

Hooman Katirai
(Graduation Date: 12/05)

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Education

Degrees: 2005 **MIT** SM Candidate Technology & Policy **GPA: 4.9/5**
 2005 **MIT** SM Candidate Computer Science **GPA: 5.0/5**
 2000 **Waterloo** Honors BAsC. Computer Engineering

Research: 2004 **MIT** Research Assistant AI Lab
 2003 **Harvard** Research Assistant Decision Systems Group
 1999 **Carnegie Mellon** Research Scholar Data Mining & Marketing.

Achievements: • Ranked “within top 3” students in Technology & Policy Program, 1st Semester
 • Ranked 1/100 students in Senior Technology Policy Course
 • Gold Medal, Canadian National Science Olympics
 • Honorable Mention, Canada-Wide Science Fair
 • Winner, Compact Canada Grant
 • Microsoft Student Ambassador (arrange ~\$25,000 of software donations/month)
 • Boosted department’s productivity by 10X at WebSENSE
 • Created distinct project management methodology used by Novartis, World Bank

Selected Courses: Corporate Strategy • Microeconomics • Marketing • Leadership • Org. Process • Power & Negotiation • Real Estate Finance • Finance: Real Options • Business Law • New Enterprises • Business Plans • HR Performance Management • How to Design a Process

Post Undergrad Work Experience

2005 **Microsoft** – Product Manager Intern -- .NET and Developer Marketing
Formulated strategy for upgrading a large segment of users to Microsoft’s .NET platform. Wrote a high-cost user study for Visual Basic conducted once every two years. Wrote 85+ page business plan. Created Marketing contest.

2001-2003 **Veristage** – Founder/CEO
Founded foreign exchange software company. Advisory board includes former and current VPs of Sun, Microsoft, and AOL-Time Warner. Revenues exceeded \$100,000/yr.

2000-2001 **Zero, Knowledge** – Product Manager
Chiefly responsible for technology vision behind a 300-person company’s first enterprise product presently used by large finance, healthcare, and online advertising companies. Represented company at technical standards bodies; presented vision to government leaders, consultants, lawyers and large accounting firms.

1995-2000 Undergraduate Internships:
Nortel Networks Emerging Technologies Analyst
Nortel Networks Hardware/Software Engineer
Texas Instruments Software Developer
WebSENSE Artificial Intelligence Engineer

Other

Selected Papers: [1] Canadian patent 2316743 “Managed Privacy Database System & Method,” 2001
 [2] Canadian patent 2345805, “Enterprise Privacy System & Method,” 2000
 [3] “A Genetic Programming Approach to Filtering Junk E-mail,” Univ. of Waterloo, 1999
 [4] “Unlocking the Value of Clinical Info.” in Knowledge Management for Medicine, 2005
 [5] “How to Manage Projects: An Introduction to Lean Project Management” 2004

Selected Software: [1] OppFinder: automated assessment tool to discover undervalued real estate, 2001
 [2] Vinterbo, S., Katirai, H., and Fischer, R., The Harvard-MIT Privacy Toolkit, 2004
 [3] Categorical: A language detection, text classification, & junk mail filtering toolkit, 2002

Standardized Tests: GRE: Verbal 730/800 (99th percentile); Quant 790/800; Writing 5.5/6.0