

**TARUN**  
Address 1  
Address 2  
Phone number  
School email

## **EDUCATION**

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### **MIT SLOAN SCHOOL OF MANAGEMENT**

Cambridge, MA  
2008-Present

*Candidate for Master of Business Administration, June 2010, GMAT: 710*

- Senator, MIT Sloan Student Government, elected by peers to drive improvements in student experience
- Vice President, MIT Sloan Sales Club, and co-lead for 2009 MIT Sloan Sales Conference
- Managed client relationships on mobile e-commerce and online revenue growth strategy project for Apple Inc.
- Member, MIT Sloan General Management and Marketing clubs

### **GEORGIA INSTITUTE OF TECHNOLOGY**

Atlanta, GA  
2002-2004

*Master of Science in Mechanical Engineering, GPA: 3.9/4.0*

- Awarded Graduate Research Assistantship (top 20% of graduate students)
- Presented and published research in multiple American Society of Mechanical Engineers conference proceedings

### **UNIVERSITY OF MAINE**

Orono, ME  
1998-2002

*Bachelor of Science in Computer Engineering, summa cum laude, GPA: 3.7/4.0*

- Inducted into the Order of the Senior Skulls (top 1% of senior class), Tau Beta Pi, and Eta Kappa Nu honor societies
- Resident Assistant and community leader for over 300 undergraduate students

## **EXPERIENCE**

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### **TEXAS INSTRUMENTS, INC.**

Tempe, AZ  
2005-2008

#### *Distribution Sales Manager*

- Managed TI's mass-market sales in AZ, NM, NV, TX, and Mexico; grew revenue from \$29M to \$36M
- Secured and maintained #1 supplier position in distribution channel by developing and leveraging influential relationships with distributors' general management, field, and inside sales representatives
- Achieved 52% revenue growth and gained preferred supplier status at the largest account in the AZ market by executing improvements in TI's delivery performance
- Introduced three incentive programs to grow TI's sales with distribution partners, each of which achieved over 90% participation from distributor sales teams
- Organized inaugural 'TI Arizona TechDay' technology seminar that was attended by over 100 clients
- Devised market sales strategy, established team priorities, and implemented a closed-loop review process to ensure continual progress in achieving sales targets
- Provided technical training for customers and distributors, and individual coaching for sales team members

#### *Technical Sales and Marketing Associate*

Dallas, TX  
2004-2005

- Drove strategic product marketing initiatives and tactical support for the western US market
- Established partnerships with third party vendors to bolster TI's customer support model
- Championed strategy and content development for TI's worldwide developer conference (TIDC)
- Managed 'Power Lunch' program for new sales associates to facilitate mentorship from senior management

### **DELL, INC.**

Round Rock, TX  
Summer 2003

#### *Mechanical Engineering Intern*

- Researched and led process improvement initiatives for Dell's desktop PCs
- Drove desktop PC chassis design initiative to realize \$1.5M cost reduction

## **PERSONAL**

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- Community: Volunteer judge for middle and high school science and technology fairs
- Interests: Guitarist in a band, sports car enthusiast, electronic music mixer/creator
- Athletics: Division I Team Handball, represented Georgia Tech at US Collegiate and Amateur Tournaments  
President, University of Maine Tennis Club