

# MASTER OF MANAGEMENT OF INNOVATION

Class of 2021 Student Viewbook

# **DIRECTOR'S MESSAGE**

On behalf of the Master of Management of Innovation (MMI) program at the University of Toronto, I would like to personally thank you for considering our students for internship opportunities. At MMI, we believe that growth for businesses, organizations, and even nations cannot be sustained without being at the forefront of innovation and harnessing it properly. Our program that graduates highly qualified young professionals who are ready to tackle today's biggest business challenges and we know you will find great value in their contributions.

We provide a dynamic learning environment which perfectly blends rigorous training and innovative thinking into intense course work that covers the latest development in marketing, finance, business strategy, technology management and innovation policy. MMI's summer internship program prepares students to embark on their professional journey by applying the knowledge gained in the classroom to bring fresh and innovative perspectives to the management of your organization.

We are pleased to have seen such enthusiasm and support for our students and program and we are excited to partner with you!

# Sincerely,



Tanjim Hossain
Director, MMI
Associate Professor (Marketing)

# **PROGRAM OUTLINE**

# Master of Management of Innovation - MMI Your Master's Degree in 12 months

The Master of Management of Innovation program attracts students with science, engineering and technology backgrounds. The program prepares students with the knowledge, skills and strategic perspectives required to become leaders and senior managers.

Our curriculum provides a strong foundation in economic analysis, technology management, business strategy, finance, accounting, marketing and policy. The required academic core courses focus on management and economics; students select three electives tailored to their interests and goals.

Students must complete the MMI internship in order to be eligible for graduation. The internship allows students to gain valuable, real-world work experience and an opportunity to demonstrate the key competencies the MMI program has taught them.

#### Core Courses and Electives

Fall	MMI1010H	Prices and Markets	
	MMI1020H	Introduction to Big Data Analysis	
	MMI1030H	Marketing	
	MMI1040H	Accounting	
	MMI1060H	Finance	
	1 Elective	*	
Winter	MMI1050H	Negotiations	
	MMI1070H	Economics of Business Strategy	
	MMI1080H	Management of Technology	
	MMI1090H	Technology, Strategy and Policy	
	2 Electives	*	
Summer	MMI1100H	Internship	

<sup>\*</sup> Students are free to choose electives from graduate courses across all disciplines at the University of Toronto.

# **INTERNSHIP RECRUITMENT & SCHEDULING**

#### TFRM 1

Core Courses/Electives September to December 2020

#### TFRM 2

Core Courses/Electives January to April 2021

#### TFRM 3

Internship May to August 2021

# **INTERNSHIP OBJECTIVES**

Experiential learning is an integral part of the MMI program. Combined with on-the-job training, experiential learning has the power to inspire students not only to reinforce the material presented in lectures but also transfer it to the workplace and teach it to others. Hence, the main objectives of the internship are to:

- 1. Apply the knowledge and skills learned in the classroom to address innovation challenges and opportunities at the host organization;
- 2. Acquire new knowledge and skills from supervisors and other team members at the host organization;
- 3. Transfer knowledge and skills to the workplace;
- 4. Learn about opportunities and challenges in technology management at the host organization and;
- 5. Share the knowledge gained from work experience with all members of the class, faculty and staff of the MMI program.

# CRITERIA FOR INTERNSHIP PLACEMENTS

- Internship term must end no later than August 31, 2021.
- Students must complete at least 10 weeks of full-time work (min. 30 hours/week) with an approved company.
- Internships cannot be of an entry-level administrative nature and must provide students with in-depth exposure to the employer's organization.
- During the internship, students must have a qualified person responsible for evaluating their progress.
- · The student's supervisor must complete an evaluation of the student at the end of the internship term.

# **MMI CLASS OF 2020 INTERNSHIP STATS**

# **Class of 2020 MMI Internship Stats**

#### **Placement Functions** Marketing 6 students (19%) Project Management alary Average 5 students (15%) \$24.19/hr **Business Development** 5 students (15%) \$3,792/month Operations 5 students (15%) \$45,504/annual Analysis - Financial 4 students (12%) Analysis - Research/Market 3 students (9%) **Placement Breakdown** Strategy 3 students (9%) Retail/Food **Quality Assurance** Other 1 student 1 student (3%) Insurance (3%) 2 students (6%) 1 student Procurement (3%)1 student (3%) Education 3 students 33 STUDENTS **Fi**nance 5 students (14%) Healthcare MM 13 students (39%) 100% Secured **Internship Placement** 18%

unpaid

# **HIRING CONTACT**



# For more information on hiring an MMI student:

Afrodite Cruz
Recruitment, Placement and Employer Relations Manager
Master of Management of Innovation
INSTITUTE FOR MANAGEMENT & INNOVATION
Innovation Complex, Suite 2255
3359 Mississauga Rd | Mississauga, ON L5L 1C6 | Canada
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GAURI ANGRISH (647) 994-9828 gauri.angrish@mail.utoronto.ca

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

#### University of Western Ontario, London, ON

Bachelor of Science, Double Major in Health Sciences/Psychology, 2020

Completed year long exchange program with Erasmus University Rotterdam, The Netherlands, 2018-2019

#### PROFESSIONAL EXPERIENCE

PARKWOOD INSTITUTE, London, ON

Rehabilitation Research Assistant, 2019-2020

- Recruited 5+ patients and interviewed 20+ spinal cord injury patients as part of ongoing research evaluating online cognitive behaviour therapy for persons with chronic health conditions
- Conducted literature searches, extracted and collected data from research papers on rehabilitation and spinal cord injuries;
   analyzed data using Excel to identify key findings

#### VICTORIA HOSPITAL, London, ON

Research Assistant, 2017-2018

- Reviewed 3,000+ patient files to extract relevant information for an ongoing research project on the effectiveness of surgical procedures
- · Completed 1,500+ patient chart summaries and entered patient data into hospital's main database
- Trained and mentored 3 new research assistants to ensure a high quality of work was maintained

#### **UNIVERSITY STUDENT COUNCIL. London. ON**

Associate Vice-President, Clubs, Winter 2018

- Managed and reviewed 40+ student club portfolio budgets and event proposals valued at \$800,000
- Worked collaboratively with student leaders and university administrators to identify project needs; mobilized resources and set priorities to ensure club deadlines were always met

#### POPULAR MUSIC STUDIES RECORDING ENVIRONMENT, London, ON

Studio Manager, 2017

Prepared studio for student recoding project use; supervised users to ensure proper care and use of equipment

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

WESTERN INTERNATIONAL, London, ON

International Learning Ambassador, 2019-2020

- · Served as Exchange Ambassador to students and staff preparing to work, study and volunteer abroad programs
- · Created and delivered on campus presentations to promote benefits of studying internationally

#### UNIVERSITY STUDENT COUNCIL, LONDON, ON

Clubs Policy Coordinator, 2016-2018

- Led 10 member committee in completing comprehensive review of all on campus club policies; updated expired policies and shared final review report with key stakeholders
- Served as lead on governance committee reviewing student complaints and determined appropriate follow up actions
  resulting in more open and fair decision making on key club issues such as budgets and elections

- · Travel: The Netherlands, Belgium, Germany, Spain, Portugal, England, Scotland, Czech Republic, Hungary
- Hiking have completed numerous international hikes including Arthurs' Seat (Scotland) and the Santa Maria Trail (Spain)



### DANIKA BROOKS (905) 510-7380 danika.brooks@mail.utoronto.ca

#### SKILLS SUMMARY

- · Positive and energetic team player
- Able to stay on task and deliver quality results consistently
- · Excellent communication, problem solving and critical thinking skills

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• Courses of note: Project Management and Bio Commercialization

#### University of Western Ontario, London, ON

Bachelor of Medical Sciences Honours Specialization in Biochemistry, Minor in Genetics, 2020

- · Graduated with Distinction; 3.7 GPA
- Completion of the Science Internship Program, 2018-2019
- Dean's Honor List, 2015-2019

#### PROFESSIONAL EXPERIENCE

A&L BIOLOGICALS CANADA. London. ON

Plant Pathology/ Soil Microbiology Laboratory Assistant, 2018-2019

- Oversaw independent field trial focusing on a treatment to reduce stress symptoms in crops; trial advanced to phase 2
- Received acknowledgement in Editor's Choice Paper 2020 published in Canadian Journal of Microbiology
- Selected to work on a client-funded project to classify different types of potato scab disease across the province; work and findings were featured in local Potato Newsletter
- Selected to participate in ECO Canada Co-op Program, Spring 2019
- Awarded 2 NSERC Experience Award for successful completion of 2 large grant funded projects

#### MAPLE LEAF FOODS INC., Mississauga, ON

Food Scientist Intern, Department of Research and Development, Summer 2017

- Created and implementation new quality control metric at poultry plants; template now used by employees at Brampton plant
- Initiated and executed new field trail to research freezer burn in vulnerable product; performed statistical analysis on data collected using Excel and produced presentation to summarize results
- Awarded NSERC Experience Award (Summer 2017) for above project

#### AMERICAN EAGLE OUTFITTERS, London, ON

Floor Set Associate, 2015-2016

- Member of 4 person night shift team responsible for organizing all store inventory and displays valued at \$80,000+
- · Assembled hardware and created attractive window displays as per corporate office guidelines

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

ANOVA WOMEN'S SHELTER, London, ON

Crisis Line Volunteer, 2018-2019

- Answered crisis calls from survivors of domestic violence and sexual assault; assisted callers with finding community resources and legal assistance
- Logged 200+ hours of calls; call logs were selected for training purposes at volunteer meetings

- Travel Greece, Italy, Spain, France, Costa Rica
- · Yoga, hiking, puzzles and painting



SHIWAN (MIA) CAO (902) 223-9127 mia.cao@mail.utoronto.ca

#### SKILLS SUMMARY

- · Self driven and highly motivated; able to work on multiple projects simultaneously
- · Excellent communication and interpersonal abilities; enjoy working in team settings
- Strong analytic and technical skills; highly proficient in Microsoft Visio, Power Point, Excel, Visual Basic, Minitab, RStudio and Arena Simulation

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2021

• Courses of note: Strategy and Science of Emotional Intelligence

#### Dalhousie University, Halifax, NS

Bachelor of Engineering, Industrial Engineering, 2020

- Achieved the Certificat de Mérite (French Speaking Certificate)
- Final year GPA 3.9

#### PROFESSIONAL EXPERIENCE

**GRANITE GLOBAL VENTURES, Beijing, China** 

(Invested in companies including but not limited to Alibaba, Airbnb, Grab, Wish and Slack)

#### Asia Talent Team Intern, Summer 2020

- Member of project implementation team responsible for roll out of "Notion;" a new productivity tool to be used by GGV's
  regional offices; team was selected as "Best Team" among 12 teams as voted by the Vice President
- Worked with 2 investment team leads on the creation of an intern recruitment project resulting in the hiring of 2 new interns
- Managed group chats with 200+ users using various platforms; used chat transcripts to develop an internal CRM which is now used in the local office

#### **QUN SHENG CATERING CO., Beijing, China**

(Voted as Beijing's top 'Beijing Style Cuisine" catering company by dianping.com, the most well-known customer review APP in China)

#### **Assistant Business Manager, Summer 2019**

- Introduced new marketing tools such as TikTok and other popular apps to promote on-line products; launched exclusive campaign with TikTok resulting in 200+ units being sold per day
- Collected customer data and analyzed popularity of products; determined which high value products to promote next to
  ensure variety of items available was successfully marketed to the right customers
- Adopted Lean methodology to product quality improvement such as Gemba walks; observed customer reaction to
  products while serving food and collecting feedback through surveys and interviews

#### MUNTERS AIR TREATMENT EQUIPMENT CO., Beijing, China

(A global air treatment and climate solutions company)

