

wbs

WARWICK BUSINESS SCHOOL
THE UNIVERSITY OF WARWICK

Full-time MBA Talent Book 2018

For the Change Makers





Find out more about us

Visit our website for the latest information on how WBS can help your business to recruit our talented students, access our cutting-edge business research, or becoming a Corporate Partner.

We're always happy to discuss how WBS can help you.

T +44 (0)24 7657 4862

E recruit@wbs.ac.uk

W wbs.ac.uk/go/recruitment

Join our conversation

 [@warwickbschool](https://twitter.com/warwickbschool)

 wbs.ac.uk/go/joinus

 facebook.com/warwickbschool

 [@warwickbschool](https://www.instagram.com/warwickbschool)

 [warwickbschool](https://www.youtube.com/warwickbschool)

Are you looking
for the future
problem solvers,
value creators and
change makers?
Our MBA students
could be just who
you are looking for

First UK business school to be triple accredited



Full-time MBA, for the world-class

Warwick Business School is one of the UK's top providers of finance and business research and education. Our world-class reputation is reflected in our league table rankings, attracting strong links with the business community.

Our MBA students

Warwick MBA students come to study with us from all over the world, and are shaped by the values of our institution: Curiosity, Restlessness, Openness and Excellence. Our unique core values provide a challenging and innovative learning culture that prepares our students for success in their future careers.

Our faculty produces transformative research that seeks to lead debate and create impact. This research underpins our teaching, helping to develop inquisitive and entrepreneurial minds that will make a positive contribution to your organisation.

While many MBA courses offer optional study tours, at WBS we see the international element as an essential experience for our MBA students' personal development. That's why we have designed a compulsory week long trip to an overseas partner institution as part of one of our required Full-time MBA modules.

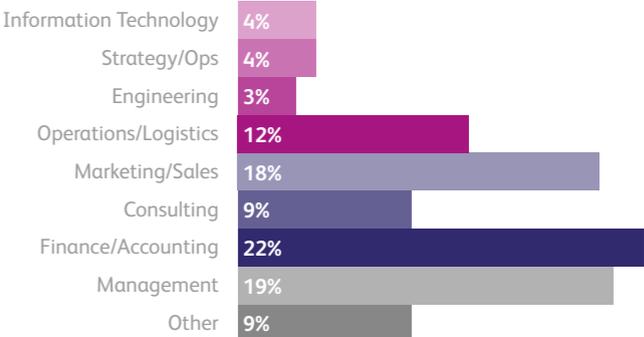
We are also one of the few institutions to offer an assessed module in Leadership, designed to help our students develop the all-important skills required in today's challenging business environment. There is the opportunity for you to commission consultancy projects, or to employ our students as permanent appointments.

Class profile 2017-18

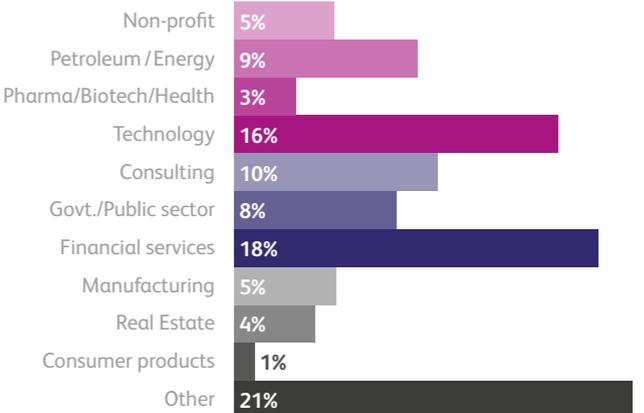
We carefully select each cohort to ensure diversity in terms of country of origin, work experience and industry sector.



Pre-MBA function



Pre-MBA sector



Recruiting our MBAs

Warwick MBA students share our ethos of innovation, entrepreneurialism and professionalism and a drive to make a positive impact on the world. Here are some of the ways you can engage with our highly valued MBA students.

Recruitment presentations

Why not meet our MBAs face-to-face at either our Warwick campus, or WBS London at The Shard? On-campus presentations are one of the most effective ways to promote your brand, share insights into your organisation, and promote opportunities to WBS students. We organise a large employer event at WBS London, as well as bespoke events throughout the year, and are happy to work around your recruitment plans and deadlines.

Employer treks

On-site visits are a dynamic way to engage with our students. Student visits allow you to showcase your organisation, staff, and culture. In turn, students gain a real insight into a day in the life of your company. Student groups can be tailored to suit your organisation.

Student consultancy projects

Student projects are a high-impact opportunity to engage directly with our MBA students. Our MBA students are equipped with the latest business knowledge, theories and practices to help you deliver cutting-edge solutions.

Group projects

Through our LeadershipPlus module, a team of 6–8 MBAs will work for a 3-month period from January 2018, to analyse your business challenge and provide recommendations.

Individual projects

Individual student projects are undertaken for 10–12 weeks over the summer period. We will work with you to define the scope and deliverables of your project, and help manage the student selection process.

