

# Asheen A. Phansey

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## OBJECTIVE

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Energetic and ambitious professional who excels at leadership, networking, communication, and creativity, seeking to drive realistic environmentally-sustainable business strategy through a position in business development, product development, or marketing.

## PROFESSIONAL EXPERIENCE

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Aurora Flight Sciences Corporation, Cambridge, MA

Aug. 2007 – May 2008

### Consultant

*Summary: biomimetic technology commercialization serving military applications in the aerospace industry.*

- Analyzed Commercialization Potential and Military Applications for various biomimetic flight technologies for Phase 2 SBIR proposals
- Designed productization plan for Aurora Research & Development Center to develop in-house product commercialization capabilities
- Turned commercialization functions from the RDC's weakness into a competitive advantage

ETEX Corporation, Cambridge, MA

Oct. 2005 – Aug. 2007

### Process Development Engineer

*Summary: team leadership and process engineering for the development of synthetic biomaterials.*

- Led cross-functional team with alliance partners for development of a combination drug product
- Repaired and strengthened relationships with alliance partners following previous failures
- Led manufacturing feasibility, material choice, and packaging design efforts for new products
- Reduced cycle times by up to 85% through process redesign and automation
- Achieved 3- to 4-fold scale-up in packaging process capacity
- Reduced burdened cost of goods sold by up to 40%
- Served as chemical safety officer (RCRA and Mass DOT hazardous waste certifications)

Cadence Pharma, Inc., Bedford, NH

Nov. 2004 – Oct. 2005

### Manufacturing Supervisor

*Summary: second full-time employee of a sterile cleanroom processing company.*

- Designed and implemented systems for metrology, inventory tracking, purchasing, etc.
- Led client site audits and communications with clients and vendors
- Planned and managed production schedules client specifications
- Executed production runs for experimental cancer drugs used in clinical trials
- Trained, supervised, evaluated, and mentored two technicians hired to launch plant operations
- Achieved \$1M in revenues in the first year

BG Medicine, Inc. (f/k/a Beyond Genomics, Inc.), Waltham, MA

Sept. 2002 - June 2004

**Associate Software Engineer**, Bioinformatics  
**Research Assistant**, Applied Proteomics

*Summary: project management, bioinformatics programming, and laboratory work in molecular pharmacology.*

## EDUCATION

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<u>F.W. Olin Graduate School of Business at Babson College</u> , Babson Park, MA	May 2008
<b>Masters in Business Administration</b>	
<i>Summa Cum Laude (top 5%); Technology Management concentration.</i>	
<u>Biomimicry Institute</u> , Missoula, MT	May 2007
<b>Biologist at the Design Table (BaDT) Certification</b>	
<i>Over 50 hours of intensive training in using biological inspiration for material-, process- and product design.</i>	
<u>Cornell University</u> , Ithaca, NY	August 2002
<b>Bachelor of Science in Chemical Engineering</b>	

## LECTURES AND SPEAKING ENGAGEMENTS

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Thunderbird School of Global Management, Glendale, AZ	April 2008
<b>Presentation:</b> "Introduction to Biomimicry for Sustainable Business"	
Cornell University, Ithaca, NY	April 2008
<b>Presentation:</b> "Introduction to Biomimicry for Sustainability in Business and Society"	
State University of New York, College of Environmental Science & Forestry, Syracuse, NY	April 2008
<i>Co-sponsored by the Syracuse Center of Excellence in Environmental and Energy Systems</i>	
<b>Guest Lecture</b> for Prof. Kevin Stack in <i>Innovations in Residential Construction</i>	
EMC Corporation, Southboro, MA	March 2008
<b>Presentation:</b> "Introduction to Biomimicry for Sustainable Product Design"	
Presidio School of Management, San Francisco, CA	March 2008
<b>Guest Lecture</b> for Prof. Hunter Lovins in <i>Principles of Sustainability</i>	
<b>Guest Lecture</b> for Prof. Nathan Shedroff in <i>Sustainable Products and Services</i>	
<b>Presentation:</b> "Biomimicry for Business Sustainability"	
Net Impact "Issues in Depth" Internationally-broadcast Teleconference	February 2008
<b>Teleconference:</b> "Selected Case Studies in Biomimicry for Product Design"	
Net Impact National Conference, Nashville, TN	November 2007
<b>Presentation &amp; Panel Discussion:</b> "Introduction to Biomimicry for Sustainable Design"	
Biologist at the Design Table seminar, Dupuyer, MT	May 2007
<b>Presentation:</b> "Carbon Sequestration Inspired by Nature: Greenhouse Gas as an Untapped Asset"	

## SELECTED ORGANIZATIONS AND PERSONAL INTERESTS

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- **President**, Net Impact Boston (*socially- and environmentally-responsible business*) 2006 – Present
  - Led a team of 18 volunteers from diverse backgrounds
  - Planned and held more than 60 events since Fall 2006
  - Grew membership by 20% to over 100 members
  - Launched Cleantech Dinner series featuring leaders in business sustainability
- **Evening Student Representative**, Graduate Judicial Board, Babson College 2007 – Present
- **Organizer**, Babson Entrepreneurial Energy Expo 2007 & 2008
- **Cornell Engineering Liaison for Boston**, Cornell Engineering Alumni Association 2007 – Present
- **Member**, Cornell Professional Network 2002 – Present
- Eagle Scout; wilderness survival training with over 200 nights camping
- Conversationally proficient in French, Marathi (native to Mumbai, India)
- Voracious reader, avid writer, relentless networker, and irrepressibly passionate person.