

## O. MAC CHINSOMBOON

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### Experience

- 2002 - **ZIPREALTY, INC.** **BOSTON, MA / EMERYVILLE, CA**  
Present
  - *Broker Associate*, working with home buyers, real estate developers and investors and forging alliances with good referral service providers (e.g. mortgage, financial planners, attorneys, etc.)
- Present **Continued interaction with the MIT community and the MIT Entrepreneurship Center**
- 2001 – **YOUNG PRESIDENTS' ORGANIZATION** ([www.ypo.org](http://www.ypo.org)) **CAMBRIDGE, MA**  
2002 *Consultant to Int'l Board, Education and Alliances, Technology/Finance*
  - Worked with telecom CEOs and McKinsey to develop sector workshop and seminar series
  - Worked with CEOs and top thought-leaders to develop M&A/finance curriculum which resulted in best attended seminar in its history
  - Drew upon the CEO membership and academics/thought-leaders from Harvard, MIT, NYU, McKinsey, Bain, United Nations, RAND, resulting in YPO's most innovative programs
  - Managed process of a Nobel-like global leadership award to recognize a world leader
- 2000 – **HIGH-TECH INCUBATOR RESEARCH** **CAMBRIDGE, MA**  
2001
  - Consulted for various clients including Amadeus Capital Partners (UK) on a US\$10m investment project to invest in an incubator focused on wireless technology; NetsCapital (Paris) on a US\$5m expansion into US investment banking market; Xinhua Financial Network (Hong Kong) rewrite of business plan for US\$5m investment
  - Conclusions: most incubators lacked brand, experience, capital, network, and process; developed "Darwinian Theory of Entrepreneurs," which says smart money is where smart entrepreneurs congregate, and thus other outfits are less likely to propagate
- 1999 **UBS WARBURG DILLON READ** **LONDON, UK**  
*Investment Banking Associate, Corporate Finance (Telecom, Technology, Internet, Media)*
  - Deals: Internet IPO potential US\$100m (online advertising); technology divestiture (semiconductor wafer manufacturer) worth US\$500m; European Internet analysis and trends research
- 1999 **POLARIS CAPITAL** (\$100m mutual fund) **BOSTON, MA**
  - Fundamental financial analysis of public securities. Banking and technology sectors.
- 1995-1998 **NEW SCIENCE GROUP CO., LTD.** **BANGKOK, THAILAND**  
*Engagement Director, Founder*
  - Technology strategy consultancy focused on assisting medium growth stage firms and co-managed contracts upwards of US\$5m and resulting in ROI's of over 10%.
  - Performed sales, marketing, corporate planning. Focus: International client service
  - Telecom Concept Company: client explored the development of a telecom spin-off positioned for the deregulating telecom industry. Analyze market players, segments, viability; sought strategic and financial partners. Resulted in client postponing the US\$50m project for the next fiscal year.
- 1990-1995 **ANDERSEN CONSULTING LLP** **PALO ALTO, CA**  
*Manager, Network Technology Consulting* **CHICAGO, IL**
  - As a manager, directly co-managed client contracts (budget/timeline/staff) worth upwards of US\$1.5m; prior to manager, was part of a team that worked on projects worth upwards of US\$100m
  - Telecommunications technology consulting with a specific focus on software and open systems programming, enterprise architecture and network design, based on the 7-layer OSI model
  - Direct mentor responsibility for Staff and Senior consultants, recruiting, and budgets
  - Clients: MCI, Pacific Bell, Phillip Morris / Kraft General Foods, Roadway, Viking Freight, The West Company, Great Western Bank, AVCO Financial, Capital Group (American Funds)
- Education**
- 1998-2000 **MIT SLOAN SCHOOL OF MANAGEMENT** **CAMBRIDGE, MA**  
MBA Class of 2000, Financial Engineering, Sloan Crew, Harvard Business School Cyberposium
- 1986-1990 **UNIVERSITY OF COLORADO** **BOULDER, CO**  
BS Electrical and Computer Engineering; Pre-Medicine, with focus on Artificial Intelligence
- Other** Proficient Thai. Golf, hockey, snow skiing/boarding, rowing, boxing, travel, reading, philanthropy