#### Product Management Intern, Fall 2018

- Tasked with completing a comprehensive product safety test with a local university test centre; testing and safety certificate was issued in record time (~4 weeks sooner than anticipated)
- Translated all written documentation including e-mail exchanges between Chinese and U.S. teams resulting in clear and fluid communication and project time savings of ~3 weeks

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

**BUSINESS MODEL INNOVATION, Beijing, China** 

Team Leader, 2020

- · Participated in a summer innovation and relationship building showcase with 500 SME business owners
- · Led a team of 10 through various seminars and team building activities; team was selected as "Best Team" among 58 groups



# **LOUIS DESBIENS** (418) 271-9604

louis.desbiens@mail.utoronto.ca

#### SKILLS SUMMARY

- · Highly motivated and positive team player
- · Quick-learner who is results driven and able to produce high quality results
- Experienced problem solver with strong analytical and interpersonal abilities

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2021

· Courses of note: Big Data Analytics, New Product Development and Marketing

#### McGill University, Montreal, QC

Bachelor of Science, 2020

- Pharmacology Major and Neuroscience Minor; GPA 3.75
- Courses of note: Research Methods, Data Collection and Statistical Analysis
- · Completed Senior Thesis on the repurposing of an experimental drug to treat Parkinson's Disease; received an A grade

#### PROFESSIONAL EXPERIENCE

ERNEST ROUTHIER PUBLIC RETIREMENT CENTRE, Montreal, QC

Service Aide. Summer 2020

- Worked in the red zone of the center with COVID-19 positive residents; assisted nurses and attendants with changing, bathing and transporting residents while always ensuring their safety and comfort
- Fed and entertained residents; provided companionship in common areas

#### MONTREAL NEUROLOGICAL INSTITUTE (THE NEURO), Montreal, QC

Undergraduate Researcher, Philippe Huot Lab, 2019-2020

- Member of 5-person neuropharmacology lab focused on studying the effects of repurposed drugs to treat Parkinson's Disease
- · Collected and analyzed data, quantified results using Excel and Prism; self-taught in both programs
- Reviewed publications and completed literature reviews; shared summaries with lab peers

#### **MUSTANG PIZZA. Lévis. QC**

Prep Cook and Delivery Driver, 2016-2017

- Worked in the kitchen of a family-run pizzeria which is a fixture in the neighbourhood for 40+ years
- · Prepared food and readied items for pick up and delivery; handled cash and nightly deposits
- · Ordered stock and managed inventory for the store; received deliveries of supplies daily

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

DOUGLAS HOSPITAL, Montreal, QC

Research Assistant, Mark Brandon Lab. 2018-2019

- Worked one on one with lead researcher on study focusing on learning ability and memory retrieval
- Ran experiments and cared for animals in a neuroscience and pharmacology lab; 50+ animals
- · Collected and analyzed data and applied the principals of techniques used in primary and pre-clinical research

- Cooking and baking self-taught; enjoy watching cooking shows
- · Reading enjoy biographies and books about politics



### DANIEL FREDRIC (647) 920-5467 daniel.fredric@mail.utoronto.ca

#### SKILLS SUMMARY

- · Experienced in working in collaborative, fast-paced environments; strong interpersonal skills
- · Exceptional communication, analytical and problem solving abilities
- · Highly motivated; enjoys working on multiple tasks at once

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• Courses of note: Marketing, Big Data Analytics and Bio-Commercialization

#### University of Toronto, Mississauga, ON

Honours Bachelor of Science (Biology Major), 2019

- · Completed independent thesis project focusing on genetic drift in the evolution of parasitic plants; received A+
- · Graduated with Distinction

#### **PROFESSIONAL EXPERIENCE**

THE HOSPITAL FOR SICK CHILDREN, Toronto, ON Clinical Research Project Assistant, 2018-2020

- Member of clinical research lab focusing on acute kidney injury; worked one on one as well as collaboratively with 4 research team members
- Interviewed 30 patients and collected samples of renal data as part of Acute Kidney Injury Biobank Study; analyzed patient data in EPIC (study in progress)
- · Authored manuscript about blood pressure and pediatric heart surgery (2020); published Journal of Pediatric Nephrology
- Secondary author for manuscript on acute kidney injury in non-critically III children (2020); published in the Journal of Biomarkers in Medicine
- Presented research findings at Canadian Society of Nephrology (2019), Canadian Hypertension Congress (2019) and SSURE Abstract Presentation (2018)

#### THE ADPHARM, Oakville, ON

**Account Coordinator, Summer 2017** 

- · Managed marketing and promotional accounts for a number of pharmaceutical and healthcare clients
- · Co-developed promotional materials using client specifications ensuring all provincial and federal guidelines were met

#### **ALEXION PHARMACEUTICALS, Vaughan, ON**

#### Marketing Intern, Summer 2015

- · Worked on 4 projects including a key social media branding campaign with Canadian Management team
- · Delivered presentation on benefits of staff use of iPads for marketing launches resulting in new ad delivery method
- Completed a comprehensive research project focusing on Mennonite population and perinatal hypophosphatasia; submitted to manager for review

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

Mobilizing Masks for Health Care Providers, Toronto, ON COVID-19 Research Volunteer, Spring 2020

• Selected by former manager to draft commentary paper on PPE shortage; submitted to CMAJ

#### Portico Community Church, Mississauga, ON

- Board of Elder's Nomination Committee 2019-2020
- Founded Basketball League; 30 players
- Youth Leader, 2017-2020

University of Toronto Mississauga, Mississauga, ON

D-League Men's Volleyball Team, 2018-2019

Starting Libero; season record 5-5



# VASARE GATELYTE (647) 963-3675 vasare.gatelyte@mail.utoronto.ca

#### SKILLS SUMMARY

- · Strong communication and interpersonal abilities; enjoy working with others on collaborative and challenging tasks
- · Highly motivated and flexible; able to adapt to changing priorities with ease
- Skilled problem solver who is organized, focused and results-driven

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• Courses of note: Project Management, Finance and Marketing

University of Toronto, Toronto, ON Honour's Bachelor of Science, 2017

#### PROFESSIONAL EXPERIENCE

PLEXXUS, Toronto, ON

Buyer, 2018-2020

- Worked one-on-one with vendors and contract specialists to issue purchase orders for equipment, office materials and services, valued between \$100,000 to \$1,500,000 monthly
- · Reviewed long-term supply chain agreements and made recommendations to contract specialists on how to save costs
- Selected by senior management team to serve as Subject Matter Expert (SME) for new data quality project aimed at improving relationships with hospital clients
- Created new method to capture spending data resulting in improved efficiency and better communication among system
  users

#### THERMO FISHER SCIENTIFIC BALTICS, Vilnius, Lithuania

#### Administrative Intern, 2017-2018

- Supported the Communications Team in the development of promotional materials for new external incentives such as product updates and launches
- Completed key performance indicator (KPI) statistical analysis report using Excel; submitted to Administrative Director for review and received positive feedback

#### JACK ASTOR'S, Toronto, ON

Shift Leader, Bartender and Server, 2015-2017

- Member of service team working to provide enjoyable experience to all clients; handled ~\$2,000 in daily cash sales
- Trained and mentored 10 new staff; supervised 6 staff members per shift

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

University of Toronto, Toronto, ON

- Elected Member of St. Michael's College Student Union, 2016 and 2017
- Served as General Councilor and Finance Commissioner; managed budget of > \$150K
- Orientation Leader for St. Michael's College Orientation week, 2015-2017

#### ON YOUR MARK TUTORING, Toronto, ON

Primary School Tutor, 2015-2016

· Provided one on one tutoring in ESL to primary school students; created individual learning plans and provided follow up

# WORDS ACTION THOUGHT CHARACTER HEART (W.A.T.C.H.), Toronto, ON

Holiday Fundraiser Lead, 2015

- Organized annual Christmas dinner for 200+ children from under-served communities
- · Recruited and trained 20+ event volunteers, secured donations, gifts and entertainment for event



LUBNA GHENEM (647) 674-2261 l.ghenem@mail.utoronto.ca

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2021

Courses of Note: Pharmaceutical Strategy, Project Management, Economics of Business Strategy

#### **UNIVERSITY OF TORONTO, Toronto, ON**

**School of Continuing Studies** 

• Completed Physiology & Immunology Course, 2019

#### UNIVERSITY OF DAMMAM, Dammam, Saudi Arabia

Master of Medical Sciences, 2017

- Achieved First Grade Honours (3.9 GPA)
- · Specialization in Microbiology and Virology; completed coursework on vaccine development and testing

#### KING SAUD UNIVERSITY, Riyadh, Saudi Arabia

Honours Bachelor of Medical Laboratory Sciences, 2011

- Graduated as the Top Student from cohort of 1,500 students at the University's College of Applied Medical Sciences
- Achieved First Grade Honours (3.9 GPA)
- Winner, Dean's Prize for Outstanding Academic Achievement, 2010

#### PROFESSIONAL EXPERIENCE

UNIVERSITY OF DAMMAM, Dammam, Saudi Arabia

Research Investigator, 2015-2017

- Selected from group of 50 students to work in advanced molecular microbiology lab
- Member of 40-person team testing samples for bacteria; selected by Principal Investigator to lead research project as primary investigator
- Supervised 5 interns and provided mentorship and guidance as projects developed
- Collected data ensuring accuracy; authored 2 peer-reviewed articles: Journal of Water and Health, 2018 and Saudi Journal
  of Medicine and Medical Sciences, 2017
- Managed lab and study budget valued at \$300,000 resulting in \$10,000 cost savings on purchase orders

#### KINGDOM HOSPITAL AND CONSULTING CLINICS, Riyadh, Saudi Arabia

Medical Lab Technologist, 2012-2014

- Tested and analyzed 150+ samples per day
- Oversaw staff shortage project; proposed new hiring and scheduling policies resulting in improved shift coverage and less staff turnover
- · Conducted analysis of new policies at testing stations resulting in improved workflow for technologists
- · Created orientation for new interns and technologists; recognized by senior leaders for initiative and dedication

#### KING FAISAL HOSPITAL AND RESEARCH CENTER, Riyadh, Saudi Arabia

Intern Lab Technologist, 2011-2012

- Selected for a highly competitive internship position with Saudi Arabia's largest hospitals; 1 of 3,000 applicants
- Member of the Central and Specialized Labs Division; tasked with testing ~700 samples daily

- Social media marketing currently managing online presence for family owned floral sales start-up https://www.instagram.com/sougward
- Languages fluent in Arabic, currently self-learning French
- Travel Italy, France, Spain, Maldives, Egypt, and Romania



RIYA GOHIL (647) 786-8115 riya.gohil@mail.utoronto.ca

#### SKILLS SUMMARY

- · Enthusiastic team player; highly adaptable, motivated and self-aware
- · Strong communication and interpersonal abilities; able to build and maintain positive relationships
- · Proficient in Excel, SharePoint and Adobe Reader

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

- · Courses of note: Project Management and Marketing
- Grad Connect Mentor, Grad Connect Mentorship Program

### University of Waterloo, Waterloo, ON

Honours Bachelor of Science, 2019

- Minor in Psychology and Biology
- Dean's Honours List, GPA 3.7

#### PROFESSIONAL EXPERIENCE

**HEALTHPRO HERITAGE. Roanoke. VA** 

Rehab Technician/Office Coordinator, 2020

- Worked one on one with patients and team of 15 specialized clinicians; assisted in providing physical, speech, and occupational therapies through activities and exercises
- · Managed office inventory and record keeping system; created schedules for 15 staff members and ~120 residents
- · Launched and oversaw various projects including the implementation of new, software-based scheduling system

