



**CORPORATE
RESIDENCY
REFLECTIONS**

..... 2021-2022



Northeastern
D'Amore-McKim
School of Business

MEGHNA BALASUBRAMANIAN

Concentration
Industry Sector
Employer
Job Title

Corporate Innovation and Venturing, Healthcare Management
Healthcare
Foundations Medicine
Procurement Co-op

**Primary
Responsibilities**

My role is to find vendors that would be interested in working with Foundation Medicine and drawing up a proposal to vendors willing to participate in our project. The proposal consists guidelines of what Foundation Medicine is looking for in their product. Questions are drawn up in the proposal as well.

I am usually the point of contact for the vendors and organize demos for them to demonstrate their product. Once the list of vendors is finalized and narrowed down, procurement requests pricing proposals and starts negotiating with vendors which is currently what I am doing.

**Projects
Assigned**

Adopting a LIMS software. LIMS stands for Laboratory Information Management System. This will help with streamlining lab operations and automating workflow. It will organize and store lab data.

**Unique
Experiences
and Learnings**

When I first started this corporate residency, I was not sure what to expect. Finance, supply chain, and data analytics are not my concentrations, and this would be my first "corporate job." The one thing I did appreciate was that my colleagues were extremely understanding of my limited knowledge in Procurement and willing to explain to me anything and everything, no matter how silly my question may have been sometimes.

The newer skills I have gained is negotiation skills where I have to ensure the Foundation Medicine is getting a fair price that will be depreciated based on the amount of use, we get out of a product and category management where I have what my company wants, where they want it, and when they want it.



SAM BASSEL

Concentration
Industry Sector
Employer
Job Title

Corporate Innovation and Leading People & Organizations
Higher Education
Northeastern University Chancellor's Office
Business Analyst Co-op

Primary Responsibilities

- Working with college leadership to create economic models for academic degree program launches.
- Analyzing and maintaining databases on enrollments, revenues, and launches.
- Helping to create and present slide decks pertaining to university-wide procedures.

Projects Assigned

- Create an initial version of database to be used to track program launches across the university network.
- Create financial models for programs launching in the coming years.

Unique Experiences and Learnings

- The department was only 6 months old when I joined so part of my work has been creating department processes and tools as we grow.
- As someone with little professional experience, much of what you do can be learned on the job with the help of your supervisor.



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JACKIE JACOBSON BELL

Concentration
Industry Sector
Employer
Job Title

Business Analytics and Supply Chain Management
Business Analytics for Health Services
Harvard Pilgrim Health Care (Now Point32Health)
Business Data Analyst, Corporate Information Management

Primary
Responsibilities

- Data Migration – Authorizations: As Tufts and Harvard Pilgrim merged, I was responsible for much of the prep work comparing data warehouse elements related to claims authorizations.
- IT support for business analytics dashboard reporting.
- Call center reporting (Microstrategy HyperCard) support.

Projects
Assigned

- **Claim Authorization Data Matching:** This was actually several projects but entailed review and technical documentation of data warehouse structure between Tufts Health Plan and Harvard Pilgrim.
- **Provider-Provider Merger Logic:** I reviewed the SQL code being used to aggregate provider information from Tufts Health Plan and Harvard Pilgrim. Logic for matching records was surprisingly complex, as only one value could be relied upon to give a perfect match. We had to think creatively about how to get records to match that did not have this value.

Unique
Experiences
and Learnings

- Compared to class projects, data analytics is much more interesting in the context of strategic decision-making.
- Working remotely was tough as a resident – particularly in a technical discipline.

ELIZABETH BERGANTINO

Concentration
Industry Sector
Employer
Job Title

Marketing and Finance
Pharma/Biotech/Healthcare
Biogen
MBA Resident - Global Customer & Market Insights,
Neuromuscular Diseases

**Primary
Responsibilities**

- Designed and managed market research projects to understand stakeholder sentiment, outcome expectations, and improve market forecasting.
- Analyzed product and market data to generate insights for Biogen's Spinal Muscular Atrophy (SMA) therapy, SPINRAZA, for company executives to use in quarterly earnings calls.
- Tracked the evolution of the SMA market through competitive intelligence efforts and tracked the changing topics of interest and attitudes for HCPs and patients through social listening.

**Projects
Assigned**

- Quarterly performance reporting
- Social listening
- HCP & Patient market research projects
- Competitive readiness support for SMA & ALS

**Unique
Experiences
and Learnings**

- Gained knowledge of the industry and customer & market insights in both new and maturing markets.
- Leveraged my MBA skills and engineering problem solving skills in a different industry.
- Learned how to fully leverage information to make informed marketing and strategy decisions.



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JARED BRUMM

Concentration
Industry Sector
Employer
Job Title

Marketing and Entrepreneurship

Higher Education

Northeastern University Office of The Dunton Family Dean

Lentz Family Fellowship for Community Entrepreneurship

**Primary
Responsibilities**

- Identify needs and availability of resources for underserved small business owners and entrepreneurs in Boston
- Implement programming to address small business and entrepreneur needs
- Document staff, faculty, students, and external organizations that are working on community engagement efforts

**Projects
Assigned**

- Interviewed community organization leaders, small business owners, and local entrepreneurs to identify gaps in resources available to Boston businesses
 - Used these interviews to create case studies to highlight areas of improvement for community outreach to underserved small business owners
- Developed entrepreneurship workshop for local high school students
 - Workshop focused on ideation
- Created a collection of documents, presentations, videos, capstone projects, and other materials
 - Focus on material relevant to small business owners and entrepreneurs in communities surrounding Northeastern
 - 3 main areas of focus: legal, marketing and finance for business

**Unique
Experiences
and Learnings**

Unlike many other roles, this role was brand new to the university and started with very little vision and direction. There is still some management oversight, but I was able to forge my own path in this position and decide what projects I would work on and what the future of this role would look like.