Contact us

If you have any questions, or would like to discuss how our MBA students can help your organisation, contact our CareersPlus & Corporate Relations team today who will be happy to help:

T +44 (0)24 7657 4862

E recruit@wbs.ac.uk

W wbs.ac.uk/go/recruitment

Full-time MBA For the Problem Solvers



Azad Aafo

[linkedin.com/in/azadaafo](https://www.linkedin.com/in/azadaafo)

- **Career History:** IT Support, Caritas Diocese of Salford, Manchester, UK
Translator, Snappin' Turtle Productions Limited, London, UK
Administration Manager, Sagrma Co for General Contracting, Iraqi Kurdistan
- **Education Highlights:** MBA, Warwick Business School, UK
BTEC Diploma in Business Administration, Millennium Academy, Manchester, UK
BA English Language and Literature, University of Damascus, Syria
- **Nationality:** Syrian
- **Languages:** Kurdish Kurmanji (native), English (fluent), Kurdish Sorani and Badiny (fluent), Arabic (fluent), Turkish (basic), German (basic)
- **Achievements:**
Managed the IT facilities at Caritas Diocese of Salford which enabled homeless and destitute people access to training, education, housing and employment opportunities. In less than a year, over 35 users found employment at different firms including Amazon.
Translated footage from Arabic and Kurdish into English for the film Refugee, a feature length documentary about the European migrant crisis. Recognised for excellent style in translation among 40 colleagues and was appointed Head Translator after 20 days in the role.
Successfully led a team of 25 to complete oil Well-Pad and Camp Site Installation project, and secured over five contracts (Construction of Drilling Lease, Access Road and Camp Site & Associated Infrastructure) with clients such as Oil Search LTD, Talisman Energy Inc, Chevron, Gulf Keystone Petroleum and Gazprom Neft.



Nur Atiqah Abdul Mutalib

[linkedin.com/in/nur-atiqah-mutalib](https://www.linkedin.com/in/nur-atiqah-mutalib)

- **Career History:** Executive - Strategy Planning Department, Employees Provident Fund (EPF), Kuala Lumpur, Malaysia
Market Research Assistant, Turkish Commercial Office, Kuala Lumpur, Malaysia
Research Assistant, Azmi Burhani Consulting, Kelana Jaya, Malaysia
- **Education Highlights:** MA Conflict Resolution, University of Denver, USA
BA International Studies (specialization in European Studies), University of San Francisco, USA
- **Nationality:** Malaysian
- **Languages:** Malay (native), English (fluent), Spanish (basic)
- **Achievements:**
Established the five-year Rolling Strategy Plan for EPF to ensure the £150 billion pension fund stayed relevant through the implementation of an omni-channel strategy, resulting in customer satisfaction of 14 million members consistently above 97% for the past two consecutive years.
Designed strategic KPIs for all 30 departments in EPF, moving toward outcome-based indicators, thus ensuring that 70% of the KPIs for 2017 scorecard for each department were outcome-based and thus aligned to the organisation's five-year Rolling Strategy Plan.
Successfully promote buying missions between Malaysia and Turkey, resulting in trade volume reaching 1.7 billion in 2011 between the two countries, one of the highest trade volume for the last six years.



Lauren Adamson

[linkedin.com/in/lauren-adamson](https://www.linkedin.com/in/lauren-adamson)

- **Career History:** Technical Expert, TransCanada, Calgary, Canada
Project Engineer, TransCanada, Calgary, Canada
Engineer Intern, Cana Construction, Calgary, Canada
- **Education Highlights:** MBA, Warwick Business School, UK
BSc Civil Engineering with a Biomedical Specialization, University of Calgary, Canada
- **Nationality:** Canadian
- **Languages:** English (native), French (intermediate)
- **Achievements:**
Successfully introduced a new type of valve system for use on a pipeline project which improved operations and resulted in CAD\$44 million of cost savings.
Led an engineering team of 15, and collaborated with internal stakeholders including: Business Development, Indigenous Relations, and Legal to develop one of the largest Canadian regulatory applications for a CAD\$15 billion project.
Managed a team of 120 engineering contractors to complete the early engineering and design work for a CAD\$2 billion project, identified savings which led to a 30% reduction in costs.



Sammeer Addhikari

[linkedin.com/in/SammeerAddhikari](https://www.linkedin.com/in/SammeerAddhikari)

- **Career History:** Clinical Operations project Manager, Serdia Pharmaceuticals Pvt. Ltd., India
Clinical Project Manager, Serdia Pharmaceuticals Pvt. Ltd., India
Manager Medical Affairs and Pharmacovigilance Officer, Solvay-Abbott Pharmaceuticals Pvt. Ltd., India
Medical and Safety Monitor, SIRO Clinpharm Pvt. Ltd., India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Medicine and Bachelor of Surgery (M.B.B.S), JMF's A.C.P.M Medical College, North Maharashtra University, India
- **Nationality:** Indian
- **Languages:** English (fluent), Hindi (intermediate), Marathi (native)
- **Achievements:**
Spearheaded a diversified team of 14 members across seven different countries in South East Asia for a prospective, randomized, international, multi-centric clinical trial with 54,000 patients assessing the clinical impact of adding a metabolic agent to post PCI angina treatment.
Achieved 100% cost optimisation of around US\$0.5 million by outsourcing the medical coding activities to an Indian Contract Research Organisation (CRO).
Built solid and consistent medico-marketing scientific strategic initiatives which led to an incremental growth of US\$7 million for gastroenterology product portfolio in Abbott India Ltd. (formerly Solvay) in three years.



Tanja Alsheimer

[linkedin.com/in/talsheimer](https://www.linkedin.com/in/talsheimer)

- **Career History:** Surveyor, Basel University, Egypt
Deputy Field Director, Academy of Finland, Egypt, Finland
Tourleader, Tourwise Ireland, Ireland
Supervisor, Irish Archaeological Consultancy, Ireland
- **Education Highlights:** MBA, Warwick Business School, UK
Master of Arts, University of Helsinki, Finland
Bachelor of Arts, University of Helsinki, Finland
- **Nationality:** Swedish, Finnish
- **Languages:** Swedish (native), Finnish (fluent), English (fluent), German (intermediate), Arabic (basic)
- **Achievements:**
Supervised the fieldwork and logistics of a €0.5 million research project in Egypt resulting in a new map and understanding of the function of the site. Liaised with Egyptian government co-operation partners over permission to carry out work on the ground.
Surveyed 10 of the 64 tombs in the Valley of the Kings; managed the surveying of tomb nr. 64, the first tomb discovered intact since Tutankhamen which helped create a fuller picture of how the Valley functioned as a whole and the how the different tombs relate to each other.
Managed archaeological operation teams of up to 30 people undertaking archaeological work on 60km of national road development schemes in Ireland. Supervised 40,000sqm of site evaluation and testing, managed archives, post-excavation work and report writing.