#### FOOT LOCKER, Roanoke, VA

Sales Associate and Cashier, 2020

- · Designed and set up displays to highlight feature products using visual merchandising skills
- Tracked key performance indicators to improve daily sales and overall customer satisfaction, such as foot traffic and revenue
- Collected high-profile client feedback on product preferences and worked with management to secure in demand products resulting in increased loyalty sales
- Provided exceptional customer service to multiple clients at a time; consistently achieved team sales goals of \$40,000/ week; awarded the Top Ten Sales Associate Award for averaging sales of \$10,000 daily

#### EYELOVERS, DR. MANNY DEBONO & ASSOCIATES, Mississauga, ON

Sales and Reception Lead, 2018

- Oversaw the front desk operations of a busy optometry clinic; ~5,000 total patients/150+ patients weekly
- Regularly exceeded weekly luxury eyewear sales goals; \$20,000/week

#### **ZARA. Toronto. ON**

**Summer Sales Associate. 2018** 

- Used organizational and visual marketing skills to display new merchandise to better target clients; achieved sales goals of \$1,000/shift consistently
- Addressed styling inquiries and made personalized suggestions based on customer needs and company products

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

Heart4Heart Charity, University of Waterloo Chapter, Waterloo, ON

**Student Executive 2017** 

Elected to leadership team; organized 4 large fundraising events and raised \$2,000+ for heart disease surgeries



# JASMEEN GURAYA (647) 991-6125 jasmeen.guraya@mail.utoronto.ca

#### SKILLS SUMMARY

- · Result-oriented team player who enjoys working in collaborative environments
- · Able to successfully manage multiple projects and priorities; highly organized and adaptable
- Strong communication and problem solving abilities developed in academic, professional and volunteer settings

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2021

· Courses of note: Project Management, Marketing, Corporate Finance and Big Data Analytics

#### McMaster University, Hamilton, ON

Honors Bachelor of Science (Molecular Biology & Genetics), 2020

- · Elected Executive Member and Trainer, Health Occupations Students of Ontario (HOSA)
- Completed Senior Thesis Project on Molecular Medicine and Gene Therapy; received A grade
- 3.5 GPA

#### PROFESSIONAL EXPERIENCE

NUTRITIONWIZE CONSULTING SERVICES, Mississauga, ON

Course Developer & Narrator, Summer 2020

- · Created novel course content and supported international dieticians/nutritionists preparing for the KCAT exam
- · Delivered remote training sessions using Zoom and Microsoft Teams for 15 students 2/week
- Offered support on topics of microbiology, biochemistry and food sciences to trainees and clients resulting in a 100% certification pass rate

#### **OXFORD LEARNING CENTRE, Markham, ON**

Tutor Instructor, Summer 2018, 2019

• Tutored groups of 5-6 high school students in Science, Math and English; created and monitored interactive lesson plans based on individual learning needs resulting in an ~10% increase of academic averages

#### **ERI GROUP. Stouffville. ON**

Office Administrator, Summer 2016

- · Provided administrative, operational and sales support to multiple teams of an engineering supply distributor company
- Analyzed sales reports using Excel; created new automated pre-sale tool for resale partners resulting in a 20% increase in weekly sales from repeat clients

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

MCMASTER GIFT OF LIFE FOUNDATION, Hamilton, ON

Founder & President. 2017-2020

- Founded organization to raise awareness about organ donation shortage in Canada; recruited 50+ volunteers
- In partnership with the Kidney Foundation of Canada, planned and executed 6 fundraising and advocacy events, raising \$2,000+ for the foundation

#### MARKHAM STOUFFVILLE HOPSITAL. Markham. ON

Volunteer, 2014-2019

· Contributed 100+ hours in various hospital departments; recruited, trained and mentored 5 new student volunteers

- Volunteered internationally in Cusco, Peru for a month and delivered language training to children in rural communities (2018)
- Completed a year-long project with teams from the Engineering, Occupational Therapy and Medical Faculties at McMaster University; reviewed prototypes of biomedical devices aimed at helping long-term care residents live more active and healthy lives (2017)
- · Advanced oral and written French, conversational Hindi and Punjabi



### LAURA HALLIDAY (647) 993-3599 laura.halliday@mail.utoronto.ca

#### SKILLS SUMMARY

- Strong analytical abilities; advanced proficiency in Microsoft Office (Microsoft Word, PowerPoint, and Excel) and Adobe Photoshop and Illustrator
- Exceptional research and communication skills; completed and presented a 30-page thesis, requiring the analysis and compilation of information from 50+ sources
- · Highly adaptable and motivated; enjoy working towards completion of goals and projects

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2021

Courses of note: Project management, Bio Commercialization: Analysis of Technology Driven Innovation and Marketing

McMaster University, Hamilton, ON

Bachelor of Science, 2019

· Graduated with Distinction, 3.8 GPA

University of Bristol, Bristol, United Kingdom

Study Abroad Program, 2018

Achieved First Class Honours in all courses taken

#### **PROFESSIONAL EXPERIENCE**

**DECODE GENETICS, Reykjavik, Iceland** 

**Laboratory Technician, Summer 2018** 

- Achieved proficiency in running and analyzing preliminary results of Illumina high-throughput DNA sequencing machines
- Rapidly learned and adapted to novel lab protocols to use the emerging Oxford NanoPore PromethION technology

#### PACIFIC RIM EDUCATIONAL SERVICES, Hong Kong

**English Teacher, Summer 2017** 

- Provided English as a second language training to adults; one-on-one and in small groups of 2-5
- · Created learning plans and provided follow up regularly ensuring students consistently advanced in level

#### YMCA AUSTRALIA, Richmond, Australia

**Activities Leader, Winter 2015** 

- Led groups ranging from 10-15 individuals of all ages in a variety of team building and communication activities
- Coordinated weekly schedules for up 8+ staff members

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

MCMASTER IMPACT PROJECT. Hamilton. ON

**Biology Specialist, 2019** 

- Member of a 5-person multidisciplinary student group working to create a more inclusive community for Hamilton residents with mental and physical disabilities through the invention of devices to aid in mobility
- · Assessed new inventions created by the faculty of engineering to provide recommendations for improvement

#### MCMASTER PEER MENTOR PROGRAM, Hamilton, ON

Mentor, 2019

 Organized lesson plans for group of 3 international students; worked one on one with students to help improve their language proficiency and understanding of Canadian culture

- · Rock climbing and cave exploration; completed 5-day caving trip through the Tu Lan cave system in Vietnam
- · Participated in a 10-week Icelandic language and culture program at the University of Iceland
- Currently self-learning programming language Python



# MICHAEL HUA (226) 626-6618 michael.hua@mail.utoronto.ca

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• Courses of note: Project Management, Management of Technology and Marketing

University of Toronto, Toronto, ON Bachelor of Science in Nursing, 2019

- Completed clinical nursing placements with Baycrest Health Sciences, Sunnybrook Health Sciences Centre, Toronto General Hospital, Mount Sinai Hospital, and St. Michael's Hospital
- 3.61 GPA

Western University, London, ON

Bachelor of Health Studies, 2016

- Honors Specialization in Health Sciences, 3.9 GPA
- · Elected Vice President of Communications & Graduate Chair on Health Studies Students' Association (HSSA)

#### **PROFESSIONAL EXPERIENCE**

**LULULEMON, Toronto, ON** 

Channel Lead, 2019-Present

- Serve as the "voice" of Iululemon on social media channels including Twitter, Instagram, Facebook, YouTube, and Pinterest;
   ~3.3M followers
- · Supervise 10 Digital Engagement Coordinator staff through content creation and digital engagement strategy development
- Collaborate with team of 6 to address 600+ daily comments and messages across all channels to ensure guests have a
  positive online experience
- Promoted from Digital Engagement Coordinator position to Channel Lead after one year of service

#### **LULULEMON, Toronto, ON**

Educator, 2018-2020

- Provided one-on-one assistance with product selection and information to ~30 guests daily
- Consistently exceeded monthly sales goals of ~\$9,000; responsible for 2-4 repeat client sales each month
- Planned community events such as the "Sweat Collective Experience" to increase brand awareness and sense of belonging;
   200+ attendees

# MARTIN FAMILY CENTRE OUTPATIENT CLINIC, ST. MICHAEL'S HOSPITAL, Toronto, ON Nurse. 2019

- Member of 8 person nursing team in the Specialty Ambulatory Clinic; provided nursing care for ~20 patients with autoimmune disorders
- · Worked closely with doctors, social workers and other clinicians to create care plans to improve patient outcomes
- Performed patient and wound care assessments, ordered diagnostic laboratory tests, administered blood products

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

START PROUD (FORMERLY OUT ON BAY STREET), Toronto, ON

Marketing Associate, 2018-2019

- Managed social media channels; promoted events & awareness/acceptance for the LGBTQ+ community; 1,000+ followers
- · Organized 5 professional development events for students transitioning from school to work; 90+ attendees

#### PRIDE TORONTO, Toronto, ON

Weekend Volunteer Team Lead, 2018-2019

- · Promoted volunteer opportunities at pre-event gatherings; recruited and trained 70 new volunteers
- Managed volunteer headquarter booth during festival weekend; created volunteer schedule for 1,500 volunteers and oversaw check in of all positions



FADUMA JAMA (647) 533-9983 fay.jama@mail.utoronto.ca

#### SKILLS SUMMARY

- Advanced analytical skills developed through extensive research experience; strong presentation and written communication skills
- · Regularly demonstrates initiative and leadership; can be counted on to remain calm in stressful situations
- · Enjoy working in collaborative team settings; exceptional interpersonal and relationship building abilities

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• MMI Program Ambassador

#### UNIVERSITY OF TORONTO, Mississauga, ON

**Bachelor of Science Honours, 2019** 

- Specialist in Biology; Minor in Sociology
- 3.84 GPA

#### PROFESSIONAL EXPERIENCE

TRILLIUM HEALTH PARTNERS, Mississauga, ON

ONE THP Support (IT Implementation for Hospital Information System - Epic), 2020-Present

- Assisted with the on-boarding of 1,000+ hospital staff to new, electronic information system (EPIC)
- · Trained staff on troubleshooting/data recovery features resulting in the on-time deployment of system across 3 hospitals
- · Currently working as member of the in-house troubleshooting team responsible for 5 hospital floor units

#### UNIVERSITY OF TORONTO, Mississauga, ON

Start-up Capstone Project, 2019 - Present

- Selected as 1 of 4 students from ~100 to participate in a project focused on prototype creation targeted towards students
- Researched student needs and interests in the area of nutrition using online and in person methods; co-created app
   ("U-trition") and presented idea in a "Dragon's Den" event format to start-up advisors; obtained a grade of A+
- Accepted as team finalist into UTM's in-house incubator "ICUBE"; received \$1,500 in prototyping funding

#### UNIVERSITY OF TORONTO, Mississauga, ON

Research Opportunity Program Student, Spring/Summer 2019

- 1 of 2 students selected from 200+ applicants to participate in a study focusing on the effects of mercury levels on the freshwater fish native to Southern Ontario; study is on-going and a publication with co-authorship is pending
- Prepared Direct Mercury Analyzer (DMA80) to assess concentration of levels in 300+ samples; collected results and created report for lead researcher to outline elevated levels; received A+ grade

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

THE ERINDALE COLLEGE SPECIAL RESPONSE TEAM (ECSPERT), Mississauga, ON Divisional Staffing Officer (DSO) and Advance Medical First Responder (AMFR), 2016–Present

- Received 4 promotions in 4 years; started as Volunteer First Responder and now serve as DSO and AMFR
- Coordinate the training and hiring of team of 100+ first responders; create schedules to properly staff campus activities
- Respond to campus emergencies with team of 2-3 first responders; assess vitals and provide initial treatment; document incidents in written reports and oversee follow-up as required

