

**RACHEL SHEINBEIN**  
CMEA Capital  
One Embarcadero Center, Suite 3250  
San Francisco, CA 94111

---

### **PROFESSIONAL EXPERIENCE**

**CMEA Capital, *Energy & Materials Group*, San Francisco, CA** **2008 - present**

**Senior Associate** Responsibilities: deal sourcing, deal evaluation, due diligence, deal negotiation and structuring, deal execution, company building, investment recommendations by sector.

- Evaluated more than 500 companies in the energy and environmental sector, including solar, wind, waste to energy, coal, batteries, renewable fuels, energy intelligence, and water.
- Conducted deep due diligence on 5 companies. Co-led investment for wind generator company; created internal investment memo for CMEA Director approval, negotiated terms and deal documents and filled independent board seat with former Fortune 500 CEO through personal network. Serve as unofficial board observer.
- Created investment positions for team on water, waste to energy, coal, energy intelligence, and oil field services, including market size and opportunity, private investments to date. Resulted in investment theses for CMEA.
- Served on panel for water investing for California-Israel Chamber of Commerce

**Angel Investor** through Keiretsu Forum and as independent **2007 - present**

- Evaluate and screen clean technology start-ups for the Keiretsu angel investment network, the largest angel investor network in North America. Co-chair Women Investing and Supporting Entrepreneurs committee.
- Invested in several companies, including waste recycling and wireless irrigation system. Sourced deals, conducted due diligence, and provide strategic input and connections for companies.
- Served on panel for University of California technology transfer conference and Intel Capital/Clean Tech Open angel investing discussion.

**Independent Consultant** **2007**

Focused on start-ups and worked primarily for clean technology companies.

- Conducted extensive bioplastic material selection & developed supply chain process flow with key inputs/outputs (Bioplastics consumer products company, Green Harvest Technologies, San Francisco, CA)
- Mentored entrepreneurs and strengthened business plan, resulting in them winning second place at the California Clean Technology Open. (Bioplastics packaging company, EarthGuard, Farmington, CT)
- Authored compelling marketing document for start-up, which resulted in it receiving sponsorship from a leading supporter of entrepreneurs in developing countries. (Endeavor, Buenos Aires, Argentina)

**INTEL, Santa Clara, California** **1998-2006**

**Product/Strategy Manager—IT** **2004-2006**

- Architected and executed an innovative, goal-oriented strategy process for 7 organizations with conflicting interests, resulting in prioritized, sequenced, multi-year IT roadmaps (\$15M budget) that are aligned to stakeholders' business drivers.
- Led 60 people from diverse organizations through change management in order to adapt a new planning process, accomplishing a quick adoption, which saved more than 1000 hours of employees' time.
- Trained and coached 60-member organization on strategy tools and their benefits.
- Managed the explore, planning and develop phase of a worldwide assembly/test manufacturing system, using product management and project management principles.
- Implemented performance metric approach that tied business goals to IT projects.

**Purchasing Analyst—Agilent Technologies** (*Intel assignment working at Agilent*) 2003

- Applied Supply Chain Methodology (Inventory, Stock-outs, Service Levels) to a centralized software licensing procurement, saving \$1M. Wrote MIT engineering thesis paper on this work.

**Program Manager—Corporate Environmental, Health & Safety** 1999-2002

- Developed and led corporate program to standardize and automate the environmental business at Intel's manufacturing sites (~12) worldwide, gaining operational efficiencies and reduced emissions.
- Implemented web-based and globally deployed chemical approval system, resulting in major cost savings, streamlined efforts among four departments and recognition at Intel's Manufacturing and Engineering Conference (IMEC).
- Initiated and led a cross-company team for the Semiconductor Industry Association to benchmark emissions and consumption data across the industry. Presented results at the cross-company Semiconductor Environmental Health & Safety Symposium.

**Chemical Engineer—Development Factory** 1998-1999

- Led process engineering for all wastewater systems at the Headquarters' Development factory.
- Managed \$1M waste system's budget and represented facility for cross-factory cost benchmarking.
- Managed project, resulting in process improvements and 70% reduction in liquid waste generation.

**AFFYMETRIX, Inc** Santa Clara, California 1997-1998

**Research Assistant**

- Assisted in the development of a miniaturized and automated DNA preparation cartridge.

**TECHNION—Israel Institute of Technology** Haifa, Israel 1996

**Sponsored Fellowship**

- Studied the effects of mixing and mass transfer on particles' size.

## EDUCATION

**Massachusetts Institute of Technology** 2004

**Masters of Business Administration**, Sloan School of Management

**Masters of Science in Civil and Environmental Engineering**, focused on Operations and Information Systems

- Fellow: Sponsored by Intel Corporation
- Globalization Vision Team: Created the future vision and curriculum changes for leading in a global context
- Consultant: Worked in Brazil with start-up company to improve operational efficiency, using lean principles
- China Trek: Co-organizer of official MIT Sloan trip to China, leading 30 students to visit government officials, leading businesses, and educational institutes

**University of Pennsylvania** 1997

**Chemical Engineering** with minor in Mathematics

- Awards: Graduated Cum Laude, Goddard-Woman Senior Honor Award (awarded to 4 women in each class), Dean's List, Concentration in Environmental Engineering
- Senior Thesis: Designed the optimum environmental and economical waste facility for a PET plant

## PERSONAL PROFILE

- Board Vice President--Expanding your Horizons Network, encouraging girls to pursue science, math, & engineering. Developed strategic plan, leading the implementation.
- Alumni Co-Chair—California Clean Tech Open
- Women at Intel Network: President 2001-2002, Chair Community Outreach 2000, Conference Committee Chair 2005-2006--Received Intel Worldwide Diversity Award and Intel Arizona Multicultural Award
- Toastmasters International speaking club: Treasurer and Awarded leadership and presenter awards.
- Languages: Conversant in Spanish, Basic Hebrew
- Enjoy skiing, traveling, and reading.