Ioannis Apostolopoulos

[linkedin.com/in/ioannis-apostolopoulos](https://www.linkedin.com/in/ioannis-apostolopoulos)

- **Career History:** Consultant, Catalitis, Greece
Structural Engineer, Egnatia Group, Greece
Assistant Site Manager, Stat constructions, Greece
Corporal Engineer, Greek Army Corps of Engineers, Greece
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Civil Engineering and Construction Management, Heriot Watt University, UK
BSc (Hons) Civil Engineering, University of Surrey, UK
- **Nationality:** Greek
- **Languages:** English (native), Greek (native), French (basic)
- **Achievements:**
Undertook four multimillion renewable energy projects which qualified for up to 60% EU subsidies as a result of devising solid business plans for sustainable development focusing on the benefits for the local communities. Ensured 100% customer satisfaction through constant communication with all the participating parties, including state officials, clients and suppliers.
Co-ordinated large scale energy infrastructure contracts. Responsible for a multinational crew of 30+ personnel ensuring 24/7 management of operations, including all commissioning and procurement. Negotiated complex procedures with state officials regarding work permits, land use and local customs department.
Awarded the rank of corporal during my military service as an army engineer due to my excellence performance in a NATO exercise leading a team of 10 engineers in a record time construction of a disposable bridge.



Tariq Arafa

[linkedin.com/in/TariqArafa](https://www.linkedin.com/in/TariqArafa)

- **Career History:** Digital Marketing Manager, NASUWT, Birmingham, UK
Uploader, Guardian Unlimited, London, UK
- **Education Highlights:** MBA, Warwick Business School, UK
CIPR Diploma in Public Relations, PR Academy, UK
Certificate in Digital Marketing, Institute of Digital Marketing, UK
BA Law, University of Sheffield, UK
- **Nationality:** British
- **Languages:** English (native), French (fluent), Arabic (basic), German (basic), Mandarin (basic)
- **Achievements:**
Co-ordinated content development for two major website launches and coached eleven teams on digital best practices. Website reached 120,000 unique visitors per month and was commended for its content at the TUC Communications Awards.
Planned integrated marketing campaigns around key Union events. Obtained two Gold Awards at the 2016 Midlands Pride Awards in the Not-For-Profit Campaign and Best Use of Media Relations categories.
Led a search-marketing strategy which generated revenue of £100,000 through paid search and 20,000 new members in the period 2012-2015.



Andrew Bayne

[linkedin.com/in/andrewbayne](https://www.linkedin.com/in/andrewbayne)

- **Career History:** Plans, Allied Rapid Reaction Headquarters (NATO), Innsworth, UK
Deputy Commander, Operation TOSCA (UN), Cyprus
HR Operations/Plans, 3 (UK) Division, Bulford, UK
Company Commander, Operation HERRICK 13, Helmand, Afghanistan
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Leadership and Management, Portsmouth Business School, UK
MA War Studies, King's College London, UK
BSc (Hons) Biological Science, The University of Edinburgh, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**
Successfully programmed and executed a role conversion cadre budgeted at over £5 million in vehicles and ammunition to achieve its full operating capacity.
Identified and implemented changes to personnel policy in a 24,000 strong organisation, which resulted in efficiency increases equivalent in value to £2.5 million.
Commanded a 184-strong sub-unit on operations to Afghanistan, which required the assignment of clear areas of responsibility, delegation and resource prioritisation in a high-risk environment.



Arthur Bernardes Do Amaral

[linkedin.com/in/arthur-bernardes-do-amaral](https://www.linkedin.com/in/arthur-bernardes-do-amaral)

- **Career History:** Regional Manager - Corporate and Integrated Marketing Communications, Samsung Electronics Latin America, Panama City, Panama
Corporate Communications Executive, Odebrecht Engineering & Construction, Panama City, Panama
Institutional Relations Analyst, Odebrecht Engineering & Construction, Rio de Janeiro, Brazil
Lecturer of International Relations, Pontifical Catholic University, Rio de Janeiro, Brazil
- **Education Highlights:** MBA, Warwick Business School, UK
MSc International Relations, Pontifical Catholic University, Brazil
BSc Social Sciences, Federal University of Rio de Janeiro, Brazil
- **Nationality:** Brazilian, Portuguese
- **Languages:** Portuguese (native), English (fluent), Spanish (fluent)

As Regional Manager in Samsung Latin America, led the Samsung Rio 2016 Olympic Games campaign for Central America and Caribbean markets, generating an increase of 18% year-on-year in brand loyalty.

Generated US\$1.4 million in PR Value through corporate alliances with civil society partners, local NGOs and film festivals and an additional US\$2.1 million in bonuses through budget optimisation of marketing investment in mass media at Samsung.

Led the Panamanian version of the Odebrecht Award for Sustainable Development, increased the number of researchers that applied to the Award by 105% year-over-year (2015 vs 2014).