I learned how important communication is when dealing with community outreach and building projects from the ground-up. I had to speak with local community members to discover what issues they were experiencing, and I needed to speak with university professors, students, and organizations to figure out what resources I could leverage. As someone who did not start out with a team, it was critical for me to be able to form my own teams and advisory board. Verbal communication skills are key in bringing together a group of people who share similar visions and goals.



LIAM COLEMAN

Concentration
Industry Sector
Employer
Job Title

Investment Finance and Business Analytics
Investment Banking
Tully & Holland, Inc.
Investment Banking Analyst

**Primary
Responsibilities**

- Financial modeling & valuation
- Creation of information memoranda on behalf of clients
- Industry research reports

**Projects
Assigned**

- Completing pitchbooks and valuation work for prospective clients approximately every other week.
- Lead analyst on 7 transactions, including sell side M&A advisory, buy side M&A advisory, equity financing, and consulting.

**Unique
Experiences
and Learnings**

I have been able to be in nearly every client meeting and pitch for new business, which is not common as a junior banker at many larger investment banks. I have led various calls with prospective investors in which I answer questions about the specific client company that we represent.



SIRISHA CHALAMALASETTI

Concentration
Industry Sector
Employer
Job Title

Supply Chain and Business Analytics
Technology
Tesla
Technical Program Management Intern

**Primary
Responsibilities**

- Collaboration with different cross-functional teams
- Responsibility in ensuring smooth flow of the project across different teams
- Setting up meetings and preparing action items across various teams

**Projects
Assigned**

- Leading 3 financial applications from design to production
- Supporting production issues

**Unique
Experiences
and Learnings**

- Learned integrating with different teams and working in a fast-paced environment
- Handling multiple teams and projects running parallel



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School of Business

PRISCILLA COLON

Concentration
Industry Sector
Employer
Job Title

International Business and Healthcare Management
Pharmaceutical - Alzheimer's Disease
Biogen
Global Customer and Market Research Insights

**Primary
Responsibilities**

- Manage social listening dashboards
- Project management for social listening projects

**Projects
Assigned**

- Completed social listening study for Alzheimer's disease patients
- Completed a competitive intelligence stakeholder research project

**Unique
Experiences
and Learnings**

It is a great work environment. I learned how to leverage social media to understand patient perspectives and gain valuable insights.



SEEMA DABAS

Concentration
Industry Sector
Employer
Job Title

Marketing and Healthcare management

Biotech

IDEXX

Corporate Resident – Global Strategic Growth Marketing

**Primary
Responsibilities**

Evaluate existing surveys, studies, and customer insights to find the growth opportunities to increase the diagnostic testing.

**Projects
Assigned**

Writing a project charter

Aggregating and auditing assets

**Unique
Experiences
and Learnings**

The exposure to global strategic growth marketing has revealed how crucial regional variations, cultural beliefs, and cross-collaboration among teams are for effective marketing. One strategy may work well in one region but can fail in another. I find it challenging and exciting to analyze the situation based on data, find comprehensive solutions to customers' problems, and bring them to the market.

I learned that for any project to be successful, alignment among various teams within the company is highly crucial.



NICK DEMARCO

Concentration

Leading People & Organizations, Corporate Innovation & Venturing

Industry Sector

Electrical Equipment & Manufacturing

Employer

Schneider Electric

Job Title

Analyst Engineer

Primary Responsibilities

- Research
- Data gathering
- Benchmarking
- Model creation

Projects Assigned

- Center of Excellence creation
- Yammer engagement analysis

Unique Experiences and Learnings

My experience at Schneider taught me the difficulties (and benefits) of working for a global, publicly traded company. My role was very insulated, and I did not interact with many people outside of a small team, which was a unique experience for me considering my previous experience was as a key central liaison between departments. It was also 100% independent research rather than project-based deadlines, which forced me to adjust my work style and become more proactive as a business professional.



TIMOTHY FAY

Concentration
Industry Sector
Employer
Job Title

Corporate Finance and Marketing
Consumer Products
Hasbro, Inc.
Data Scientist

**Primary
Responsibilities**

- Data analysis
- Forecasting, optimization, statistical analysis, and operations research

**Projects
Assigned**

- Developed a forecast analysis tool by pulling together various reports allowing us to assess Sales ship forecast versus POS trend at the brand level as well as topline.
- Created and maintained weekly Sales Dashboard
- Identified sales opportunities for Amazon Canada
- Maintain existing predictive models for Amazon shipping behavior and exploratory analysis to develop new models for regional e-commerce predictions

**Unique
Experiences
and Learnings**

- Participating in Account Previews: provided tremendous view of the business and customer relations
- Global Day of Joy: always great to be a part of company community service
- Immediate Impact: enjoyable to have a residency experience where, upon starting, I had a real impact on the business and contributed to my team's success



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ELIZABETH FLETT

Concentration
Industry Sector
Employer
Job Title

Leading People & Organizations, Business Analytics
Human Resources, Transportation
MassDOT
Human Resources Business Partner Co-op