- · Content development designing social media posts using Canva; published on various UofT afflicted websites
- · Coding Member of Women in Science & Computing Club; working on project to help improve UI design on websites



# **HYUE MIN (JENNIFER) KANG**

(647) 467-2276

jenniferhm.kang@mail.utoronto.ca

#### SKILLS SUMMARY

- Proficient with Microsoft Office Suite, G Suite, R, and R-studio
- Experienced in working in teams and managing multiple projects simultaneously; highly motivated and creative
- · Strong communication, interpersonal, critical thinking, and relationship building skills
- Languages: native fluency in written and oral Korean

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2021

• Courses of note: Marketing, Project Management, Finance, and Big Data Analysis

#### University of Western Ontario, London, ON

Honours Bachelor of Medical Sciences, 2020

Double major: Biochemistry and Microbiology and Immunology

#### **PROFESSIONAL EXPERIENCE**

UNIVERSITY OF WESTERN ONTARIO, London, ON

Research Assistant, 2019-2020

- Member of 6 person microbiology and immunology lab; collected information about signaling mechanisms in response to cancer and tissue injuries by conducting experiments
- Analyzed data collected using Excel and graphic reports; created presentation for principal researcher to illustrate findings resulting in study being moved into next stage of investigation

#### **UNIVERSITY OF WESTERN ONTARIO, London, ON**

Front Desk Assistant, 2018-2020

- Created a welcoming environment for students and visitors by providing exceptional customer service
- Worked at front desk of the University's various residences; controlled guest entry by checking ID and completing visitor logs and incident reports

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

**UNIVERSITY OF WESTERN ONTARIO, London, ON** 

Science 1.0 Team Leader, Leadership and Academic Mentorship Program, 2019-2020

- Supervised group of 15 mentors; trained mentors in the areas of active listening, communication and empathy
- Organized weekly meeting agendas for 203 program participants and ensured that mentors consistently followed up with mentees resulting in 100% program completion rate
- Hosted sessions on the importance of goal setting and planning for groups of ~188 mentees
- Started as program mentee in 2016, selected to be a mentor after two years and then served as Team Leader

#### UNIVERSITY OF WESTERN ONTARIO, London, ON

Microbiology and Immunology 3610B Course Lab Manual Editor, 2018-2019

Contributed to publishing course lab manual used by ~80 students each year by correcting layout and textual errors

#### UNIVERSITY OF WESTERN ONTARIO, London, ON

Orientation Week Leader and Social Commissioner (Elgin Hall Residence), 2017–2018

- Provided support for orientation activities for ~24,000 new students; organized team building and social events for 600+ students, including the first-ever off-campus formal event
- Increased student engagement and event attendance by ~25% through improved promotion and communication with student unions and residence reps

- · Volunteering, cooking, singing, swimming, and camping
- Travel Italy, The Bahamas and South Korea



TAMARA KLEIN (647) 230-3731 tamara.klein@mail.utoronto.ca

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• Courses of note: Project Management, Marketing and Strategy

University of Western Ontario, London, ON

Bachelor of Science, Honors in Kinesiology, 2019

- Completed International Exchange Program at Nanyang Technological University in Singapore, 2019
- Dean's Honor List

#### PROFESSIONAL EXPERIENCE

INQUIS CLINICAL RESEARCH, Toronto, ON

Clinical Research Assistant, 2017 - 2020

- Played key role in developing new safety procedures for safe re-opening during COVID-19; redesigned clinic's layout and drafted news SOPs resulting in successful re-opening of clinic
- Initiated new supply management strategy for the office; oversaw coordination of supply orders and created shared document to better track stock resulting in no supply shortages
- Proposed alternative method for subject recruitment for complex studies to increase response rate leading to ~ time savings of one week/participant/study

#### GAN SHALOM DAY CAMP, Toronto, ON

Child Care Worker, Summer 2019

Creatively planned and executed daily programs for a group of 16 children aged 2-4; organized activities based on campers'
interests and abilities to promote childhood development; programs successfully attained campers' involvement and
attention and led to all parents expressing enthusiasm for registration the following summer

#### CAMP HATIKVAH, Okanagan, BC

Assistant Unit Head, Summer 2015-2016

- Promoted from Counselor to Assistant Unit Head after just one summer; helped manage team of 20 camp staff
- Calmly mitigated and resolved conflicts between campers and staff; created safe and enjoyable camp and working
  environment for all; promoted to Unit Head position after one season

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

DISTRESS CENTRES OF GREATER TORONTO, Toronto, ON

Crisis Line Responder, 2019 - Present

- Completed comprehensive training program on how to respond to various types of crisis calls
- Provide emotional support and crisis intervention using text chat platform (ICarol and VCC Live Software)
- Received 100% positive feedback on responder assessment survey (~200 crisis calls)

#### **HOPE FOR RELIEF, London, ON**

Tutor, 2016-2018

 Delivered weekly English language tutoring lessons to new Canadians in grades 4-6; identified skills and corrected weaknesses through engaging activities and regular feedback

### UHN MOOD DISORDERS PSYCHOPHARMACOLOGY UNIT, Toronto, ON

Research Assistant, Summer 2017

- Prepared and delivered a presentation on Major Depression and childhood trauma; presented to team of 10 researchers
- · Performed various administrative functions, including file management and bookkeeping

#### **INTERESTS & ACCOMPLISHMENTS**

 Elected president to 12-person Executive Team of Save a Child's Heart (SACH) Western University; raised \$5,000 through on campus events and fundraising and participated in month long volunteer trip to Israel (2016-2017)



ELLEN LEURER (639) 590-3175 ellen.leurer@mail.utoronto.ca

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

#### McGill University, Montreal, QC

#### Bachelor of Science in Nutritional Science, 2017

- Winner, Macdonald Scholarship for high academic standing and leadership \$2,400, 2015
- Winner, Helen R. Neilson Scholarship for outstanding promise in dietetics \$2,200, 2015
- GPA 3.85

#### **PROFESSIONAL EXPERIENCE**

#### SMARTSHAPE, Mississauga, ON

#### Registered Dietitian Consultant, 2020-Present

Conduct interactive nutrition webinar presentations to educate patients on nutrition practices post-bariatric surgery; ~15
patients per webinar

#### SMARTSHAPE, Mississauga, ON

#### Registered Dietitian, 2019-2020

- Member of 15-person bariatric clinic team; provided client consultations in-person and via phone and e-mail to ~40 clients/ week
- Provided pre and post-operative care to bariatric surgery patients; 100% of patients reported quality of life improvements post procedure
- Created nutrition blog, newsletter and other educational materials including videos to promote business and educate prospective patients
- Conducted interactive nutrition webinar presentations to educate patients on proper nutrition practices post-bariatric surgery

#### DALEWOOD HEALTH AND WELLNESS, Greater Toronto Area, ON

#### Registered Dietitian - Intake-Specialist, 2017-2019

- Provided in-clinic and at-home nutritional counselling to clients focusing on weight management and related co-morbidities including diabetes, and hypertension; ~30 patients/week
- · Created personalized goals and nutrition plans for clients based on individual needs and medical history
- Worked one-on-one with interdisciplinary team of Kinesiologists and Cognitive Behavioural Coaches to provide on-going care and guidance
- · Developed and distributed take home resources such as recipes to educate clients on nutrition

#### FRITO-LAY, Regina, SK

#### **Route Sales Representative, Summer 2016**

- · Sold and merchandized Frito-Lay products to retail clients including supermarkets and pharmacies
- Consistently met daily sales goals ranging from \$500 to \$2,000 for all routes covered; created sales summary reports to show most in-demand products
- Managed inventory of food products valued up to \$2,000 per truckload

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

EDEN FOOD FOR CHANGE, Mississauga, ON

#### **Nutrition Education Volunteer. 2018 - Present**

- · Create monthly nutrition education materials and healthy recipe cards to be distributed to the members of the food bank
- · Promote healthy eating on a budget using social media; share recipe tips and ideas with those affected by food insecurity

- Intermediate oral and written French
- Piano (Completed Grade 8 with The Royal Conservatory of Music)



YANG LI (647) 339-0537 yyy.li@mail.utoronto.ca

#### **SKILLS SUMMARY**

- Experienced in project management; able to effectively multitask and think critically
- · Self-motivated team player with exceptional communication skills
- · Regularly demonstrates initiative and adaptability

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

- Relevant Courses: Big Data Analysis, Strategy, Finance, Management of Technology
- Member, Graduate Management Consulting Association
- Currently preparing for the CFA Level I examination (December 2020)
- MMI Student Ambassador

Trent University, Peterborough, ON

Bachelor of Science in Nursing, 2020

• Winner, Dorothy Wylie Health Leaders' Institute Award for Innovation, 2018 (\$8,000)

George Brown College, Toronto, ON Practical Nursing Diploma, 2013

#### **PROFESSIONAL EXPERIENCE**

TORONTO EAST HEALTH NETWORKS, Toronto, ON

Staff Nurse, 2013-2020

- Provided care to the acute respiratory population; ~35 patients daily
- Coordinated bed allocation on internal medicine units to form a COVID-19 designated area; provided education to staff on personal protective equipment use resulting in zero transmissions
- Member of Nursing Assembly; responsible for promoting nursing practice within the organization

#### SIENNA SENIOR LIVING INC., Scarborough, ON

Special Projects Care Analyst, Winter 2020

- Led "Hand Hygiene Project" in a 159-bed facility; increased the hand hygiene rate among 50 staff by 100%
- Oversaw electronic documentation audit project; created and delivered training sessions for nursing staff to improve document accuracy and completion rates resulting in increased compliance to protocols
- Consulted with Toronto Public Health on infection control measures; managed and monitored inventory of protective equipment valued at \$10,000+

#### LAKERIDGE HEALTH, Ajax, ON

Staff Nurse, 2016-2019

- Assessed and documented vital signs; administered medications and assisted clinicians (~28 patients/day)
- · Initiated and executed a project to implement Behavior Assessment Tool for nurses; delivered training for 31 staff members
- Conducted monthly team building sessions on an inpatient unit with 35 staff

#### SCARBOROUGH HEALTH NETWORKS, Scarborough, ON

Staff Nurse, 2014-2016

- Provided care to the acute stroke population; ~25 patients per day
- Mentored, trained and supervised 25 new staff; provided coaching and on-going feedback resulting in 20% higher employee retention rates (YOY)
- · Recipient of Preceptor Recognition Award for commitment and dedication to students and new staff

#### **ADDITIONAL TRAINING**

**BETA ACADEMY. Summer 2020** 

Completed Introduction to Venture Capital



### MARAJ MANGAL (416) 988-6638 maraj.mangal@mail.utoronto.ca

#### SKILLS SUMMARY

- Highly motivated and focused; have completed 15+ years of Taekwon-Do training resulting in strong understanding of commitment and the importance of goal setting
- Exceptional interpersonal and communication skills; enjoy working in diverse team settings
- · Strong problem solving abilities; able to remain calm under pressure, comfortable with seeking innovative solutions

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2021

- Selected among 35 students to represent the Class of 2021 MMI Cohort on the Institute for Management and Innovation's Graduate Student Council
- Courses of note: Project Management, Negotiations, Management of Technology

#### University of Toronto, Mississauga, ON

Honours Bachelor of Science (Biology), 2020

- Dean's List Scholar, 2019 2020
- · Completed Senior Capstone Project on mental health awareness in youth aged 10-14; received A grade

#### **PROFESSIONAL EXPERIENCE**

**CHAMPS SPORTS, Brampton, ON** 

Sales Associate, 2017 - Present

- Member of 4 person sales team; consistently achieve weekly sales goals of \$900-3,500
- Train and mentor ~8 seasonal sales staff; provide coaching on how to improve customer service skills