Dan Boardman-Weston

[linkedin.com/in/dan-boardman-weston](https://www.linkedin.com/in/dan-boardman-weston)

- **Career History:** Head of Portfolio Management, BRI Wealth Management, Coventry, UK
Senior Portfolio Manager, BRI Wealth Management, Coventry, UK
Portfolio Manager, BRI Wealth Management, Coventry, UK
Trainee Portfolio Manager, BRI Wealth Management, Coventry, UK
- **Education Highlights:** MBA, Warwick Business School, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Run over £300 million portfolio of assets and delivered an excess return of 19% over six years which outperformed industry standards.

Awarded West Midlands Young Director of the Year by the Institute of Directors at the age of 23 in 2016.

Collaborated with the Chief Operating Officer to deliver new Dealing and Custody systems and processes that will lead to over £800,000 of cost savings over a five year period.



Jinu Chacko

[linkedin.com/in/jinuchacko](https://www.linkedin.com/in/jinuchacko)

- **Career History:** Manager, Operations, Flatworld Solutions, Bangalore, India
Assistant Manager, Operations, Flatworld Solutions, Bangalore, India
Team Leader, Charter Mercantile, Cochin, India
Process Coach – Technical Associate, GENPACT, Hyderabad, India
- **Education Highlights:** MBA, Warwick Business School, UK
BA Economics, Mahatma Gandhi University, Kerala, India
- **Nationality:** Indian
- **Languages:** English (fluent), Hindi (fluent), Malayalam (native)
- **Achievements:**

Led the Operations, Transition and Vendor management teams to ensure service delivery of 50+ Global clients including Allstate, Metler Toledo, Fossil Group and Insideview, contributing 40% of the Business Process Management Group's annual revenue.

Conducted 'Process Excellence' drive and coached 500 Project Managers, Team Leaders and Project Leads on Lean and Six sigma tools, which improved overall vendor productivity by 35%.

Attained Business Reference letter from India's largest E-commerce conglomerate; Flipkart, for onboarding and retaining 5000+ High Value Sellers which enabled Flatworld Solutions to win four new clients from the E-commerce arena.



Ramon Chatpatanagul

[linkedin.com/in/ramon-chatpatanagul](https://www.linkedin.com/in/ramon-chatpatanagul)

- **Career History:** Assistant Manager, Financial Reporting, Prudential Life Assurance, Thailand
Senior Associate, Assurance Services, PwC, Thailand
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Accountancy (Hons), Chulalongkorn University, Thailand
- **Nationality:** Thai
- **Languages:** Thai (native), English (fluent)
- **Achievements:**

At Prudential Life Assurance managed a £29 million dividend payment project. Identified and monitored the key processes, which led to approval from the regulators on the dividend remittance.

Successfully implemented worksheet of derivatives and investment assets of Prudential Life Assurance, amounting to approximately £1.7 million, which reduced the time to make journal entries from one day to two hours.

Passed CPA (Certified Public Accountant), supervised the audit of a limited company with assets of £39 million and seven subsidiaries, and submitted financial statements to SEC within tight deadlines.



Ranvir Cheema

[linkedin.com/in/ranvircheema](https://www.linkedin.com/in/ranvircheema)

- **Career History:** Senior Project Fellow – ONGC Energy Centre, Delhi, India
Junior Project Fellow – ONGC Energy Centre, Delhi, India
- **Education Highlights:** MBA, Warwick Business School, UK
B.Tech Mechanical Engineering with Specialisation in Energy, VIT University, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (fluent), Punjabi (fluent)
- **Achievements:**

Negotiated with the State Government and village elders to set up a test project for hydrokinetic turbine in the river Ganga. This resulted in the successful testing of the first prototype (Hydrokinetic turbine) our team at ONGC Energy centre had developed and brought the company a step closer to providing decentralised power to small villages around the country.

Led a team of three to setup a data-collecting centre at the hydrokinetic prototype test site, which led to successful data collection during testing of the Hydrokinetic turbine. This data was then used to develop the turbine further and to increase its efficiency.

Led a team of two, designed, simulated and fabricated a floating weir to increase incident velocity on a hydrokinetic turbine, which increased the power production of the turbine by 400%.



Peichun Chen

[linkedin.com/in/peichunchen](https://www.linkedin.com/in/peichunchen)

- **Career History:** Global Account Manager, BlueScope Buildings (BHP), China
Development Manager, (BHP), China (Hong Kong /Macau)
Sales Manager, TAK Products & Services Pte, Co., China
Salesman, TAK Products & Services Pte, Co., China
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Guangdong Pharmaceutical University, China
- **Nationality:** Chinese
- **Languages:** Mandarin (native), Cantonese (native), English (fluent)
- **Achievements:**

As global account manager of BlueScope (BHP), coordinated the sales team to establish and develop a relationship with Carlsberg Group, which subsequently became one of BHP's key accounts worth 80 million RMB during the period of 2015 to 2017.

Led the BlueScope sales team of 100 in four branches in China to complete large projects including Carlsberg, P&G, Wrigley, Colgate and Budweiser factories, resulting in 40 million RMB sales volume every year.

As the sales manager of TAK, a leading global brand of high pressure laminates, successfully developed the market in Hong Kong, Shanghai and Guangdong region, launched the Shanghai Office and recruited the national sales team of 12 to achieve 10-15 million RMB sales target every year.