**Primary
Responsibilities**

- Facilitation communication and coordination between HR Business Partners, Future of Work initiative team, and department heads including preparing information brief and presenting to HR and DOT leadership during weekly coordination meetings
- Creating, conducting, analyzing, and presenting focus groups findings on onboarding and engagement to HR leadership, identifying and following through on process improvements
- Coordinate/organize meetings with other external agencies, such as Department of Labor, Federal Highway, larger external unions, ODCR (on a bi-monthly and/or biweekly occurrence), Collaborate with members to determine action items

**Projects
Assigned**

- Onboarding/Offboarding Program Improvement
- Future of Work (Gradual Return to Work) Initiative
- Vaccine Mandate Follow Through

**Unique
Experiences
and Learnings**

- Autonomy to choose and work on projects that align with my career goals and interests in addition to core projects assigned by business partners
- Collaborated across departments and outside agencies such as the Department of Labor and Federal Highway on a variety of projects
- Worked on projects with high visibility across and outside of the agency



KEVIN FOX

Concentration
Industry Sector
Employer
Job Title

Finance and Business Analytics
ISP – Internet Service Provider
Starry, Inc.
Sourcing Specialist Coop

Primary Responsibilities

- Providing electrical component shortage reports, PPV (purchase price variety) reports, and other various reports using our ERP system Netsuite.
- Scheduling and managing PCBA builds with our quick turn manufacturer.
- Purchasing electrical components for manufacturing and purchasing mechanical components for test equipment.

Projects Assigned

- Purchased for and helped coordinate the setup of a new manufacturing facility.
- Automated several reports to get data/insights faster and with higher accuracy.

Unique Experiences and Learnings

- Starry is directly impacted by the chip shortage supply chain issues. Seeing how a company adapts to these supply chain challenges has been a valuable learning experience.
- Starry is in the process of going public!
- These first two experiences combined makes for an interesting and unique company.



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STEVEN GELDART

Concentration
Industry Sector
Employer
Job Title

Corporate Finance and Business Analytics
Consumer Packaged Goods
Procter & Gamble
Finance and Accounting Intern across Direct to Consumer
Grooming Brands

**Primary
Responsibilities**

- Supporting DTC financial operations
- Analyzing the financial success of past month's promotions
- Pre-event analysis: forecasting and approving proposed promotions

**Projects
Assigned**

- SKU assortment analysis: Ranked SKUs by profitability and identified candidates for removal.
- Monthly P&L Reporting: Created an interactive PowerBI report to share key financial information for DTC Grooming brands.
- DTC P&L Standard: Created a P&L reported standard used across DTC Brands.

**Unique
Experiences
and Learnings**

- Working on DTC brands felt like a startup environment. The teams are much smaller than base business and I was expected to wear many hats.
- My projects were very impactful. I felt I was able to provide a lot of value to the team during my residency.
- This was a great opportunity to get exposure to other job functions. I got to work closely with PS, IT, and Brand teams on my projects.



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MARIA GEORGIEVA

Concentration
Industry Sector
Employer
Job Title

Corporate Finance and International Business

Investment Management

Wellington Management Company

Emerging Markets Debt Fixed Income Corporate Resident

**Primary
Responsibilities**

- Completing recurring and ad hoc client requests for a book of business of 200+ institutional clients and \$39 billion AUM.
- Supporting the Emerging Markets Debt Platform Product Management team in strategic projects such as ESG integration and competitive analyses.
- A range of organizational tasks such as notetaking at morning meetings with investors and analysts and tracking tasks for the team to make sure various deadlines are honored.

**Projects
Assigned**

- SFDR compliance strategy: putting together quantitative and competitive analyses and coordinating with different teams within the firm to help the team navigate the new EU Sustainable Finance directive that came into effect recently.
- Presentation skills: not exactly a project, but I've taken several opportunities to present within my team as well as to the portfolio management team. I've communicated that I'd like to do as much of this as possible and have found my team very helpful in getting me some exposure.

**Unique
Experiences
and Learnings**

Use my existing connections to get introduced to people high up in the organization. While building a network of peers is also important, I've found that I don't necessarily need to ask for an introduction to do that. Connecting with more senior professionals is more challenging without an introduction by someone closer to their level.

I've found that I can hold an engaging conversation with said senior professionals – I'd say that having a degree of humility in such a situation is not only normal but actually good, and that shouldn't stop you from trying to connect with people who are much further along in their careers.

Schedule time to work on any side projects/initiatives and keep bringing these up to get feedback and support. If you don't push for your own goals, others won't either.



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AUDREY GORDON

Concentration
Industry Sector
Employer
Job Title

Marketing and Business Analytics
Investment Management
Wellington Management
Global Marketing Co-op

Primary Responsibilities

- Partner with Sustainable Investing global lead to help advance the impact of our branding, investment content and communication work
- Help execute research projects and develop investment content for subsets of our strategic relationships
- Facilitate the development of content and creative tactics for use with clients, consultants, and prospects
- Project work and competitive analyses related to the group's overall objectives

Projects Assigned

- Deep dive reflective work on 2021 efforts with an eye toward developing recommendations for 2022
- Campaign strategy and outreach to get our Head of Sustainable Investment re-elected to the PRI Board
- Competitive landscape analysis

Unique Experiences and Learnings

I learned the importance of interpersonal skills in a remote work environment and being able to effectively engage with people at all levels of the firm.