#### ICTF TAEKWON-DO, Brampton, ON

Head Instructor, 2011 - Present

- Teach students the fundamental skills of the International Ch'an Hon Taekwon-Do Federation; class size upwards of 30 students aged 3-18
- Mentor advanced students in their transition to becoming an instructor; 7 students/year
- Design level appropriate programming and testing; 100% of students have achieved belt promotion
- Assist owner with recruitment and selection of new instructors resulting in the creation of 2 new course offerings; ~\$3,000 increase in revenue in 2019

#### LIFETIME FITNESS, Mississauga, ON

Kids Academy Martial-Arts Instructor, 2017 - 2019

- Developed and delivered curriculum for in-house martial arts program for kids aged 3-11
- Worked with personal training team to improve children's physical activity initiative ("Fit Warriors") by incorporating play based games and music
- · Taught team sport fundamental courses (basketball, soccer and volleyball) to groups of 12 elementary school aged kids

#### **GREENBRIAR SENIOR PUBLIC SCHOOL, Brampton, ON**

**Teaching Assistant, 2016** 

- Volunteered with the "Camp I Fun" and "S.C.O.R.E" programs
- Helped underperforming group of 25 grade 7 and 8 students to reach grade requirements by creating amended lesson plans in math and science; 100% of students reported seeing improvement in performance

#### **ACHIEVEMENTS**

ICTF TAEKWON-DO, Brampton, ON

- Attained 1st, 2nd and 3rd Dan black belts on first grading attempt (2009, 2012 and 2013)
- Multiple-time tournament winner at Provincial level competitions with 200+ participants



# ALEX MARIN (647) 239-1646 alex.marin@mail.utoronto.ca

#### SKILLS SUMMARY

- · Excellent verbal and written communication skills; positive and highly motivated
- · Naturally curious problem solver with strong analytical skills; proficient in R, and Excel
- · Quick learner who enjoys working through challenges collaboratively and creatively

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate. 2021

· Courses of note: Big Data Analytics, Finance and Accounting

#### University of Toronto, Toronto, ON

Honours Bachelor of Science, 2020

- Graduated with distinction
- Fundamental Genetics and its Applications Specialist

#### **PROFESSIONAL EXPERIENCE**

CAMH COMPUTATIONAL NEUROBIOLOGY LAB, Toronto, ON

Student Researcher, 2019-2020

- · Headed a data science research project investigating genes expressed in the Prefrontal Cortex
- · Analyzed how these genes may be related to diseases such as depression and schizophrenia
- Tested 21,000+ genes against 6 adult brains and 4 fetal brains
- Utilized coding program R to process large data sets
- Presented findings about which genes should be of interest in the study of depression to at an online conference with 200+ attendees

#### **ALI'S NO FRILLS, Toronto, ON**

Grocery Clerk, 2017-2020

- · Remodeled floor layouts and organized merchandise with presentation as a priority
- Ordered and received stock using vendor spreadsheets
- Trained 10 new staff members

#### **GOOD LIFE FITNESS. Toronto. ON**

Sales and Service Assistant, 2015-2016

- Worked at the service desk of a busy gym facility; greeted ~200 member per shift by name and built positive relationships with them
- · Cleaned and reorganized workout areas to improve foot traffic during promotional events

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

YORK REGION MEN'S BASEBALL LEAGUE, Toronto, ON

Shortstop and Pitcher for the Expos, 2016-present

- Won 2nd place, 2019 season
- Selected defensive player of the week multiple times

#### **UNIVERSITY OF TORONTO, Toronto, ON**

Intramural Volleyball, 2018-2019

Member of The Alchemists, 2019 Co-ed Division 3 Champions

- Technology avid tech fan, always learning about the latest trends and innovations in the world of tech (Al, gaming, autonomous driving, machine learning)
- · Sports enjoy playing and watching a variety of team sports including basketball, hockey and soccer



### **THOMAS NGUYEN**

(647) 620-8451

thomask.nguyen@mail.utoronto.ca

#### SKILLS SUMMARY

- Enthusiastic team player with a strong work ethic
- · Self-driven and self-aware; regularly demonstrates initiative
- · Enjoy working with others through challenges; exceptional communication and interpersonal skills

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

- Courses of note: Finance, Project Management and Big Data Analytics
- MMI Program Ambassador

#### **University of Toronto, Toronto, ON**

Bachelor of Science, 2020

Courses of note: Biotech Interface, Neurogenomics, Stem Cell Biology

#### **PROFESSIONAL EXPERIENCE**

#### LUNENFELD-TANENBAUM RESEARCH INSTITUTE, Toronto, ON

Thesis Project Student, 2019-2020

- Member of 15 person functional genomics lab team using CRISPR Expression to profile breast cancer regulators; cloned variants and performed drug tests to determine cell susceptibilities
- Assessed data and selected most viable results for further analysis; created Excel graphs to analyze data trends allowing study to move to stage 2 animal testing
- · Received A grade on project; work allowed Principal Investigator to further advance study

#### KABOOM FIREWORKS, Toronto, ON

#### Sales Associate, 2018-2019

- · Worked in a team of 3 to share safety and product information with customers; weekly sales averaged \$5,000 to \$10,000
- Advised management team on pricing and holiday promotions resulting in ~10% increase in bulk holiday sales

#### **NEW YORK FRIES, Toronto, ON**

#### Cook. 2018

· Member of Yorkdale Mall location service team; received food and beverage stock, prepared and served food

#### SHERIFF'S NO FRILLS, Toronto, ON

#### **Bakery Associate. 2016**

- · Received bakery stock daily; created and updated product displays for feature/sale items
- · Assisted customers with finding products; maintained safe and clean work area

- · Fashion enjoy keeping up on and learning about the latest street fashion trends and collecting items from local designers
- · Car modification suspension, exhaust
- Travel Aruba, Spain, and France



FAYE OUNKHAM (705) 896-4329 f.ounkham@mail.utoronto.ca

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• MMI Program Ambassador

Western University, London, ON Honours Bachelor of Science, 2020

Dean's Honour List, 2017-2020

#### PROFESSIONAL EXPERIENCE

SCHOLARLY ELITE TUTORING, Barrie, ON

#### **Tutor. 2020-Present**

- Instructed one-on-one tutoring sessions based on individualized learning programs for 7 elementary and high school students; focused on concept mastery in math and science
- Scheduled weekly sessions and provided feedback to parents on students' progress

#### SHOPPERS DRUG MART, Barrie, ON

#### Pharmacy Assistant, 2018

- Processed, prepared, packaged, and labelled prescription medications with 100% accuracy; filled 120+ prescriptions per shift
- Anticipated repeat prescription demand using automated queuing technology to organize orders yielding time savings of ~10 minutes per repeat order
- Trained and mentored 2 new pharmacy assistants on prescription intake, filling, and pickup

#### THAI BAMBOO RESTAURANT. Barrie. ON

#### Server, 2011-2017

- Demonstrated excellent customer service; promoted from hostess to server after 2 years
- Built positive relationships with customers; repeat clientele numbers increased by ~30%

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

CRISIS TEXT LINE POWERED BY KIDS HELP PHONE, Barrie, ON

#### Crisis Responder Peer Mentor, 2019-Present

- Supported a diverse population of texters through active listening, collaborative problem solving, and safety planning;
   completed ~200 text conversations and received 100% positive feedback from texters
- Mentored 20+ new crisis responders; shared resources and facilitated open discussions resulting in more confident and calm crisis responders

#### WESTERN UNIVERSITY, London, ON

#### Volunteer Peer Note Taker, 2018-2020

- Wrote clear and detailed lecture notes for students with disabilities; provided students with notes within 24 hours of lecture
- Courses included: Developmental Biology, Introduction to Speech and Language Disorders and Multimedia & Communications

#### BIOLOGY UNDERGRADUATE SOCIETY AT WESTERN UNIVERSITY, London, ON

#### **Events Committee Member. 2016-2017**

- Worked closely with 5 person committee to plan and execute social events for 50+ Western University undergraduate biology students
- · Promoted events using social media and in-person presentations resulting in a 30% increase in event attendance

#### **INTERESTS & ACCOMPLISHMENTS**

 Piano - Completed The Royal Conservatory of Music certificate program requirements for Grade 8 Piano with Honours and Advanced Rudiments with First Class Honours; won multiple competitions at the Barrie Kiwanis Music Festival



# TAMANJIT PADDA (905) 616-4801 tamanjit.padda@mail.utoronto.ca

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

· Courses of note: Project Management, Bio Commercialization and Strategy

University of Guelph, Guelph, ON Honours Bachelor of Science, 2019

- Minor in Marketing
- Dean's Honour List, 2018-2019

#### PROFESSIONAL EXPERIENCE

MELD PROGRAM - McMaster University, Hamilton, ON

International Student Aide, Spring 2020

- Administered English proficiency test to group of ~20 international students
- · Reviewed 200+ journal entries to screen for language comprehension and grammar

#### VISUAL COGNITIVE NEUROSCIENCE LAB - University of Guelph, Guelph, ON

#### Research Assistant, Fall 2019

- · Conducted 5 neurological studies focusing on eye movement and attention span; 160 hours of testing
- Interviewed 142 study participants and guided them through informed consent and debriefing to fulfill ethical standards practiced by the lab; 95% of lab participants successfully completed all testing
- Imported and analyzed raw data on Excel and JASP through the use of tables, graphs, t-tests, and ANOVA in order to assess results for significance

# OCCUPATIONAL HEALTH AND POSITIVE PSYCHOLOGY LAB - University of Guelph, Guelph, ON Research Assistant, 2018-2019

 Worked 1X1 with a PhD and MA Candidate to aid in completion of dissertation on incivility; transcribed and coded interviews from 36 study participants

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

INDIGO GIRLS CLUB - GUELPH DIVISION, Guelph, ON

Fundraising and Strategic Lead, Winter 2019

- · Oversaw fundraising initiatives for afterschool program for local elementary school aged girls
- · Organized events and promoted awareness for club on social media; mentored 10 participants

#### SIKH STUDENT ASSOCIATION, Guelph, ON

#### Program Facilitator, 2017-2019

- Organized weekly meetings including setting agenda and selecting guest speakers for group of 30+ members; created an
  inclusive environment by encouraging open communication at meetings
- · Planned and executed annual "Turban Up" event to spread of awareness about Sikh culture; 150 attendees

- Baking self-taught baker who enjoys trying new recipes; recently started selling cookies using social media; created a
  website
- · Hiking regularly complete hikes in Ontario's conservation areas



# TRACY PHAM (647) 980-1909 tracyp.pham@mail.utoronto.ca

#### SKILLS SUMMARY

- Exceptional problem solving and organizational skills honed through business development for an EdTech start-up, social media marketing, and event management
- · Sound communication and interpersonal abilities; experienced in public speaking and client relations

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2021

· Courses of note: Marketing Science, Sustainability Management, Big Data Analytics, Economics, Finance, Accounting

#### Western University, London, ON

Bachelor of Health Science (Honours Specialization in Health Promotion), 2020

- GPA: 3.9, Graduated with Distinction
- Completed "Aging Globally" course with Western partners in Sweden, Norway, Denmark; achieved A+ grade, 2018

#### PROFESSIONAL EXPERIENCE

TANOSHI, Oakland, CA

**Business Development Intern, 2020** 

- Drive insights using Google Analytics and report findings to management at Tanoshi, an EdTech start-up providing computers for children aged 6-12
- · Use outreach strategies to form new partnerships and recruit potential hires; research for funding opportunities

#### **FUTURE MAJORITY, Toronto, ON**

Lead Field Organizer, 2019

- Recruited, hired, trained, and led a team of 25 to mobilize 2,000+ university students to vote in the federal election
- Marketed initiatives through social media, delivered presentations, and canvassed to educate youth about voting issues that
  affect them; collected 25% more vote pledges in comparison to other organizers
- · Interviewed on CBC Radio London for a 7-minute segment on the importance of the student vote

