

KAIWEN CHENG, SCPM

29610 Arroyo Drive, Irvine, CA 92617 (949) 378-0668 kaiwenc@uci.edu

EDUCATION

Paul Merage School of Business, Irvine, CA 05/2009

Master of Business Administration, Finance & Strategy

- Faculty Fellowship, Member of a team in Polaris Investment Competition
- GMAT 740, Analytical Writing Assessment 6.0
- Relevant coursework: Real Estate Capital Markets, Competitive Intelligence, Venture Capital/Private Equity, Investments, Strategic Innovation, Business Intelligence for Analytical Decisions

Harvey Mudd College, Claremont, CA 05/1999

Bachelor of Science, Engineering / Bachelor of Arts, Mathematics & Economics

- Harvey Mudd Scholarship, Team Leader of HMC Engineering Clinic Team 1998-1999
- Wrote financial economics thesis paper on 1997 Asian Financial Crisis
- 4-Year Varsity letter with Claremont-Mudd tennis team

PROJECTS

- Currently in fundraising stage for biofuel startup in China
- Reached final round of government funding for hydrogen startup in China
- Working on a solar farm proposal in southern China

EXPERIENCE

Densitron Corporation America, Santa Fe Springs, CA 05/2003 – 04/2007

Program/Product Manager (07/2005-04/2007)

Oversaw product line, project management, and technical support for the North America-South America-Australia regions.

- Developed MS-Access product matrix database for sales team that streamlined factory-price point selection decisions. Reduced sales client leadtimes by 50% by bypassing factory quotations, allowing the sales team to increase their bandwidth 100% to handle more leads.
- Managed the sales team's technology, project management, and negotiation efforts and won \$10M in projects and design programs, accounting for 40% of Densitron Group's global revenue.
- Increased Densitron's profit margin by 15% through efficient project management, in-depth technical support and customer negotiations.

Sales Engineer/Project Manager (09/2004 – 07/2005)

Managed projects, led and supported sales teams in making financial business decisions.

- Performed project cost analyses and project schedule estimations to support and lead account decisions for the sales teams.
- Provided technical, cost support and project leadership for the sales teams. Assisted in winning \$5M in projects and design programs, accounting for 60% of Densitron's revenue.
- Managed technical support database to provide knowledge-based access to sales teams to streamline sales' technical and design decisions.

Applications Engineer (05/2003 – 09/2004)

Provided engineering support, design analysis and project management support to sales team.

- Applied engineering tools to design efforts – utilized chemical, electrical, computer, material, mechanical engineering disciplines. Managed technology design efforts for projects worth \$10M in the pipeline.
- Developed complex mathematical models to simulate temperature, electrical and mechanical stresses on displays in customer-defined environments.
- Managed projects and project schedules with four factories in Asia. Won a major \$2M, 6-project account in 7/2003.

ADDITIONAL INFORMATION

- Completed Stanford's Advanced Project Management program, earned Stanford Certified Project Manager (SCPM) distinction
- Completed Wall Street Prep's financial modeling and valuation modules (Excel modeling, DCF, LBO, M&A, Comparative modeling)