SANDESH C. HEGDE
2409 Shakespeare, # 6
Houston, TX 77030
hegdesan@rice.edu
(713) 838-9576

education

2001-2003   **RICE UNIVERSITY, JONES GRADUATE SCHOOL OF MANAGEMENT**   **HOUSTON, TX**
Candidate for Master in Business Administration degree, May 2003.
Equity Analyst, M.A.Wright Fund ($600K in assets); Member of Finance Club, IT Club, and Consulting Club.
Graduate Assistant, Center for Technology in Teaching and Learning

1997-1999   **LAMAR UNIVERSITY**   **BEAUMONT, TX**
Master of Engineering Science - Chemical Engineering; cumulative GPA: 3.9/4.0
Recipient of the Texas Hazardous Waste Management Society Fellowship.
Served as Graduate Students Representative, Staff-Student Relations Committee.

1992-1996   **UNIVERSITY OF PUNE**   **PUNE, INDIA**
Bachelor of Engineering - Chemical Engineering. Graduated in the top 15% of the University.

experience

2002-Present   **HALLIBURTON COMPANY**   **HOUSTON, TX**
Action Learning Project
- Analyzed and developed templates for the various financial models used within the Finance and Development Group for screening, evaluating potential projects, modeling economics, sensitivities and risk management.
- Increased effectiveness by creating a system to track and update models with controlled multi-user access.

1999-2001   **FINANCIAL TECHNOLOGIES INC.**   **MIAMI, FL**
Software Analyst. Designed, developed and unit tested *Investran*, an accounting and portfolio management software for private equity firms. Provided strategic direction for the product. Created value with innovation, services and partnerships. Monitored project schedules, forecasted completion, and ensured on/before-time project implementation.
- Collaborated with a 6-person team to develop the latest version of the application in seven months.
- Enhanced product features (full accounting module, with a double-sided general ledger and portfolio management tracker) resulting in 150% growth in revenues; increased clientele from 25 to 85.
- Analyzed clients' IT requirements and proposed integrated/customized business solutions. Resulted in the creation of a new client solutions business unit, expected to double company's revenues within next two years.
- Reduced client information system downtime during database conversion/upgrades by improving database mappings and repeating mock conversions on client databases before final implementation.

1997-1999   **LAMAR UNIVERSITY, DEPT. OF CHEMICAL ENGINEERING**   **BEAUMONT, TX**
Research Assistant. Developed software applications for Environmental Protection Agency (EPA) and Motiva Enterprises, LA., (Texaco, Shell and Saudi Aramco), to identify, evaluate and quantify sources of benefit, to minimize adverse environmental effects, and maximize yield.
- Studied reactor designs, developed simulation models to evaluate strategic options, and presented insights to senior management from Motiva Enterprises and EPA officials.
- Developed research protocol, administered databases and performed statistical analysis for various ongoing simulation projects.
- Designed and developed a multi-user interface for the Engineering Alumni database. Resulted in better contact with alumni, increasing department's alumni funding for scholarships and research.

1996-1997   **INDOFIL COMPANY**   **BOMBAY, INDIA**
Marketing Manager. Identified and cultivated new business opportunities. Provided fresh impetus to the marketing of software for process industry. Developed a marketing strategy for value creation in the small-scale sector.
- Opened and developed 27 new accounts in one year with potential of $1.5 million increase in sales. Solved industry-specific problems with differentiated solutions.
- Utilized strong market knowledge, product presentation and closing skills to rank in top 10% of the company's sales force (Sense of Purpose Award 1997—for quota achievement and leadership).
- Reduced accounts receivables and reorganized collection functions to achieve improved cash flows.
- Suggested key improvements in software design, documentation, and training which reduced technical support call volume by 30%.
- Initiated research and development programs for various new commercially viable products.

personal   Computer Skills: MS Office, Visual BASIC 6.0, Cold Fusion, SQL Server 7.0/2000, ORACLE 8.x, SQL, Aspen