I had a unique experience at Wellington because while the firm is large, I worked on a small team. Not only did I get to know everyone on my team, but I also had the opportunity to connect with others in the firm outside of Marketing to learn more about the business model, products, and clients.



FRANCIS GRIFFIN

Concentration
Industry Sector
Employer
Job Title

Supply Chain and Business Analytics
Defense
Raytheon
International Supply Chain Support

Primary Responsibilities

- Led cross-functional team meetings to monitor and evaluate the status of production, shipping, engineering, and quality for contracts worth \$20 million
- Utilized phased program execution processes with gates and check points to assess risks and opportunities

Projects Assigned

- Created an Export/Import standard work guide for Material Program Managers and Contract Managers to ensure repeatable, well understood procedures that reduce errors and escapes
- Produced ERP training guides to expedite the onboarding process for new employees

Unique Experiences and Learnings

- Utilizing project management methodologies allows you to manage projects without having subject matter expertise
- Take full advantage of corporate training opportunities – I was able to become certified as a CORE Apprentice (Comparable to Six Sigma Green Belt) and Level 7 Program Manager (Comparable to PMI CAPM) during my residency



JACK HAMLIN

Concentration
Industry Sector
Employer
Job Title

Business Analytics and Corporate Innovation & Venturing
Venture Capital and Advisory
York I.E.
Advisory Associate - Corporate Resident

**Primary
Responsibilities**

- Develop frameworks, across all practice areas, to help standardize the approach to service offerings

**Projects
Assigned**

- Conducted extensive market analysis as part of the due diligence process for potential investments
- Worked on client projects within the market & product practice area

**Unique
Experiences
and Learnings**

- I enjoyed having the opportunity to work on different teams within the company (advisory & investments) and the variety of the work.
- I learned how to effectively manage client relationships and set expectations for both parties that yield desired outcomes.
- I enjoyed working with early-stage ventures helping them overcome various challenges across the business maturity timeline.
- I have a greater understanding of the market forces that drive the SaaS-based business technology sector.



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YUPING HUANG

Concentration
Industry Sector
Employer
Job Title

Business Analytics and Corporate Finance
Technology
MKS Instruments, Inc.
Data Strategy Analyst (Global Supply Chain Department)

Primary Responsibilities

- Provide business intelligence to assess the current and future health of MKS's Supplier Kanban Bin OTD Project and Lead Time Refresh Project.
- Develop sound business cases and present proposals and status updates to senior management, influence department objectives and measures. Identify improvement initiatives and gain the support of others to secure resources and prioritize efforts.
- Generate management reports for stakeholders
- Leverage proficient system skills in Ad-Hoc business reporting necessary to answer time sensitive questions to stakeholders.
- Help teams drive targeted solutions by providing status updates on progress, issues, and recommendations to management on regular basis.

Projects Assigned

- Led Supplier Kanban Bin OTD Project. Created process and structure to drive 95% OTD for supplier Kanban P/N; Built alignment between suppliers and buyers; Developed improved Kanban system.
- Assisted Lead Time Refresh Project. Developed a process to ensure up-to-date processing lead times are maintained across the V&A Division.

Unique Experiences and Learnings

- **Be an influencer instead of a task doer:** In the first week of my residency, I asked my manager for tasks. Instead of giving me specific tasks, he asked me to connect with people and to make them to like me. During the progress of my projects, I realized how important it is. Without the support and collaboration of these people, I can hardly do anything. Furthermore, my projects involve changes and improvements; only by establishing a strong relationship of trust with stakeholders can I influence them and make them accept these changes.
- **Don't limit yourself:** I am the only female in the team, and I hardly see successful women in the global supply chain department. I often didn't feel confident in group meetings. My manager always encourages me to speak up because he believes that I am very insightful and have good ideas. During the one-on-one meeting, one of the executives, who is also a woman, told me her story that how she grabbed the chance to be an SVP in a situation that several talented men competed with her. I was inspired and became more confident. What makes me very proud is that I was mentioned 5 times as the future leader by CEO during the debrief after final presentation, which is the most among all the 10 interns.



HANNAH JONES

Concentration
Industry Sector
Employer
Job Title

International Business and Leading People and Organizations
Consumer products & Gaming
Hasbro, Inc.
AIM Co-op (Analytics, Insights, & Measurements)

**Primary
Responsibilities**

- Project management
- Data export & table creation

**Projects
Assigned**

- Writing summaries on key insights for stakeholders

**Unique
Experiences
and Learnings**

A really unique aspect of this position is getting to work cross functionally across all brands. Getting to work with five different teams allowed me to get a lot of exposure to different areas of the business.



SUSAN KATZ

Concentration
Industry Sector
Employer
Job Title

Business Analytics & Corporate Finance
Managerial Consulting
Accelare
Consultant/ Senior Business Analyst

**Primary
Responsibilities**

- Business operations documentation & analysis
- Assisting in to-be process design
- Building client recommendations
- Opportunity to handle ad-hoc tasks in Marketing & Sales

**Projects
Assigned**

- MassDOT Revenue Operations Unit
- Development Operations at a Non-Profit Organizations

**Unique
Experiences
and Learnings**

- Accelare has provided me opportunities that greatly exceeded my expectations. The team has consistently assigned me tasks that allow me to make real impacts on client engagements or internal activities.
- My presentational skills have significantly increased, and my comfortability in handling client engagements has also significantly improved.
- Accelare embraces creativity and encourages their employees to constantly engage and feel free to speak their thoughts. This has allowed me to build out my strategy building skills and has given me a new insightful way of thinking.