#### LAMP COMMUNITY HEALTH CENTRE, Etobicoke, ON

Community Relations & Special Events Coordinator (Marketing), Summer 2018 and 2019

- Planned and hosted focus groups, consultations, and events for 300+ community members resulting in the organization's first-ever affordable housing report submitted to the City of Toronto
- Worked closely with 10 local community organizations to increase donor engagement; raised 20%+ funds Y-O-Y
- · Awarded LAMP's Award of Merit with the Lakeshore Affordable Housing Advocacy & Action Group (LAHAAG)

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

WESTERN UNIVERSITY, London, ON

Research Assistant. 2020

Worked in a team of 4 to analyze 600+ academic articles; produced a comprehensive literature review to aid in the creation
of a GIS-based app aimed to improve green space use in cities

#### WESTERN UNIVERSITY, London, ON

**English Conversation Program Facilitator, 2018 - 2020** 

 Led weekly PowerPoint presentations and activities for groups of 5-8 international students; completely transitioned the program to an online format with 100% participation

#### ANOVA WOMEN'S SHELTER, London, ON

Sexual Assault Crisis & Support Line Volunteer, 2017 - 2020

 Used conflict resolution to provide crisis management and referrals to over 300 callers with a history of sexual violence, resulting in the safety and de-escalation of callers



#### **YASMINE POPOVICH**

(647) 688-7233

yasmine.popovich@mail.utoronto.ca

#### SKILLS SUMMARY

- · Strong interpersonal, critical thinking, analytical and time management skills
- · Highly proficient with Kroll Software, Microsoft Word, Excel, and PowerPoint
- · Learned Python, C, and HTML with a Computer Science course offered by HarvardX online

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON

Master of Management of Innovation Candidate, 2021

- · Courses of Note: Project Management, Marketing, Science of Emotional Intelligence and GAMBiT
- MMI Ambassador

Queen's University, Kingston, ON

Bachelor of Science Honours, Biochemistry, 2020

• Dean's Honour List, 2018-2020

#### **PROFESSIONAL EXPERIENCE**

LOVELL DRUG'S PHARMACY, Hotel Dieu Hospital, Kingston, ON

Pharmacy Assistant, 2019 - 2020

- Worked one-on-one with pharmacist and 3 person pharmacy team in the hospital's main retail pharmacy; prepared and packaged ~40 prescriptions per shift using Kroll system
- · Performed cashier duties and created blister packs for special orders; completed vaccination forms for patients

#### ST. ELISABETH'S APOTHEKE PHARMACY, Gundelsheim, Germany

Student Intern, Summer 2017

- Prepared narcotic drug documentation and compounded prescription drugs; processed prescriptions and prepared for home delivery (~20/shift)
- Performed chemical tests of final products (i.e. Thin Layer Chromatography, Wet Chemical tests, Calculation Index, Melting Temperatures)

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

**GRAHAM'S PHARMACY, Kingston, ON** 

Community Pharmacy Volunteer, 2019

Worked one-on-one with pharmacist for 2 hours/week to assist with blister pack preparation and customer service

#### ST. JOSEPH'S HEALTH CENTRE, Toronto, ON

Summer Student, Summer 2019

 Member of IV Clinic Volunteer Team; worked 12 hours/week welcoming patients, retrieving blood and saline bags, and guiding patients to appointments (~30 patients/shift)

#### QUEEN'S KALEIDOSCOPE, Central Public School, Kingston, ON

**Student Mentor. 2018 - 2019** 

- Worked one-on-one with grade one student with visual and motor skill disabilities; helped improve motor skill abilities through play and drawing activities
- Provided assistance to teacher by preparing daily activities for class of 24 grade one students; prepared supplies, provided follow up instructions to students and organized classroom

#### THE HOSPITAL FOR SICK CHILDREN, Toronto, ON

**Administrative Support Student, Summer 2018** 

Volunteered 15 hours/week in Orthopaedic clinic; booked appointments and completed patient file reviews

- Cooking created family cookbook consisting of 30 recipes from 30 different countries
- Mixed medium drawings (including digital) i.e. drew menus for the above cookbook



ZEENA SANDHU (613) 983-4560 gurzeena.sandhu@mail.utoronto.ca

#### SKILLS SUMMARY

- Strong communication, interpersonal and analytical abilities
- · Adaptable team player who enjoys working in collaborative settings
- Able to effectively problem solve and see projects through from start to finish

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• Courses of note: Project Management, Finance and Bio-Commercialization

McMaster University, Hamilton, ON

Honours Bachelor of Science, 2019

- Research Assistant, Glaucoma Management Study, St. Joseph's Health Care, 2018
- Research Intern, McMaster Children's Hospital, 2017

#### **PROFESSIONAL EXPERIENCE**

WESTJET AIRLINES, Toronto, ON Cabin Crew Member, 2018-2020

- Flight crew member on 600+ flights in North America, South America, and Europe; covered ~2.6M km
- Responsible for the safety and flight enjoyment of 180-290 passengers per flight; delivered safety and customs information
  to passengers and assisted with forms and baggage as needed
- Served as union representative for 2,200+ flight attendants; surveyed 400+ cabin crew members about staff experience
  and safety/service issues; information collected was presented to union leads in the form of a report which was used to
  raise issues of concern at annual general meetings

#### MCMASTER UNIVERSITY, Hamilton, ON

University Tour Guide, 2016-2018

- Member of Recruitment and Admissions team; delivered informative and interactive 90 minute presentations and tours to
  prospective students and their families (~15 students per tour)
- Tailored tours to larger groups for special events such as Fall Open House Day (~800 campus visitors)

#### **HOLIDAY INN EXPRESS, Brampton / Ottawa, ON**

Front Desk Agent, 2014-2018

- · Worked at the reception area of hotel in a team of 4; handled check ins and outs for 200+ guests daily
- · Prepared daily cash and balance reports; reviewed new reservations and prepared arrival lists for next day
- Created new social media posts on Facebook, Twitter and Instagram to promote positive brand image and attract new clients to hotel resulting in increase of ~15% in summer and fall bookings

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

SIKH SPORTS CLUB, Brampton, ON

Soccer Coach, 2015-2020

· Worked with children aged 6-12; ran practices and games, built positive relationships with players and parents

#### MIREx (MCMASTER SCIENCE SOCIETY), Hamilton, ON

Conference Coordinator, 2018-2019

- · Organized conference focusing on professional and post grad opportunities for science students; 200+ attendees
- Sourced 12 panel session speakers by leveraging local and alumni networks; trained 10 volunteers



KHIZAR SARDAR (647) 824-9254 khizar.sardar@mail.utoronto.ca

#### SKILLS SUMMARY

- Adaptable, creative and positive team player who enjoys working with others
- · Highly motivated and result-driven; strong communication and problem solving abilities
- · Experienced in Kroll, RStudio, R, VBA programing, Microsoft Word, Excel, Photoshop, Adobe Illustrator

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

University of Toronto, Mississauga, ON Honours Bachelor of Science, 2018

- Dean's List Scholar 2017-2018
- · Graduated with High Distinction; 3.6 CGPA

#### PROFESSIONAL EXPERIENCE

WALMART, Mississauga, ON

Pharmacy Assistant/ OTC Sales Associate, 2019 to present

- Member of 3 person pharmacy team responsible for assisting with prescription preparation and product information; ~150-400 orders filled per shift
- Check, maintain, and report weekly medications received from Kohl and Frisch
- Handle cash and prepare closing deposits; \$1,200+ per shift

#### WALMART, Mississauga, ON

**Ecommerce Associate, 2018-2020** 

- Prepared ~500-2,000 daily online grocery orders for shipping; average \$150/order
- Analyzed customer survey feedback and tracker board data to identify possible new locations for receiving and drop off
  hubs; made recommendations to management on possible locations resulting in the creation of 50 new hubs in Peel Region
  and reduced wait times/delays for clients
- Improved workflow efficiency in order preparation areas by rerouting and creating the more streamlined pick pathways
  resulting in an approximate time savings of 1.5 minutes per order/associate

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

MISSISSAUGA CENTER YOUTH COUNCIL, Mississauga, ON

Council Member, 2020 to present

- Selected to be part of 27 member Youth Council; worked one on one with MPs and other government representatives to brainstorm ideas and create projects geared at and supporting issues impacting youth
- Researched local resources for mental health, depression, racism and employment; worked with area MP to create online
  content to promote resources resulting in increased awareness of local services

#### COMMUNITY LIVING MISSISSAUGA, Mississauga, ON

Volunteer, 2018 to present

- Provide support to groups of 2-3 individuals with intellectual disabilities; assist with literacy, math and computer skills training and personal goal setting
- · Organize engaging events such as game nights to help participants socialize and improve quality of life



# **CASSIDY SEGUIN** (289) 233-9999

cassidy.seguin@mail.utoronto.ca

#### SKILLS SUMMARY

- · Positive and motivated team player with excellent communication skills
- Skilled problem solver with demonstrated leadership abilities
- · Creative, results oriented and highly adaptable

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

· Courses of note: Project Management, Marketing, Accounting and Finance

#### Wilfrid Laurier University, Waterloo, ON

Honours Bachelor of Science, 2020

- Major in Biology and Minor in Chemistry
- GPA 3.9, Dean's Honour List, 2019-2020

#### **PROFESSIONAL EXPERIENCE**

CITY OF BRAMPTON, Brampton, ON

Seasonal Landscaper, 2019-Present

- Led a team of 10 in the maintenance and preservation of the east end of the City of Brampton's forests, covering 65,000,000 square meters
- Planted and fertilized various types of trees and plants; tracked growth/health status for ~10,000 plants

#### CITY OF BRAMPTON, Brampton, ON

Camp Lead, 2017-2018

- Organized and led camp activities including hockey, swimming and badminton for 30 children aged 4-16
- Managed front desk team of 50 seasonal summer staff; oversaw the collection and filing of personal information of campers and families using FIPPA principles

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

LAURIER CENTRE FOR WOMEN IN SCIENCE, LAURIER SUPPORTING SICK KIDS, AND FOUNDATION FOR INTERNATIONAL MEDICAL RELIEF OF CHILDREN

Volunteer, 2016-2020

- Organized and executed 30 joint fundraising events with Wilfrid Laurier University and the City of Waterloo; raised \$5,000+
- · Worked with team of 25 student leaders to promote events through marketing and social media initiatives

#### CITIES OF BRAMPTON, ETOBICOKE, AND VAUGHAN

Women's Hockey Volunteer, 2012-2018

- Supported various women's hockey related activities such as leading team tryouts, event check in, game administration and fundraising activities
- Organized 5 hockey tournaments for all levels of play ranging from house league to AAA; 390 teams and 1,000+ players, coaches and trainers
- Oversaw skating programs for youth aged 3-10; managed camp skating programs for children aged 8-16

#### **ACCOMPLISHMENTS**

- Founded Notre Dame Secondary School's very first girl's hockey team in 2015
- Served as hockey team captain for the Brampton Canadettes (2014-2015), assistant captain for Brampton Canadettes (2011-2014) and Vaughan Flames (2015-2016)
- Have won several athletic and leadership awards for amateur hockey including:
- Leadership Award (2013-2014, 2015-2016), Team Choice Award (2015-2016)
- Most Positive Player (2014-2015), Most Valuable Player (2012-2013, 2015-2016)