Chintada Bala Sundar

[linkedin.com/in/sundarchintada](https://www.linkedin.com/in/sundarchintada)

- **Career History:** Medical Officer, Government of Andhra Pradesh, Primary Health Centre, Srikakulam District, Andhra Pradesh, India
Assistant Commandant (Medical Officer), Central Reserve Police Force, Composite Hospital, Bhubaneswar, India
Civil Assistant Surgeon, Government of Andhra Pradesh, E.G District, Andhra Pradesh, India
Civil Assistant Surgeon, Government Of Andhra Pradesh, Area Hospital, E.G District, Andhra Pradesh, India
- **Education Highlights:** MBA, Warwick Business School, UK
PG Diploma in Hospital and Healthcare Management, Symbiosis University, India
M.B.B.S, Rangaraya Medical College, Rangaraya Medical College, India
- **Nationality:** Indian
- **Languages:** Telugu (native), English (fluent), Hindi (intermediate)
- **Achievements:**

Received written commendation certificate from Inspector General (Medical), Central Reserve Police Force, India for providing best patient care and containment of Malaria.

Led a team of 67 members in the Primary Health Centre, Ponnada for the past two and half years and the health centre is graded as one of the best primary health centres in the state of Andhra Pradesh. The health centre has consistently received A grade (best grade in the grading system) for the last two years.

Played instrumental role in reducing the infant mortality rate in our primary health centre area, covering a population of 40,000, to 19/1000 in two years whereas the national average is 40/1000.



Ivan Chow

[linkedin.com/in/chowivan](https://www.linkedin.com/in/chowivan)

- **Career History:** Manager - Financial Services, KPMG, Hong Kong
Private Equity Investment Associate, STI Asset Management, Hong Kong
Senior Associate - Financial Services, Ernst & Young, Hong Kong
- **Education Highlights:** MBA, Warwick Business School, UK
Certified Public Accountants (CPA), Hong Kong
Bachelor of Business Administration, The Hong Kong Polytechnic University, Hong Kong
- **Nationality:** Chinese
- **Languages:** Cantonese (native), English (fluent), Mandarin (fluent)
- **Achievements:**

Successfully implemented overseas Fintech expansion plan of a top global e-commerce group, including relevant license application, internal control policies preparation and regulatory compliance review.

Managed compliance, audit and accounting projects for private equity funds and hedge funds with total assets under management over US\$1 billion, leading a team of 20 and generating income of over US\$800,000.

Participated in top management negotiations with existing and potential clients, approached over 30 potential clients and achieved a conversion rate of 30%.



Ninjbadam Enkhbaatar

[linkedin.com/in/ninjbadam-enkhbaatar](https://www.linkedin.com/in/ninjbadam-enkhbaatar)

- **Career History:** Sales & business relationship Manager – Co-brand cards, Trade and Development Bank (TDB), Mongolia
Sales & business relationship manager – International cards, TDB, Mongolia
Executive Assistant to the President and CEO – Administration and Human Resource Department, TDB, Mongolia
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Business Administration, Financial management, University of Finance and Economics, Mongolia
Associate of Arts, Edmonds Community College, USA
- **Nationality:** Mongolian
- **Languages:** Mongolian (native), English (fluent), Russian (fluent), French (basic)

■ **Achievements:**

Represented TDB bank, as part of a team of four in the Visa Global Challenge 2016, placed 4th out of a total of 245 teams from different countries, and 1st in a league of 12 teams.

Initiated and created a web site for women, in connection to the Lady Loyalty payment card, which promoted the activities of the partnering organisations, including beauty salons, restaurants, boutiques and luxury brand shops. The website increased the number of cardholders by 14% and participating companies by 35%.

Led a team of six to launch “Innovation” a newsletter on the latest developments in technology and fintech e.g. generation characteristics, mobile banking, new payment methods, e-commerce and TDB online banking, to update and inform 1,900 TDB employees.



Monica Galvis

[linkedin.com/in/monicalgalvis](https://www.linkedin.com/in/monicalgalvis)

- **Career History:** Transfer Pricing Senior Consultant – International Tax, EY, New York, USA
Transfer Pricing Senior Consultant – International Tax, Deloitte, Santiago, Chile
Transfer Pricing Junior Consultant – International Tax, EY, Bogota, Colombia
- **Education Highlights:** MBA, Warwick Business School, UK
BSc Finance and International Relations, Externado University, Colombia
- **Nationality:** Colombian
- **Languages:** English (fluent), French (basic), Spanish (native)

■ **Achievements:**

Budgeted a multi-scenario model for 47 countries as part of a competitive bid for a global documentation project for a US-based multinational; won the project valued at US\$1.4 million.

Performed tax modelling and supply chain analysis for a US-based multinational resulting in US\$62 million tax savings for the client; overall project valued at US\$3 million.

Increased profitability on a two-year concurrent write-off global documentation project which resulted in over US\$20,000 of credit in favour of EY.



Vishesh Goel

[linkedin.com/in/vishesh-goel](https://www.linkedin.com/in/vishesh-goel)

- **Career History:** Project coordinator, Jaguar Land Rover, Gaydon, UK
Technical Team Leader, Tata Technologies Limited, Pune, India
Senior Software Engineer, Infosys Technologies Limited, Mysore, India
- **Education Highlights:** MBA, Warwick Business School, UK
B.Tech (Mechanical Engineering), Uttar Pradesh Technical University, Lucknow, India
- **Nationality:** Indian
- **Languages:** English (native)

■ **Achievements:**

Implemented a fully automated system of rivet and stud generation on vehicle surfaces, which saved £10,000 annually and generated 800 rivets per vehicle at Jaguar Land Rover. This system was also recognised and awarded at the Tata global Innovista awards.

Managed a team of eight design engineers across India and the UK for the development of knowledge based engineering solutions which saved US\$20,000 per year and won the best project team and employee of the quarter award at Tata Technologies.

As Senior Software Engineer, awarded the Boeing Pride award for customer satisfaction three years in a row for the delivery of 25 applications annually across their global sites.