FREDDIE KELLEY

Concentration
Industry Sector
Employer
Job Title

Business Analytics and Corporate Innovation
Aviation and Aerospace
Collins Aerospace
Capture Strategy Analyst

**Primary
Responsibilities**

- Assisted in proposal strategy development for proposals across North and South America within the Customer and Account Management team
- Provided analytic support of proposal pricing against internal costs and market data

**Projects
Assigned**

Post-Opportunity Report detailing wins and losses from the past Quarter

**Unique
Experiences
and Learnings**

I found the large network of teams and stakeholders within the company very complex and the position I had was interesting to the overall scope of the process. I learned how to work autonomously and engage the needed individuals to get tasks done in a timely manner. I also learned how important it was for me to have an in-person experience where possible.



NICHOLAS LANDIS

Concentration
Industry Sector
Employer
Job Title

Marketing and Corporate Innovation
Sonar & Ultrasonic Technology
Massa Products Corporation
Junior Controller/General Marketing

**Primary
Responsibilities**

- Analyze and report project costs and margins

**Projects
Assigned**

- Schedule, book, manage, and create strategic ad placements
- Complete daily labor audit & reconciliation
- Weekly project budget analysis

**Unique
Experiences
and Learnings**

Joining a small business allowed me to get a lot of experience across several different disciplines.

Some companies view too much experience as a bad thing, because they want someone who is willing to come in and adapt to its way of doing things, as opposed to having their own methods.



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LYDIA LARSON

Concentration
Industry Sector
Employer
Job Title

Corporate Finance and Business Analytics
Biotech/Healthcare
Foundation Medicine
Process Excellence Co-op

**Primary
Responsibilities**

- Interview employees to identify pain points
- Create diagnostic presentations

**Projects
Assigned**

- Create smart sheet dashboard to track daily metrics
- Create training materials and presentations

**Unique
Experiences
and Learnings**

My manager left halfway through, so that was an adjustment, but I got to learn about multiple management styles by being managed by multiple people. I learned that I like to work with a lot of different people and teams, which I was able to do with all of my internal consulting projects.



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TAYLOR LEMIEUX

Concentration
Industry Sector
Employer
Job Title

Entrepreneurship, Leading People & Organizations
Internet
Monster (Monster.com)
Program Operations Manager Intern

Primary Responsibilities

- Worked directly with the sales enablement and sales operations teams to provide support for the Monster sales team
- Prepared sales team for future customer communications by creating various documents presenting crucial information regarding new product offerings and system change
- Assisted team members with various tasks and ongoing projects

Projects Assigned

Global Policy Project: Aligned multiple countries on sales policy by creating single document for Monster EU

Leads Workstream: Developed cross-functional workstream focused on Monster's leads process, resulting in company readiness for upcoming business model transformation in 2022

Unique Experiences and Learnings

Working for a global company, while it has its challenges, is such a fun experience. I was able to learn from people all over the world.

Monster is in the middle of a business model transformation. With that, it was an interesting time to be a part of the company. Change management, as we learn in classes, isn't easy; there are a lot of moving parts involved – a stressful yet exciting process!



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ANNIE LOPATIN

Concentration
Industry Sector
Employer
Job Title

Marketing and Business Analytics

Medical Device – In Vitro Diagnostics

Werfen

Business Development Co-Op (Continuing in Part-Time capacity in the Spring as Product Management Co-Op)

**Primary
Responsibilities**

- Manage development and execution of market research project to guide product development through engaging with over 30 coworkers from leadership to product managers and affiliates across 5 countries
- Develop clinical decision support landscape based on desk research as well as engaging with internal company leadership and external clinicians for their perspectives
- Present updates and results to senior leadership (including COO) monthly, during second half of internship

**Projects
Assigned**

- Manage development and execution of market research project
- Develop clinical decision support landscape

**Unique
Experiences
and Learnings**

The access I was provided within Werfen was far and beyond any internship I have seen – I was encouraged to interface with all levels of the organization and even with clinicians to learn and complete my projects. Despite Werfen being a completely different industry than I am used to (Medical Device and B2B), there were a lot of transferrable skills from my previous experience working in Advertising agencies with consumer facing brands that I was able to put to use



Northeastern
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School of Business

KHANH HO PHUONG NGUYEN

Concentration
Industry Sector
Employer
Job Title

Quantitative Finance
Automation
Schneider Electric
Analyst Engineer

Primary Responsibilities

- Develop content and manage internal communication channel to provide a consistent and impactful message for the transformative program
- Support transformation team with data collection

Projects Assigned

Build cost absorption reports and automated P&L report template for internal stakeholders

Unique Experiences and Learnings

What's unique about my experience is the ability to connect with various professionals at the company to gain practical experience outside of my job scope. The managers here are supportive in helping me to build a career path within the company.



SINEAD OLIVER

Concentration
Industry Sector
Employer
Job Title

Supply Chain Management & Business Analytics
Aerospace and Defense
Raytheon Missiles and Defense
Material Program Manager and International Procurement Specialist

Primary Responsibilities

For my mini rotation with international procurement, I was responsible with place blanket purchase orders for full year 2022 at two of our international sites, which included sending out RFQ's, putting together a compliant PO package and placing the PO in our SAP system. For my main role as a Material Program Manager, I was responsible for identifying and vetting European suppliers and creating and updating strategic tools to track the capabilities we need to procure parts internationally with the suppliers who meet those capabilities.