#### **INTERESTS**

Avid hockey and soccer player; also enjoy inline skating and snowboarding



ARANIYA SELVARAJAH (647) 964-1837 araniya.selvarajah@mail.utoronto.ca

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

# McMaster University, Hamilton, ON Honours Bachelor of Science, 2020

- Specialized in Biology and Psychology, Neuroscience and Behaviour; Dean's Honour List, 2016-2020
- · Completed thesis and independent lab research in the area of mental health and healthy living habits

#### PROFESSIONAL EXPERIENCE

**AUTHENTIGATE, Toronto, ON** 

#### Ticket Sales Representative, Winter 2019-2020

 Welcomed 250+ guests daily to the Aurora Winter Festival and provided exceptional customer service to all event visitors; handled cash and debit terminal transactions valued at ~\$18,000 per shift

#### Gate Supervisor, Canadian National Exhibition (CNE), Summer 2018 and 2019

- Supervised team to 15-20 Gate Staff per shift; assigned daily tasks and handled all immediate customer service issues related to admissions and parking
- Managed delivery of cash boxes and vaults and ensured safety of cashiers receiving/returning tills; ~\$5K/daily

#### YONGE STREET MISSION, Toronto, ON

#### **Summer Camp Program Coordinator, Summer 2019**

- Coordinated 10 off-site visits and overnight trip for summer camp for low income children aged 8-14
- Supervised team of 15 camp counselors and 35 children weekly
- Liaised with community partners to secure sponsorships and donations resulting in discounted admissions and gift donations valued at ~\$15,000

#### Camp Counsellor, Summer 2016, 2017 and 2018

- Supervised group of 35 children aged 8-14 and mentored students in Leader-in-Training program
- Created and facilitated creative and engaging games and activities for campers; received consistent positive feedback from campers and parents and was promoted to Summer Camp Program Coordinator role

#### **CANADIAN NATIONAL EXHIBITION, Toronto, ON**

#### Gate Attendant, Summer 2017

- Regulated entrance into amusement park area of the CNE; scanned ~800 customer tickets/shift
- · Worked one-on-one with gate supervisor to resolve customer service and admission issues

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

#### FRONTIER COLLEGE, Hamilton, ON

#### Literacy and Numeracy Tutor, 2019-2020

· Worked 1-on-1 with 20 elementary and high school students to improve literacy and numeracy skills

#### **GAANA AT MAC, Hamilton, ON**

#### Representative Coordinator, Team Representative, Performer 2017-2020

· Organized 10+ fundraisers, dance workshops and stage performances; choreographed and taught dance

- Volunteer and community work
  - Recipient of the Lieutenant Governor's Award and Investing in Our Diversity Scholarship for volunteerism; 1,825+ hours
    dedicated to community initiatives focusing on diversity (2016)
- · Dancing, singing, cooking, swimming, and karate



# **UMANG SHARMA** (647) 608-3066

umang.sharma@mail.utoronto.ca

#### SKILLS SUMMARY

- Strong communication, problem solving and analytical abilities
- · Goal and results oriented; exceptional organizational skills
- Highly adaptable; able to work collaboratively with others

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• Courses of note: Project Management, Finance and Strategy

University of Toronto, Mississauga, ON

Honours Bachelor of Science, 2020

• Dean's Honour List, 2019-2020

#### **PROFESSIONAL EXPERIENCE**

**BAYCREST HEALTH SCIENCES, Toronto, ON** 

Communications Specialist, 2019-2020

- Selected from a group of 50 students to complete year-long work term focusing on the creation of a Nurse's Orientation Handbook to be used for new nurse on-boarding
- Interviewed 30+ hospital stakeholders and staff to discuss and confirm key operational procedures
- Collected and consolidated data resulting in the creation and production of a corporate nursing orientation handbook and resource booklet; now used by 200+ nurses and other staff

#### **FOOD BASICS, Brampton, ON**

Grocery Clerk, 2018-2019

- · Member of 3 person dairy department team responsible for managing operations of the department
- · Received and stored stock ensuring safety of supplies at all times
- Assisted customers in merchandise selection in a prompt and professional manner

#### PATANJALI, Brampton, ON

Store Clerk, 2015

- Handled closing cash procedures and daily deposits valued at \$3,000+
- · Responded to customer inquiries regarding merchandise and created a positive shopping experience for all clients

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

**BRAMPTON CIVIC HOSPITAL, Brampton, ON** 

Volunteer- Cystoscopy Department, 2018-present

- Welcomed patients to department and appointments; clarified clinician instructions to ensure patients understood the instructions they were provided about various clinical procedures
- Managed clinic inventory valued at ~\$5,000; organized and maintained 300+ patient records using manual and electronic files

#### **BRAMPTON EAST SOCCER CLUB, Brampton, ON**

Head Coach (U8, U9), 2014-2015

- Organized and oversaw weekly practice sessions for 15 players
- · Prepared game plans and offered constructive feedback to players and parents to support continuous improvement

#### **INTERESTS & ACCOMPLISHMENTS**

· Technology, Soccer and Basketball



#### PARNIAN TAJBAKHSH (647) 405-9007 parnian.tajbakhsh@mail.utoronto.ca

#### SKILLS SUMMARY

- Excellent communication and interpersonal abilities; experienced in working in teams
- Sound analytical and problem solving skills; able to successfully see a project to completion with high quality
- Flexible and motivated; enjoy working on challenging tasks and looking for new solutions

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• MMI Program Ambassador

#### University of Toronto, Toronto, ON

Bachelor of Science, double major in Neuroscience and Cell & Systems Biology, 2020

· Winner 2019 Dora Burke Playfair Leadership Scholarship for student leaders and volunteers

#### **PROFESSIONAL EXPERIENCE**

ALAIN LAB, ROTMAN RESEARCH INSTITUTE, BAYCREST HOSPITAL, Toronto, ON

Research Assistant, 2019-2020

- Member of 9 person clinical neuroimaging lab researching age-related changes in memory, attention and audition
- · Conducted EEG tests and analyzed results using statistics and result visualization (BESA Research, SPSS, BESA Plots)
- · Worked one on one with researchers on 5 projects; 4/5 projects completed and resulted in lead researcher publication
- Started as volunteer work placement and converted to paid role after one year; hired by Principal Investigator to perform
  data analysis and background research and to review statistics to be added to publication (pending)

#### **UNIVERSITY OF TORONTO, Toronto, ON**

**Human Biology Peer Assistant, Fall 2019** 

• Selected by professor to work one on one with professor and TA to provide support and feedback on assignments for up to 120 students in third year Neurobiology of Behavior course; invigilated midterm and exam and assisted with grading

#### **CANNTRUST, Vaughan, ON**

Clinical Intern. Summer 2017

- Conducted literature review about therapeutic uses of medical cannabis; prepared presentations for the Professional Services Team to inform them about possible new marketing strategies with Nurse Practitioner (NP) partners
- · Contacted 100 NPs to introduce company and set up 100 educational info sessions to discuss benefits of therapeutic use
- Produced French translations for product instruction guides and general information pamphlets for patients and clinicians; guides sent to the ~10,000 new patients to encourage safe use

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

THE O'NEILL CENTRE LONG TERM CARE. Toronto. ON

Community Health Researcher, 2019-2020

- Conducted interviews with 10 long-term care workers; assessed infection control protocol deficiencies by observing staff and tracking compliance to protocols aimed to reduce infection control outbreaks
- Created report to outline suggestions to help infection control protocols focusing on PPE use and sanitation positioning;
   submitted to Infection Control Nurse Manager and resulted in the creation of a nurse education program (pending)

#### UNIVERSITY COLLEGE ORIENTATION TEAM, Toronto, ON

**Executive Member. 2019** 

- Ordered and organized meals for 900+ students for one week with a budget of \$60,000; supervised 15 volunteers
- · Worked with a team of 17 other students to plan academic and social bonding events for 900+ incoming students

#### UNIVERSITY COLLEGE LITERARY AND ATHLETIC SOCIETY, Toronto, ON

Event and Engagement Lead (Elected), 2018-2019

Organized 3 formal events (including food, entertainment, security) with 300-600 attendees each; managed event budget
of ~\$20,00-30,00 per event

MMI: LEARN, LEAD, DISCOVER.



MAHNOOR TARIQ (647) 971-2113 noor.tariq@mail.utoronto.ca

#### SKILLS SUMMARY

- · Fast learner with excellent organizational, time management, and problem-solving skills
- · Able to communicate effectively and work on multiple projects simultaneously
- · Strong work ethic; adaptable and highly motivated

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

· Courses of note: Project Management, Strategy, Emotional Intelligence

McMaster University, Hamilton, ON Honours Bachelor of Science, 2018

Dean's Honour List, 2016-2018

#### **PROFESSIONAL EXPERIENCE**

**ALTIMA DENTAL, Toronto, ON** 

Patient Coordinator, 2019-2020

- Managed patient appointment booking system (Dentrix) to ensure all available clinic hours were used effectively; ~50
  patients daily
- Completed statistical analysis of patient/day visits and analyzed workflows; suggested changes in bookings resulting in ~20
  new patient visits per month
- · Reviewed insurance policy data to coordinate benefits resulting in faster reimbursement times for patients
- · Audited financial data from patient files daily leading to an average of 15% faster wait times for documentation and
- payment processing
- Led patient backlog project; converted 30% of backlogged treatments to appointment bookings (~300 patients)

#### SHOPPER'S DRUG MART PHARMACY, Mississauga, ON

Pharmacy Assistant, 2017-2019

- Worked closely with pharmacy team to prepare and dispense ~150 prescriptions per shift
- · Managed drug inventory for 150+ pharmaceutical drugs and over the counter medications
- · Provided one-on-one patient medication counseling; entered patient care information into HealthWatch system

#### COMPASS INFORMATION CENTRE MCMASTER UNIVERSITY, Hamilton, ON

Service Ambassador, 2017–2018

- Managed opening and closing procedures and handled all balancing of cash and deposits for the Student Centre's information centre (~\$2,000) daily
- · Trained and mentored 2 new staff members; selected as Employee of the Month among 60 staff by management team

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

**HUMANITY FIRST MCMASTER, Hamilton, ON** 

Co-Chair of Campus Events, 2015-2018

- · Elected position overseeing the organization and execution of on campus events and sponsor engagement; hosted
- monthly meetings and increased volunteer engagement by 50%
- Planned 6 fundraising events raising ~ \$5000; target fundraising goal met and funded 35 cataract surgeries for
- · underprivileged communities

#### THE CITIZEN'S FOUNDATION. Hamilton. ON

Events Coordinator, 2016-2017

- Member of 15-person executive team responsible for raising awareness for organization that builds schools in Pakistan
- Organized 7 fundraising events, managed marketing and promotion of all events on social media; raised \$4,000

#### **INTERESTS & ACCOMPLISHMENTS**

· Travel, enthusiastic foodie, cooking and baking



# SIOBHAN WAGNER (289) 387-0120 siobhan.wagner@mail.utoronto.ca

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• Winner, Ontario Graduate Scholarship (\$15,000)

University of Toronto, Toronto, ON Honours Bachelor of Science, 2020

- Dean's List Scholar, 2017-2020
- Winner, Summer Research International Experience Award, 2019
- Winner, Fraser Crawford Scholarship for High Academic Achievement, 2018

#### **PROFESSIONAL EXPERIENCE**

STAN A.I., Toronto, ON

Artificial Intelligence Analyst, 2019 - Present

- Generated 1,200+ new client leads by identifying and researching property management companies
- Organize and analyze new information collected into company database; prepare data for use and additional analysis by artificial intelligence
- Manage communications between current clients and residents; serve as property manager to address and solve issues of concern raised by residents

#### STARLING POOLS & SPA, Ajax, ON

Retail Sales Associate, Summer 2020

- Provided friendly and prompt service to clients visiting retail facility (100-200 clients daily); performed water chemistry testing and recommended appropriate treatment plans
- Managed servicing of on-site pools and organized inventory valued at \$100,000+

