

# KAMAL GAUTAM

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## EDUCATION

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**Richard Ivey School of Business, The University of Western Ontario, London, Ontario** **2004**

MBA Candidate – Biotech Stream

- ♦ Selected as member of the LEADER project – taught entrepreneurship program in Ukraine
- ♦ Awarded Second Place in CIBC Ivey Business Plan Competition 2003 (national competition)
- ♦ Member of the Executive Committees – High Tech Club, Ivey Aerospace Association, and Golf Club

**Harvard University, Cambridge, Massachusetts** **1996-1997**

Select graduate-level courses, software design and development

**The University of Ottawa, Ottawa, Ontario** **1995**

Bachelor of Science, Honours, Chemistry

- ♦ University Award for Academic Excellence. Prudential of Canada University Scholarship

## EXPERIENCE

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**Merck Frosst Canada Limited, Toronto, ON**

Merck is a global leader in the innovative pharmaceuticals industry and is repeatedly named among the top 50 employers in the world.

**Summer 2003 – MBA Intern**

- ♦ Developed business plan for Government of Ontario and biotech/pharma companies, making recommendations on how to grow Ontario to the #3 biotech region in North America
- ♦ Performed business and regulatory environment analysis for biotech sector in Ontario and other jurisdictions

**Bremer Associates, Incorporated, Newton, MA**

Bremer develops and markets systems integration and data transformation software products for application development and application integration markets, focusing on customers in the financial services industry.

**2001-2002 – Director, Solutions Architecture**

- ♦ Defined corporate strategy, budget and cash flow projections with senior management and investors
- ♦ Established prototyping process for customers (incl. Deutsche Bank, JPMorganChase, and Lehman Bank)
- ♦ Managed team of sales engineers on critical customer engagements
- ♦ Designed Bremer's flagship MetaStreamer software suite with CTO and Director of Product Development
- ♦ Led implementation of MetaStreamer at State Street Global Advisors

**1999-2001 – Sales Engineering Manager**

- ♦ Established Sales and Marketing department with new VP of Sales
- ♦ Raised \$2.2MM in venture capital financing (with the CEO)
- ♦ Managed projects for customers in financial services industry
- ♦ Executed first commercial implementation of Bremer's DIGMAS data integration software

**1995-1999 – Lead Software Engineer, Systems/Software Engineer**

- ♦ Led development of key component of DIGMAS, Bremer's data integration software suite
- ♦ Implemented DIGMAS at the US Air Force as part of a \$15MM initiative with major defense contractors
- ♦ Managed MIS department, including budgeting and long-term systems planning
- ♦ Designed and developed custom-made software applications
- ♦ Analyzed and redesigned business processes for customers through interaction with end users
- ♦ Member of team implementing and integrating software at customer sites and training end-users

## INTERESTS

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- ♦ Golf, cycling, photography, squash, web design, flying, Ivey Wine Tasting Club
- ♦ Fluent in Hindi; intermediate skills in French