Projects Assigned

Second Sourcing Analysis Tool: I built a tool that linked to a data source that reviews domestic supplier performance each month to identify areas of opportunity for second sourcing internationally. I was able to couple my business analytics background with supply chain to build a few other tools and analyze data to identify second sourcing opportunities or match needed capabilities with international supply base's manufacturing capabilities.

Unique Experiences and Learnings

I really enjoyed the supply chain experience during my residency which I didn't have before and further reinforced that this is where I want to take my career post-MBA.

I was able to work cross functionally with another classmate who was doing their Co-Op at Raytheon but in a totally different role so that was interesting learning more about what they were doing and how it connects to what I was doing.

The ability to do an informal rotation on top my regular Co-Op was unique and enlightening as I got to gain more experience in many areas of supply chain in a short amount of time. Raytheon is really good at letting employees move around and try a lot of different roles during their tenure, so I got to experience that side of their culture.



LUCAS DELFINO PEREIRA

Concentration
Industry Sector
Employer
Job Title

Innovation/Leading People and Organizations
Mining and Metals Startup out of MIT
Phoenix Tailings
Innovation, Entrepreneurship & Sustainability MBA Coop

**Primary
Responsibilities**

- Structure the company's commercial area
- Sales
- Develop and manage new talents

**Projects
Assigned**

- Develop the Business Model Canvas for Rare Earth Metals (the first product the company will launch). For it, it was necessary to map the top players of the market (worldwide), interview them (customer discovery), and understand/validate their problems to deliver the right solution.
- The Department of Defense and Investors fund the company, and there is no revenue stream from sales. Thus, ultimately, I am responsible for making the first company's sales.

**Unique
Experiences
and Learnings**

I'm Brazilian, and Brazil is a forerunner in the mining industry. Even though I am also developing the US market, I was the right fit because I know how to carry over in Brazil and Latin America. Therefore, I am leveraging what is unique due to my business knowledge, commercial skills, management expertise, and communication ability in Portuguese, Spanish, and English.

For me, it was an opportunity to learn a new industry, apply my previous knowledge, develop what I've learned during my MBA at Northeastern by deep diving into the entrepreneurship, innovation, and sustainability world.

I work directly with the co-founders, so I am close to the decision-making process. Also, my Co-op was an opportunity to incorporate the American Business Culture. I am constantly meeting with investors and representing the company in events. Additionally, the company has sent me to Brazil to develop business opportunities.



SAMUEL POTEL

Concentration
Industry Sector
Employer
Job Title

Corporate Finance and Healthcare Management
Health Care, Technology
Point32Health (formerly Harvard Pilgrim HealthCare)
Business Data Analyst

**Primary
Responsibilities**

- Data gathering
- HyperCard support.

**Projects
Assigned**

Commercial Migration (Merging database information)
Dashboard code testing/debugging.

**Unique
Experiences
and Learnings**

Everyone in business needs coding/data experience. I am more motivated to complete projects when I know the impact they will have.



Northeastern
D'Amore-McKim
School of Business

MADELEINE ROMEU

Concentration
Industry Sector
Employer
Job Title

Corporate Innovation and International Business
Technology
Dell Technologies
Project Manager, Business Operations - Procurement

Primary
Responsibilities

- Coordinate with the relevant stakeholders
- Documentation of current and new processes
- Meet with the IT team

Projects
Assigned

- Digital transformation process improvement project
- Departmental process alignment project

Unique
Experiences
and Learnings

The Dell Culture: The Dell culture is a hardworking entrepreneurial culture that supports its employees. Internal networking is highly encouraged and supported. Demonstrating curiosity is valued and encouraged. My managers were incredibly supportive of my career development and career aspirations.

Mentorship: Dell offers opportunities for interns to sign up to receive a mentor throughout the internship. In addition, informal mentorship is highly encouraged. I had the opportunity to have various team members within different departments be informal mentors throughout my co-op. These individuals would be people that I could go to for questions, guidance, support, and career advice. I am very grateful for the people I had the opportunity to meet.

Responsibility to be able to manage projects: Dell provided me the opportunity to take charge of a large project. They valued my input and allowed me to be able to make critical decisions that would affect the department. This opportunity helped me work on my confidence and trusting my instincts.



JAVIER ROSAS RUIZ

Concentration
Industry Sector
Employer
Job Title

MBA x Software Development
Pharmaceutical industry
Charles River Laboratories
Data Analyst/Programmer

**Primary
Responsibilities**

- Visualize company metrics using PowerBI
- Clean and analyze data using Python (Pandas mostly)
- Build software for the company using Python

**Projects
Assigned**

- Clean, organize and visualize data for a sector of the company in Germany
- Built Python software in a team of 3 - The software was used to classify sales reps

**Unique
Experiences
and Learnings**

Building software in a team can be challenging. Coordinating modules and organizing tasks so that the code runs smoothly is a tough project management challenge.

The amount of data we handled was gigantic at times. Some of the tasks that involved tons of data were impossible without a fast internet speed and a lot of memory in the computer.



KEVIN SCHIAVONE

Concentration
Industry Sector
Employer
Job Title

Supply Chain Management & Corporate Innovation
Aerospace & Defense
Raytheon Technologies
Strategic Sourcing Co-Op

Primary Responsibilities

- Support the evaluation of construction supplier proposals and development Raytheon's strategy to source work in the Middle East
- Support the teams transition to the strategic sourcing organization best practices

Projects Assigned

- I solicited and reviewed supplier information to determine supplier capabilities, compliance and prioritize Raytheon key care-about.
- Contribute to a price walk down strategy that was used to inform the business development team of how our supplier's bid differed from our internal estimates.