Trevor Guile

[linkedin.com/in/trevor-guile](https://www.linkedin.com/in/trevor-guile)

- **Career History:** Warehouse Manager, Estee Lauder Companies, Toronto, Canada
Procurement and Contracting Officer, Directorate of Maritime Procurement, Ottawa, Canada
Logistics Officer, Royal Canadian Navy, Halifax, Canada
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Operations and Supply Chain Management, University of Liverpool, UK
Bachelor of Business Administration, Royal Military College of Canada, Canada
- **Nationality:** Canadian
- **Languages:** English (native), French (fluent)

■ **Achievements:**

Collaborated with global supply chain partners to successfully implement a key rationalisation project across two production sites, which increased warehouse capacity by 8% through just in time ordering and shipping and disbursement of stagnant inventory.

As Logistics Officer, led a department of 32 on a Combined Task Force anti-piracy mission with HMCS TORONTO in the Indian Ocean, which culminated in the largest drug seizure in maritime history.

Spearheaded a lean business plan to restructure food production operations across Canadian Forces Base Halifax, which streamlined logistics and operating costs and returned an annual cost saving of CAD\$500,000.



Noor Alam Hakimayar

[linkedin.com/in/nooralamhakimayar](https://www.linkedin.com/in/nooralamhakimayar)

- **Career History:** Deputy Team Leader & Private Sector Development Adviser, UK Dept. for International Development (DFID), Kabul, Afghanistan
Private Sector Development Adviser, UK's (DFID), Kabul, Afghanistan
Private Sector Development Manager, Development Alternative Inc (DAI), Jalalabad, Afghanistan
Deputy Private Sector Development Manager, DAI, Jalalabad, Afghanistan
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Business Administration, Finance, Kardan University, Kabul, Afghanistan.
- **Nationality:** Afghan
- **Languages:** Pashto (native), English (fluent), Dari (fluent), Arabic (fluent), Urdu (intermediate)

■ **Achievements:**

As Deputy Team Leader and Private Sector Development Adviser in DFID, led a team of eight to design and implement initiatives that created more than 200,000 jobs for low income Afghans and generated income of over US\$200 million in five years.

Managed the day to day operations of Key programmes driving economic growth in Afghanistan that attracted over US\$100 million in new investment including FDI.

Influenced the government to create a vision for the private sector including mandating a senior team to drive business reforms to improve investment climate and promote Public Private Partnerships (PPPs) which resulted in creation of the Central Project Authority and the first ever PPP law in the country.



Ollie Hazledine

[linkedin.com/in/ollie-hazledine](https://www.linkedin.com/in/ollie-hazledine)

- **Career History:** Navigating Officer, MCM 1 Crew 5, Royal Navy, UK
Gunnery Officer, HMS SEVERN, Royal Navy, UK
Researcher, Debt Relief Team, Department for International Development, London, UK
Special Advisor to the Defence Attache, Embassy of the Republic of Korea, London, UK
- **Education Highlights:** MBA, Warwick Business School, UK
Standards of Training Certification and Watch keeping for Seafarers (STCW) 95 - Unlimited Tonnage
CMI Level 6 Certificate in Leadership and Management
BSc Econ (Hons) International Politics and Strategic Studies, University of Wales, Aberystwyth

- **Nationality:** British
- **Languages:** English (native)

■ **Achievements:**

As Navigating Officer, led a team of 10 through a six week challenging pre deployment assessment period, awarded a Very Satisfactory grading prior to a six month operational tour to the Arabian Gulf.

Trained eight Naval Officers to attain their professional watch keeping and navigation qualification, which allowed them to navigate any ship in the Royal Navy.

As Gunnery Officer and Senior Boarding Officer restructured training of inspection boarding operations which increased detection and prosecution of infringements of UK and EU salvage and fisheries maritime law by 20%.



Syed Asad Hussain

[linkedin.com/in/s-asad-hussain](https://www.linkedin.com/in/s-asad-hussain)

- **Career History:** Relationship Associate – Commercial Banking Department, Standard Chartered Bank Pakistan Limited (SCBPL), Pakistan
Assistant Manager – Credit Risk and Policy Department, United Bank Limited (UBL), Pakistan
- **Education Highlights:** MBA, Warwick Business School, UK
Credit Risk Curriculum (CRC) Certification, Standard Chartered Bank, UK
Chartered Financial Analyst (CFA) Level 2, CFA Institute, USA
BBA, Institute of Business Administration, Pakistan

- **Nationality:** Pakistani
- **Languages:** Urdu (native), English (fluent), French (basic)

■ **Achievements:**

Executed four offshore financing deals resulting in asset deployment of US\$20 million and revenue generation of US\$280,000. Achieved 40% of annual target in the first quarter of 2017 and reduced client's financing cost by 15% on the overall financing deal.

Presented recommendations for re-structuring the department to the Head of Commercial Banking. Introduced Credit Analyst and Client Coverage Manager Roles, which improved client servicing and management efficiency.

Spearheaded a multi-departmental team from corporate business, corporate credit risk and credit policy departments to revamp the Business Credit Application template, which led to significant improvement in quality of applications and improved turnaround time of approvals by 20%.



Lee Grant Hutchinson

[linkedin.com/in/lee-hutchinson](https://www.linkedin.com/in/lee-hutchinson)

- **Career History:** Head - Absa Development Company, Barclays Africa LTD, Johannesburg South Africa
Vice President - Equity Investments, Absa Capital, Johannesburg, South Africa
Senior Associate, CBA Capital Partners, Johannesburg, South Africa
Corporate Finance Executive, Brait South Africa LTD, Johannesburg, South Africa

- **Education Highlights:** MBA, Warwick Business School, UK
BComm Management Sciences, Stellenbosch University, South Africa

- **Nationality:** South African / British
- **Languages:** English (native) / Afrikaans (fluent)

■ **Achievements:**

Implemented the first three phases of £80 million Chief Mogale Integrated Housing Project which resulted in 9,600 affordable housing opportunities. As Turnkey contractor managed, inter-alia, the completion of funding and development agreements with both Public and Private Sector, appointment of professional teams and contractors.