#### MATH & SCIENCE TUTOR, Durham Region, ON

Self-Employed, 2016 - 2020

- Provided private one-on-one tutoring service for students in grades 8-12
- Created lesson plans and practice tests to aid students in achieving goals; established positive relationships with students and guardians
- Achieved 100% referral rate from students and parents

#### RESEARCH EXPERIENCE

UNIVERSITY OF TORONTO, Toronto, ON

Student Researcher, 2019 - 2020

- Member of 12-person biochemistry and molecular genetics lab working on pharmaceutical studies related to cancer research
- Used specialized biochemical assays, including MaMTH-DS and SIMPL-DS, to develop cell lines for the purpose of identifying new ways to target cancer cells

#### **LUND UNIVERSITY, Lund, Sweden**

Student Researcher, Summer 2019

- Selected to participate in a 10-week research exchange at Lund University; worked closely with lead immunology researcher
  to advance the study of transfusion related acute lung injury (TRALI)
- · Analyzed samples and created written summaries and formal research proposal
- Presented final report to audience of 20; received grade of 94% for the program

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

- Kitchen Volunteer at Good Shepherd Ministries, 2012-Present
- Completed 6 Grade Examinations towards The Diploma of the Irish Dancing Commission



### JASON WANG (416) 819-5419 jasonjc.wang@mail.utoronto.ca

#### SKILLS SUMMARY

- Driven and highly motivated; able to work through complex problems
- · Adaptable fast-learner with a positive and collaborative attitude
- · Excellent communication and relationship building skills

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• Courses of note: Marketing, Project Management and Big Data Analytics

#### University of Western Ontario, London, ON

Bachelor of Science, Honors Specialization in Biology, 2019

• Winner, Laurene Paterson Estate Scholarship for Academic Merit (\$2,000), 2018

#### PROFESSIONAL EXPERIENCE

PSFWeb, Richmond Hill, ON

Retail Partner Picker, 2018

- Fulfilled 120+ purchasing orders for the company "Roots" daily
- · Member of 20-person team hired to oversee and execute the relocation of the warehouse to a new location
- Created new floor plan for warehouse prioritizing safety, ease of navigation and efficiency; reorganized warehouse based on new plan and received positive reviews on changes from warehouse staff

#### MON SHEONG LONG TERM CARE CENTRE, Scarborough, ON

Physiotherapy Program Assistant, Summer 2017

- Worked with group of 10 "High Fall Risk" residents; assisted with completing personalized daily physio routines
- Led a team of 5 program assistants in collecting data and observations pertaining to "High Fall Risk" residents; analyzed findings and coded in 13 risk factor categories
- Created risk assessment and post-fall assessment forms to aid staff in monitoring and recording risk factors; forms are still
  in use by Centre to this date
- Presented findings to Physiotherapy Leads and Senior Care Management Team; recommended changes to equipment
  usage policies to reduce fall risk resulting in decreased reports of falls from risk group

#### MCGILL UNIVERSITY HEALTH CENTER, Montreal, QC

Research Assistant, Summer 2016

- Member of 12-person immunology lab; worked with a visiting scholar on a compounding study focusing on the antiinflammatory properties of traditional Chinese medicines
- Co-wrote clinical study proposal and ethics proposal for a paediatric asthma study; created quality of life questionnaires which were used to collect data from 300+ patients
- · Presented clinical study proposal to Principal Investigator allowing research to move to next phase

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

Western Dragon Boat Club, 2018-2019

Participated in both dry land training (3 times a week) and pool training (once a week)

#### Western Strength, 2017-2019

- Competed at 2 Ontario Powerlifting Association powerlifting competitions (best place 3rd in 105kg division)
- Taught 35+ members proper squat, bench press, and deadlift form; coached 6 powerlifting athletes

- · Native/Bilingual oral and written French; conversational Cantonese and Shanghainese; self learning Korean
- Volunteered 200+ hours of service at Mon Sheong Long Term Care Centres
- Cooking, Landscape photography



### SANDY WANG (416) 949-2560 sandyjiaying.wang@mail.utoronto.ca

#### SKILLS SUMMARY

- · Experienced in managing relationships with clients and volunteers; strong communication and interpersonal skills
- · Highly adaptable team player who enjoys working in collaborative environments
- Exceptional critical thinking and problem solving abilities; strong work ethic

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• Courses of note: Marketing, Project Management, Big Data Analysis

#### University of Toronto, Toronto, ON

Bachelor of Science, Psychology & Cognitive Science, 2020

- Completed a 4 year undergraduate degree in 3 years; Graduated with Distinction
- Received an A in pedagogical Research Project (PSY405 & PSY406), 2019
- · Mind and Body Lab Research Assistant, 2018

#### PROFESSIONAL EXPERIENCE

**PSYKICK INC.. Toronto. ON** 

Partnerships and Events Manager, 2017-2020

- Local start up geared towards promoting mental health awareness; started with the organization as an unpaid volunteer in 2017 and was asked to join 4 person Management Team in 2018
- · Recruited 40+ volunteers to participate in group therapy sessions about anxiety management
- Organized 5 networking events for students studying psychology to learn about mental health career opportunities; 30+ attendees/event
- · Launched and promoted series of 4 "pay what you can" sessions; all sessions were sold out events
- Established new partnership with 3 local mental health clinics and 2 not for profit organizations resulting in stronger brand awareness and recognition

#### **BOIRON GROUP, Toronto, ON**

Real Estate Market Research Management Intern, Fall 2018

- Supported team of 5 licensed real estate agents; created and launched marketing campaigns to drive sales by better understanding buyer demand and need in downtown area
- Used proprietary real estate system to create visual data trend reports for clients; identified key trends, sale activities and
  opportunities for investments resulting in faster closing times and listing generations
- Maintained an active list of ~100 available commercial and industrial properties; categorized list based by client budgets

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

THE VARSITY, Toronto, ON

**News Article Translator. 2018** 

- Worked in the main newsroom of U of T's official newspaper; weekly readership of ~20,000
- Translated news stories from English to Chinese

- Created and managed content for personal e-commerce blog focusing on interior decor (Pinterest meets Square https://tinyurl.com/yamsqu9l); 4,500+ followers (2019)
- Shanghai Children's Home Raised \$20,000+ through fundraising concerts for local orphanage supporting children and the disabled (2018)
- Achieved Level Ten Violin, Chinese Academy of Musical Arts; Placed 2nd in Chinese National Music School Contest, 2017
- Shanghai International School High School Summer Camp Teaching Assistant received recognition for 250+ hours of service (2016-2017)



# CHENHAO XU (647) 937-5511 chenhao.xu@mail.utoronto.ca

#### **SKILLS SUMMARY**

- Highly developed coding and problem-solving skills; proficient in Java, C, SQL, Python, HTML
- · Strong interpersonal and communication skills; enjoy working in collaborative team settings
- · Regularly demonstrates initiative; highly organized and adaptable

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

Courses of note: Big Data Analytics, Project Management and Bio Commercialization

#### York University, Toronto, ON

Honours Bachelor of Science, 2020

- Specialization in Computer Science
- Dean's Honour List, GPA 3.7

#### **PROFESSIONAL EXPERIENCE**

SHANGHAI JIAO TONG UNIVERSITY, Shanghai, China

Program Assistant, 2019-2020

- Organized 4 large scale social and professional development events for 800+ students; received positive feedback from attendees and manager
- Assisted the Program Director with the administration and delivery of an undergraduate work placement course; oversaw
  the reimbursement of funding for internships (\$40,000)

#### SHANGHAI JIAO TONG UNIVERSITY, Shanghai, China

Teaching Assistant, 2019-2020

- · Created and delivered content for 4 in-person undergraduate computer science courses; 100 students in total
- · Provided in-person and online mentorship and assistance to students during class sessions and tutorials
- Evaluated laboratory performance, administered guizzes/exams of students and provided feedback

#### YOUTH COMMONWEAL PRACTICE CENTRE OF NINGXIA, Yinchuan, Ningxia, China

Cooperation and Development Director, 2015-2020

- Organized 2 national level, 2 provincial level and 5 university level APEC "Voices of the Future" and "Model United Nations" Conferences for one of China's most well-known NPOs
- Promoted events through social media and key stakeholder partnerships; all events sold out before application deadlines (1,000+ total attendees)

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

NEWCHANNEL INTERNATIONAL EDUCATION GROUP LIMITED, Yinchuan, Ningxia, China

**Teaching Assistant, Summer 2016** 

- Member of 12 person summer teaching team at large international language academy; NewChannel is ranked in the Top 3 of China's language training academies
- Oversaw the creation and delivery of English language training content for 20 students aged 16-22
- Developed customized learning plans and provided feedback on IELTS test preparation; evaluated progress and provided individual assistance in the areas of grammar and speaking

- Public speaking ranked Top 8 (out of 100+) of a National Debate Championship (2016)
- · Cinema enjoy discussing technical aspects of movie creation such as sound, lighting and special effects
- Travel visited ~80% of China, enjoy exploring different hotels ranging from local to luxury chains and rustic homestays



ALEYA ZAIDI (306) 880-2628 aleya.zaidi@utoronto.ca

#### SKILLS SUMMARY

- · Experienced and highly organized problem solver with strong critical thinking abilities
- Exceptional communication and interpersonal skills; enjoy working in teams
- · Capable of producing high quality results; adaptable, driven and positive

#### **EDUCATION**

University of Toronto Mississauga, Mississauga, ON Master of Management of Innovation Candidate, 2021

• Courses of note: Project Management, Big Data Analytics and Science of Emotional Intelligence

University of Waterloo, Waterloo, ON

Honors Biomedical Sciences, 2020

• Dean's Honour List, 2019 - 2020

#### **PROFESSIONAL EXPERIENCE**

LABSTAT INTERNATIONAL INC., Waterloo, ON

Sample Preparation Technician, Summer 2020

- Member of 5 person team responsible for measuring metal and chemical quality levels in tobacco and marijuana samples
- Completed GLP training; processed and digested samples in compliance with established SOP's and regulated testing methods
- Prepared reports to show levels in samples; shared reports with Quality Assurance team for next stage analysis

#### UNIVERSITY OF WATERLOO PHARMACY SCHOOL, Waterloo, ON

Special Projects Assistant, Winter 2020

- Reported to the co-op coordinator; tasked with designing instructional videos and infographics to help streamline co-op
  application process for students and employers
- Performed data analysis on student placements over the last 5 years using Excel; data collected was used as part of the Department of Pharmacy's Co-op reaccreditation process (reaccreditation granted until 2025)

#### MOVATI ATHLETIC, Waterloo, ON

Member Experience Associate. Summer 2019

- Member of 3 person front desk team responsible for providing exceptional customer service to members; welcomed 150+ members/shift
- Worked with Sales Team to assist with membership updates and payment collection; handled confidential information

#### **EXTRACURRICULAR / VOLUNTEER EXPERIENCE**

GRAND RIVER HOSPITAL, Waterloo, ON

Emergency Room Volunteer, 2017 - 2020

- Assisted patients and families with hospital information and companionship by demonstrating compassion and active listening
- · Volunteered 300+ hours

#### AIESEC UWATERLOO, Waterloo, ON

**Outgoing Exchange Participant Manager, Winter 2018** 

- Oversaw participant recruitment process; conducted 50 interviews and selected best 4 candidates for international internships
- Mentored 4 participants during application and placement overseas resulting in the successful completion of work placements

#### **INTERESTS & ACCOMPLISHMENTS**

- Art digital illustration and design self-taught in Photoshop, created an online Instagram business to sell personalized illustrations (instagram.com/artxaleya)
- · International travel and exploring cultures through cooking

MMI: LEARN, LEAD, DISCOVER.

# **NOTES**