Unique Experiences and Learnings

Understanding your customer. Engaging in business development meetings, engineering reviews, global trade, and office of general counsel meetings gave the experience to learn the needs of these internal groups, which in an operational sense where our customers. Raytheon has many internal organizations that will support one program. Often our work was to identify the needs of these groups before presenting or collaborating on a new task or to achieve a milestone for the program.

Incremental buy-in and engagement. Our group had to rely on influence to push many tasks to completion. Our schedule and milestones were aligned to meet the business development teams goals. The individuals and organizations that support our projects had other internal obligations pulling them away from our work. Observing how my manager communicated with the supporting team I was able to see the importance of understanding early engagement and mapping stakeholders, as well as understanding their processes.



ANIYAH SMITH

Concentration
Industry Sector
Employer
Job Title

Analytics and Marketing
Consumer Products; Entertainment
Hasbro
AIM Insights Co-op

**Primary
Responsibilities**

- Perform data analysis and create concise reports with focused recommendations
- Synthesize data

**Projects
Assigned**

- Drafting surveys for market research
- Compiling email summaries with insights
- Pulling data

**Unique
Experiences
and Learnings**

As part of my residency, I learned to be flexible and open to tasks I may not have initially chosen to do.

I think unique to my experience is the type of product we are testing and with most of our respondents being parent/child pairs we uncover a number of interesting insights.



MICHAEL (MICAHA) A. SMITH II

Concentration
Industry Sector
Employer
Job Title

Marketing, Media Innovation and Advocacy
Recruitment
Hub Recruiting
Outsourcing Marketing Lead

**Primary
Responsibilities**

- Manage LinkedIn Marketing
- Develop style guide for future digital marketing assets

**Projects
Assigned**

- Completely redesign Hubrecruiting.com
- Manage several LinkedIn Marketing Campaigns

**Unique
Experiences
and Learnings**

- Worked directly with C-Suite Executives to push marketing initiatives
- Primarily worked independently to complete website project
- Not having a manager is a different experience



KIRILL STANISLAVSKYI

Concentration
Industry Sector
Employer
Job Title

Supply Chain and Business Analytics
Technology
Dell Technologies
Supply Chain Management – Global Procurement

**Primary
Responsibilities**

- Maintenance of multiple existing dashboards as well as creation of new dashboards
- Automation of existing processes including time savings, and enhancements to dashboards and data accessibility/use
- Doing research project for Country of Origin identification in product manufacturing (current business requirements)

**Projects
Assigned**

- Country of Origin research project
- Creation of 3 business analytics dashboards

**Unique
Experiences
and Learnings**

- Exposure to multiple teams located all over the world
- Merger and acquisition of such giants as Dell and EMC take a lot of time to complete and it is not easy to conflate two very different business models (a lot of resistance to change and many systems that are running separately for both sides of the business)



NIKI STERGIOU

Concentration
Industry Sector
Employer
Job Title

Marketing and Entrepreneurship

Finance

Wellington Management

Investment Products and Fund Strategies Corporate Resident

**Primary
Responsibilities**

- Develop a deep understanding of specific investment approaches and markets
- Collaborate on the development of client solutions and new investment strategies

**Projects
Assigned**

- Lead monthly ESG portfolio reviews to highlight areas where risk was added
- Perform competitive analysis on the Global Credit product as it compares to peers in the industry
- Write monthly transaction commentaries on top/bottom transactions throughout the month

**Unique
Experiences
and Learnings**

- This opportunity enhanced my public speaking skills as I lead daily meetings with my team which includes a senior partner of the firm, along with monthly portfolio reviews where I present in front of senior portfolio managers.
- Working closely with ESG data was unique and opened my understanding to sustainability which is a trending and important topic that impacts all industries.



CAMILLE SUPER

Concentration
Industry Sector
Employer
Job Title

Healthcare Management & Marketing
Consulting
Accelare
Consultant

**Primary
Responsibilities**

- Market Research
- Client Engagement
- Editorial Writing, Blog, and eBook Development

**Projects
Assigned**

- eBooks on Future Trends in Healthcare and Higher Ed
- Market Research for Client Expansion/Pitch Opportunities
- Consultant/Analyst on Client Project

**Unique
Experiences
and Learnings**

- How to apply past work experience in a new and different industry
- How to advocate for work and projects that both interest and challenge me
- The consulting industry as a whole



FRANCIS TIERNEY

Concentration
Industry Sector
Employer
Job Title

Supply Chain and Biotechnology

Healthcare and Biotechnology

Foundation Medicine, Inc.

Strategic Initiatives and Process Excellence (SIPX) Co-op

**Primary
Responsibilities**

- Build end-to-end process maps for core business processes and enabling functions
- Support organizational OKR's by liaising cross-functional collaboration
- Implement process improvements using lean methodology

**Projects
Assigned**

- Acted as project manager, from design through hyper care, for Accessioning and Specimen Return team relocation
- Implemented new scanning device and application, training 30+ individuals, to close chain of custody gap for incoming samples

**Unique
Experiences
and Learnings**

- Communication is the most important aspect of business.
- Be confident in your abilities: Be yourself.