Developed a revised strategy for Absa DevCo and its subsidiaries and implemented the subsequent operational and financial restructuring. The consolidation of operations into a single entity, disposal of non-core assets and rationalisation of expenses returned Absa DevCo to profitability having operated at loss for the previous four financial years.

Established Brait Sponsors (Pty) Ltd as a stand-alone entity and developed a sustainable client base, subsequently appointed as Managing Director. Highlights included Brait being appointed as transactional sponsors and corporate advisors for delisting of EC Hold Limited and IOTA Financial Services Limited from the Johannesburg Stock Exchange.



Antonia Instone

[linkedin.com/in/AntoniaInstone](https://www.linkedin.com/in/AntoniaInstone)

- **Career History:** Pastoral Care and Events Team Leader, Iwerne Holidays, The Titus Trust, UK
Short Term Mission and Projects Programme Co-ordinator, Crosslinks UK
- **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons) in Combined Social Science, University of Durham, UK
- **Nationality:** British
- **Languages:** English (native), Spanish (intermediate), French (basic)
- **Achievements:**

Recruited, led and mentored an annual leadership team of over one hundred volunteers at Iwerne Holidays to provide excellent pastoral care for hundreds of young people participating in activity holidays.

Effectively planned and implemented key best practice safeguarding policy and procedure across the Titus Trust, which ensured the safety and well-being of every child and reduced both time and costs by over 50%.

Strategically developed the short term mission programme at Crosslinks by initiating and developing new placement opportunities, effective publicity and networking which doubled the number of successful volunteer placements overseas in three years.



Leen Issa

[linkedin.com/in/leenissa](https://www.linkedin.com/in/leenissa)

- **Career History:** Business Manager & Projects Coordinator - COO Office, Capital Bank, Amman, Jordan
Project Officer, Caritas Jordan, Amman, Jordan
Program Coordinator, Think Factory 612, Amman, Jordan
- **Education Highlights:** MBA, Warwick Business School, UK
BA in Business Management, The University of Jordan, Jordan
- **Nationality:** Jordanian
- **Languages:** Arabic (native), English (fluent), French (fluent), Italian (basic)
- **Achievements:**

Worked cross functionally with the Chief Operating Officer to monitor the implementation of the ATM Modernisation project worth US\$90,000, which received the "Best value added services offered on ATM" award from Emerging Market Payments (EMP) in 2016.

Co-ordinated a team of 12 to ensure the successful implementation of two education projects worth US\$2 million, as a result, 80% of the refugee students that were part of the project were successfully enrolled in formal schools in Jordan, and Caritas Jordan won the US government bid for further funds worth over US\$4 million.

Acquired detailed knowledge on the INEE Minimum Standards (Inter-Agency Network for Education in Emergencies) and was subsequently selected by the Education Sector in Jordan to run knowledge transfer sessions to 100 employees working in the non-profit sector which increased their awareness by 30%.



Mayank Kapoor

[linkedin.com/in/camayankkapoor](https://www.linkedin.com/in/camayankkapoor)

- **Career History:** Audit Senior, Deloitte, Gurgaon, India
Audit Senior Assistant, Deloitte, Gurgaon, India
Analyst, Consulting & Auditing, Virender K. Kapoor & Co., New Delhi, India
Senior Accountant, Consulting & Auditing, Virender K. Kapoor & Co., New Delhi, India
- **Education Highlights:** MBA, Warwick Business School, UK
Chartered Accountant, Institute of Chartered Accountants of India, India
Masters in Commerce, University Of Delhi, India
Bachelors in Commerce (Hons.), University Of Delhi, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent), Punjabi (intermediate)
- **Achievements:**

Partnered with the Deloitte UK Team to develop a business model for re-engineering the financial testing process which reduced the audit process time by 15%.

Analysed and revised the financial reporting templates for a financial analysis division to improved accuracy, eliminate redundancies, and integrate cross team functionality which decreased the operational time by 30%.

Successfully led a team of five Chartered Accountants for an audit project of an Indian public sector bank with net worth of US\$700 million.



Ishaan Kesaria

[linkedin.com/in/ishaank](https://www.linkedin.com/in/ishaank)

- **Career History:** Senior Manager Finance & Operations - Fine Food Products, New Mumbai, India
Business Operations Manager - Fine Food Products, New Mumbai, India
- **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons), International Business Management, Oxford Brookes University, UK
- **Nationality:** Indian
- **Languages:** English, Gujarati, Kutchi (native), Hindi, Marathi (fluent), Punjabi, Urdu (intermediate), Spanish (basic)
- **Achievements:**

Led the Accounts and Finance teams to forecast, monitor and regulate the business cash flow and departmental budgets, which resulted in faster and more effective decision-making. Managed a part of the firm's liquid budget, which accounts to £360,000.

Developed various production and procurement models, to boost efficiency and successfully reduced manufacturing and processing times by approximately 66% across the firm's supply chain.

Conducted and analysed market research, recalibrated existing and launched new products and services by identifying gaps in the market and which gained the company first mover advantage.



