Persuasiveness and ability lead teams
- Manage stress, multitasking and time management
- Result driven (analytical driven results)
- Adaptable to new environments, cities, people, etc.

Experiences

Insurance Manager (applied to marketing roles)

- Manage an Insurance Portfolio (of approximately 25 products) which accounted for \$15 (projected profit)
- Lead a 100+ member team in the telemarketing department.
- Design, evaluate and implement new processes/products
- Communication with peers from the region Project Manager
- Be in a company ranked #3 in the Best Places to Work organization, understood how importance is culture
- Led projects focused on innovation and efficiency

- Developed communication skills with peers from different backgrounds and skills
- Understanding of internal processes and how they affect the business side of a company

Languages

Spanish

What is your value proposition?

By blending the science and art of marketing I can help firms deliver measurable results. Also, I am a calm and results driven manager with a proven history of helping teams I have led deliver superior results.

ISEL analysis

Rodrigo is a strong communicator with proven managerial abilities. He shows he's capable of leading teams to accomplish business goals. He possesses people skills and has focused his job search on roles that require a great deal of interaction with team members at different levels.

To his advantage, his profile also showcases a strong analytical background. He's been able to position himself as an MBA who knows both people and numbers.

His first post-MBA job as part of the Global Marketing organization within Novartis required him to develop and manage an interactive sales dashboard to track, forecast and evaluate the performance of different projects by location.



ADIYA PADMAN

Neeley School of Business, Texas Christian University | Class of 2018
Investment Analyst at First Command Financial Services

INTERESTS

Interests

- International Economics: Reading about latest macro-economic and firm-specific sector trends through newspapers, magazines and white papers
- Business Trends: Understanding business trends and prospects of growth and opportunities in new markets for existing firm
- Reading: Learning about latest technological innovations and how it could impact the market

Skills

- Bloomberg Terminal Certified
- Financial Modeling utilizing DCF, DDM and relative valuation techniques
- Derivatives Hedging and Risk Management
- Creating synthetic commodity derivatives to manage risk
- Accounting and Financial Statements
- Advanced Microsoft Excel with VBA
- R Programming for data analysis

Experiences

- Managed operations and professional development for a team of 45 employees and increased revenues 360% over a course of 3 years
- Prepared and presented Equity valuation reports
- Build OMS portfolios for advanced refunding of municipal bonds to match escrow sufficiency requirements and minimize negative yield arbitrage.
- Authored white papers for institutional investors
- Responsible for budgeting, expansion projects and financial analysis
- Responsible for portfolio management and executing trades for student directed asset management fund
- Identified and led expansion project wherein created a detailed report projecting ROI, contingency plan and sensitivity analysis for sales, project cost and loan schedule variables

EXPERIENCES

Languages

Hindi and English

What is your value proposition?

I have a proven track record in financial modeling and valuation techniques to provide unique investment thesis backed by data. I am a fast and detail-oriented learner focused on adding value to the team.

ISEL analysis

Many students (domestic and international) choose an MBA with hopes of changing careers. Aditya's story is of a successful career transitioner with no direct experience in investment banking preMBA but with strong aspirations to break into this field after graduation.

As a second year MBA, this ISEL stood out by containing an unusually high degree of specificity around key skills the market generally looks for in the investment banking world.

Aditya's generally strong analytical strengths allowed him to quickly build the necessary technical skills needed to be taken seriously as a highly motivated and prepared MBA candidate, and convince a firm to take a chance on him.

This ISEL is uniquely specialized and clearly communicates a deep level of understanding and proficiency in his desired sector, despite a lack of direct work experience



HIRAL DESAI

Katz Graduate School of Business, University of Pittsburgh | Class of 2016
Business Transformation Consultant at Highmark Health

INTERESTS

Interests

Newer technologies will disrupt the health care space in ways that cannot be imagined today. Companies will struggle to make sense of all possible options available to them. I'm interested in helping health care and chemical firms make sound business decisions from a marketing and product development standpoint that will increase shareholder value.

Function: Product Management/Product Marketing/Technology
Related Roles in certain industries

Skills

- New product launch in the health care space
- Electronic Health Record (HER) in-house product development and roll out
- Marketing plan development for newly released drugs
- New business development implementation for global health care firms
- Experience with generic drugs
- Effectively interface with Supply Chain, Finance and Regulatory Teams

Experiences

- 4+ years experience in delivering results in the global pharmaceutical, healthcare and manufacturing industries across new business development, process improvement, international account management and product management areas.
- Developed questionnaire and led a market research survey for 200 target physician respondents to determine the 15 most relevant EHR vendors from among over 300 systems
- Designed the optimal post launch digital promotion mix by using insights from the market research survey and interviews with physicians and media agencies

EXPERIENCES

Languages

Hindi and English

What is your value proposition?

I am able to help chemical and health care firms increase revenues through innovative product improvements while reducing costs through process improvements.

ISEL analysis

A strong and rare foundation in both large scale technology implementations and chemical engineering allowed Hiral to stand out as an international MBA, gaining the attention of firms in her targeted space (health care). She connected with one of those firms and secured a job and an H-1B visa.

I met with Hiral two months before her MBA graduation and she had not yet received any job offers. She was growing increasingly tempted to expand her job search to industries beyond health care and chemical thinking it would increase her chances of getting hired. However, recognizing her unique value proposition she ultimately remained focused on firms that use science-based innovation to address consumers needs which paid off.



JINCHI (DAVID) YU

Jones Graduate School of Business, Rice University | Class of 2019
Global Supply Manager Intern at Tesla

INTERESTS

SKILLS

EXPERIENCES

LANGUAGES

Interests

Coordinating and connecting people. Able to act like a broker in difficult situations which require intense cross functional work. Able to connect people and help them get to the right person or right resources to get things done.

Sharing experiences to help people succeed. I am vested in the success of my teammates and those that I work with. I want people to feel good what they do and I like to enable them to reach their full potential.

Skills

Project management, Product management, Cross-functional communication, Capital investment analyses, Strategic Planning

Experiences

- Planned reconstruction scheme of plant ~1.3MM ft² by integrating into company's strategy. Developed timeline and budget
- Led six-member team and chaired weekly meetings for 18 projects' trouble shooting, clarified segregation of duties for cross-functional teams, established standardized project procedure and reduced delay rate by 45%
- Analyzed and evaluated annual budget~\$80MM by understanding needs of business development
- Evaluated necessity and feasibility of 12 capital projects by analyzing operating data and technical reports
- Acquired approval of \$400MM budget to develop 5 core capabilities
- Collaborated closely with technical experts to compete for subsidy from government, ultimately securing \$40MM subsidy and promoting one project to be entitled as Key National Technology Development Project (General Motors)

- Monitored and tracked departmental budget, forecasted cash flow and managed purchase

Languages

Mandarin

What is your value proposition?

Able to help firms strategically analyze their budget needs by offering superior advice regarding capital allocations, and accurate cash flow management with an eye towards maximizing revenue growth and looking for sizeable cost savings for the firm.

ISEL analysis

David's experience in the automotive sector (General Motors) in his home country China provided him with credibility to secure a great MBA summer internship with Telsa. This is a classic example of an international MBA student making full use of his previous industry knowledge in order to secure a great MBA summer internship.

When reviewing David's ISEL, what standout to me is the quality of the "E" portion of his profile, which clearly indicates know-how in assigning and managing high annual budgets.

The ability to reduce budget while providing the appropriate level of resources so managers can achieve needed levels of profitability and revenue goals served as a great training ground for David's MBA internship, which has a strong focus around smart CAPEX purchases.