GEORGE TREES

Concentration
Industry Sector
Employer
Job Title

Finance and Marketing
Healthcare and Biotechnology
Massa Products Corporation
Marketing/Sales

Primary Responsibilities

I ensured all advertisements were created, and ready to be submitted to our publications. I was responsible for researching new publications to advertise with. I was also responsible for researching and compiling contacts for new product developments and scheduling. I aided the CEO in creating research articles on Massa technology and applications.

Projects Assigned

I created the 2021/2022 marketing budget and scheduled all the advertisements and decided what kind of advertisements they would be. I was also tasked with doing analytical work on the cost for advertisements with our publications to the response rate. I decided to drop some long-time publications Massa worked with and added new ones that would be more targeted towards their goals.

Unique Experiences and Learnings

Given my direct boss was the CEO, I was able to be in every potential new client meeting. This was a blast because I got to see how both sides of the table negotiated and operated.

I got to see how companies initiated MNDAs and got to be part of the weekly management production meetings.

The biggest skill I was able to boost was my time management, given all the different advertisement deadlines, research reports, write-ups, and meetings with old and new publications.



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OLIVIA VAN AMSTERDAM

Concentration
Industry Sector
Employer
Job Title

Investment Finance and Corporate Innovation
Technology, specifically SaaS
UKG (Ultimate Kronos Group)
Graduate Intern, Business Data & Analytics Operations

**Primary
Responsibilities**

- Analyze customer health and migration data to identify opportunities for increasing revenue, profitability, and customer satisfaction
- Design visualizations in Power BI that support team and group goals for increased usage of data-driven toolsets

**Projects
Assigned**

Project data lead for a Sales contest to accelerate the migration of over 4,000 existing UKG customers to new SaaS products using predictive data and insights. This project was part of a strategic initiative to have UKG efficiently scale for growth and helped to build up the customer migration pipeline for FY22.

**Unique
Experiences
and Learnings**

I joined my team while the company was going through a massive merger, which taught me a lot about how to bring outsiders in on complex data-driven projects while not slowing down the timeline of deliverables.

I learned how important having a good data strategy is. Many companies don't have a proper data strategy in place, which can affect how they utilize data for decisions-making and growth.



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KRISTEN WISSMAR

Concentration
Industry Sector
Employer
Job Title

Marketing, International Business

Technology, specifically SaaS

PayPal; Haus Labs by Lady Gaga

Valuation and Benchmarking and Manager Strategy and Analytics

Primary Responsibilities

- At PayPal I developed a benchmarking model to measure the maturity of the privacy program using qualitative and quantitative measurements, with the goal of developing a long-term planning and prioritization framework. I also looked for opportunities to improve the customer experience on site, though highlighting vague language around privacy and bugs in the system.
- At Haus Labs, I was hired to bring an analytical perspective and rigor to strategic programs like digital product priorities, spend optimization, product adoption and customer loyalty.

Projects Assigned

- **PayPal:** Benchmarking all teams and functions within the privacy organization and sharing updates monthly with the broader team.
- **Haus Labs:** Led taskforce to ensure revenue targets are achieved over the holiday shopping season, including reporting progress updates and planning additional revenue driving levers to achieve goals.

Unique Experiences and Learnings

- The CMMI model was new to me, however I now see the need for it everywhere. In my current role at Haus Labs, we are in a start-up phase, and our processes are not defined and change often. The goal is to be in a more standardized place, but we are working with many external investors which makes this harder.
- This role was 100% remote and onboarding remotely was harder than I expected. When working remotely, I had to be very proactive in building relationships with the full-time team members. One learning from this experience is to setup recurring meetings earlier with team members and address the remote challenges earlier.
- Before working at Haus Labs, I had only worked at 10,000 to 40,000 person companies. I often thought that these large companies were moving too slow, and that working at a smaller, more nimble organization would be exciting. This made a start-up experience at Haus Labs, a 50-person company, very attractive. However, working at a startup has different challenges like the executives need to frequently fundraise and executional teams are much smaller which means workload management is a challenge.



RICHARD WOLLBOLDT

Concentration
Industry Sector
Employer
Job Title

Entrepreneurship and International Business
Technology
Civicom, Inc/WelcomeWare/Feathers (Charity)
Business Development Specialist

**Primary
Responsibilities**

- Formulation of cold outreach campaigns
- Assist the director and head of strategic partnerships in information gathering, deck creations and demonstrations
- Travelling to sales events across the country

**Projects
Assigned**

- Lead a successful charitable event
- Creation and documentation of formal sales process

**Unique
Experiences
and Learnings**

- Always dress to impress
- Never be late for a meeting
- Manage up
- Be yourself. Do not change the characteristics you like about yourself for anyone.



EVELINA WONGOSARI

Concentration
Industry Sector
Employer
Job Title

Marketing and International Business
Banking
Federal Reserve Bank of Boston
Strategy and Innovation Co-op

**Primary
Responsibilities**

- Provide programmatic and administrative support for the organization's strategy and innovation program
- Help advance a culture of innovation and portfolio of initiatives designed to solve problems, transform business processes, and achieve the mission
- Conduct research on new and emerging technologies and their application to business challenges

**Projects
Assigned**

- An internal website for employees that educate them about innovation and support them with resources
- An innovation incubator for employees to develop and experiment with new solutions to current or future problems

**Unique
Experiences
and Learnings**

- Types of work/tasks varies with projects on an almost weekly basis so I must learn to implement agile process and be a self-starter
- Collaboration with other people is essential as my work and team touch many stakeholders across the organization so I need good communication and project management skills