

## Sample PhD Resume

3710 S. McClintock Ave., Los Angeles, CA, 90089-2905  
phd@usc.edu, (213) 740-9677

### EDUCATION

- Expected May 2018 UNIVERSITY OF SOUTHERN CALIFORNIA (USC) Los Angeles, CA  
**PhD, Aerospace and Mechanical Engineering**  
**MS, Aerospace and Mechanical Engineering**  
Marshall School of Business: Management Consulting, Feasibility Analysis, Investing in New Ventures
- 2010 UNIVERSITY OF CAMBRIDGE Cambridge, UK  
**MS, Advanced Mechanical Engineering**  
Graduated with Distinction (First Class Honors)
- 2008 KHAJE NASIR TOOSI UNIVERSITY (KNTU) Tehran, IR  
**BS, Electrical and Electronics Engineering**  
Ranked 478 out of ~1.2 million students in the national university entrance exam

### EXPERIENCE

- Jan 2017 - Present **USC STEVENS INSTITUTE FOR INNOVATION** Los Angeles, CA  
*Innovation Intern*
- Conducted market research, developed marketing campaigns and identified potential licensee companies for several physical sciences technologies targeting markets between \$500M to \$1B
- Aug 2016 – Jan 2017 **GLOBESPAN** Los Angeles, CA  
*Clean Technology Research Intern*
- Developed and maintained database of financing information of ~ 400 clean technology startups
  - Conducted business feasibility analyses and recommended investment opportunities
- Aug 2013 – Jul 2016 **COMBUSTION KINETICS LABORATORY (USC)** Los Angeles, CA  
*Research Assistant*
- Developed new low-cost solar cell fabrication method to reduce manufacturing costs by a factor of 10
  - Fabricated and tested over 200 solar cells, and created mathematical model using experimental data to simulate fabrication specifications for high energy conversion efficiency
  - Redesigned fabrication method based on experimental and simulation results, and improved energy conversion efficiency from 3% to 10%, matching existing world record
  - Identified sources of uncertainty in fabrication process and corrected process to decrease product defects from over 50% to less than 10%
  - Published results in 5 peer reviewed journals, and presented in more than 10 national and international conferences
  - Defined projects, supervised progress and provided feedback to 9 undergraduate and graduate students
- Aug 2014 – June 2015 **MASSOL (USC based nanotechnology startup)** Los Angeles, CA  
*Adviser*
- Assisted in drafting and presenting pitch and business plan for fundraising from VC firms including KPCB
  - Co-authored proposal that won \$500,000 "PV Incubator Award" from the U.S. Department of Energy (DOE)

Jan 2013 – **NEW EYE PRODUCTIONS**

Los Angeles, CA

June 2013 *Strategy Adviser*

- Worked with team of 3 USC MBA students to develop marketing and risk mitigation strategies for social gaming startup client entering \$2.25B market
- Led team in writing comprehensive business plan for raising VC seed funding

## **LEADERSHIP**

2011-2013 **USC GRADUATE STUDENTS ASSOCIATION**

Los Angeles, CA

*President*

- Raised over \$6,500 from student senate and managed a team of 6 officers to organize and hold social and cultural events

2011-2013 **USC IRANIAN GRADUATE STUDENTS ASSOCIATION**

Los Angeles, CA

*President*

## **SKILLS**

- Languages: Native Persian, Fluent English, Intermediate Kurdish