Mourad Ketir

[linkedin.com/in/mourad-ketir](https://www.linkedin.com/in/mourad-ketir)

- **Career History:** Senior Risk Analyst, Chubb Insurance Continental Europe, Paris, France
Group Financial Security Compliance Officer, BNP Paribas, Paris, France
IT Operational Permanent Controller, BNP Paribas CIB, Paris, France
Operational Risk Analyst, BNP Paribas Securities Services, Luxembourg
- **Education Highlights:** MBA, Warwick Business School, UK
MA Audit and Banking Risks, Epitech, Paris, France
MA Political Sciences specialised in Risk Management, Université Paris Nanterre, France
- **Nationality:** French
- **Languages:** French (native), English (fluent)
- **Achievements:**
Supervised implementation of new Chubb Risk Management IT platform for Continental Europe area by listing controls and risks, designing user documentation and providing training sessions in over nine countries.
Established specific IT Support control plans and initiated the historical incidents framework required by the Basel Accords for EMEA area of BNP Paribas Corporate Banking.
Led a strategic analysis on insurance solutions for banking operational risks with the objective to comply with Basel requirements while reducing unexpected risk losses by negotiating planned annual premium fees.



Neeraja Krishnadas

[linkedin.com/in/neerajakrishnadas](https://www.linkedin.com/in/neerajakrishnadas)

- **Career History:** Staff Consultant, Oracle Financial Services Software, India
Associate Consultant, Oracle Financial Services Software, India
- **Education Highlights:** MBA, Warwick Business School, UK
B.E Telecommunication Engineering, Visvesvaraya Technological University, India
- **Nationality:** Indian
- **Languages:** English (fluent), Hindi (fluent), Malayalam (native), Tamil (basic), Kannada (basic)
- **Achievements:**
Managed the migration of the legacy system of our client, Joint Development Bank, to our banking product Flexcube, while based at their site in Laos.
Conducted formal training programme for senior management teams of BMI and PTBC banks in Jakarta, Indonesia, the first junior member in the team to be given this opportunity, as recognition of excellent communication and presentation skills.
Recognised by the Director, Asia Pacific Region Team, for sole responsibility for managing client communication for XAC Bank, Mongolia. Received the We-Applaud award, given to 10 out of 200 colleagues in the region.



Harika Kuppili

[linkedin.com/in/harikakuppili](https://www.linkedin.com/in/harikakuppili)

- **Career History:** Assistant Manager – Financial Service Analytics, Genpact, Banaglore, India
Consultant – Financial Service Analytics, Genpact, Banaglore, India
Business Analyst– Industrial Manufacturing Services, Genpact, Bangalore, India
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Tech, Information Systems, Birla Institute of Technology and Science Pilani, India
- **Nationality:** Indian
- **Languages:** Telugu (native), English (fluent), Hindi (fluent)
- **Achievements:**
Pitched, designed and single-handedly developed an automated tool to predict the usage rate for incoming customers which gave a productivity impact of US\$0.2 million based on the Lean Integration quality technique to the GE Transportation team.
Launched an analytical tool which rebuilt a process flow by automating redundant steps and reduced the turnaround time of the process by 96.5%.
Introduced a new metric to calculate failure trends and predict demand in Manufacturing Analytics. Developed a process to incorporate the new metric, generating a productivity of US\$0.5 million based on a Six Sigma Quality technique.



Sun Kwon

[linkedin.com/in/sunakwon](https://www.linkedin.com/in/sunakwon)

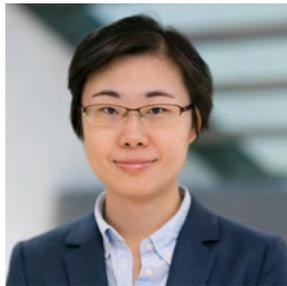
- **Career History:** Senior Procurement Specialist, Daewoo Shipbuilding & Marine Engineering (DSME), South Korea
Lead Procurement Specialist, DSME, Houston, Texas, USA
Procurement Specialist, DSME, Houston, Texas, USA
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Science, Natural Sciences, University of Texas at Austin, USA
- **Nationality:** American
- **Languages:** English (native), Korean (native), Spanish (basic)
- **Achievements:**
Resolved contractual claims due to defects in suppliers' equipment which saved the company US\$3 million.
Completed the Purchase Order Closeout processes for over 260 contracts ranging from US\$1 million to US\$50 million in one year before final project completion. This ensured timely payment to suppliers and avoided significant late payment penalties.
Recovered over US\$500,000 by investigating contracts subject to scope reduction and negotiating credits with suppliers.



Vishal Lakhotia

[linkedin.com/in/vishallakhotia](https://www.linkedin.com/in/vishallakhotia)

- **Career History:** Production, Finance and Compliance Manager, AKE Exporter Private Limited, Kolkata, India
Article trainee at Satish Kumar Gupta & Associates, Kolkata, India
- **Education Highlights:** Chartered Accountant, Institute of Chartered Accountants of India, India
Bachelor of Commerce (Honours), St. Xavier's College (Autonomous) Kolkata, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent), Bengali (basic)
- **Achievements:**
Introduced the use of Taylor's Differential Piece Rate system for production management, which improved the efficiency of workers by 25%.
Researched and purchased a customised software for design and pattern making, and developed cost sheets, which resulted in a decrease in product cost by 20% due to more accurate measurement and costing.
Improved company compliance by introducing internal controls, and regular internal checks, resulting in reduction of cost of compliance by 15%.



Le Mi

[linkedin.com/in/le-mi](https://www.linkedin.com/in/le-mi)

- **Career History:** Supply Chain Planning Manager, Alibaba Group, Hangzhou, China
Project Manager, Amazon.com, Beijing, China
Senior Business Analyst, IVIS Group, Beijing, China
Instock Manager, Amazon.com, Beijing, China
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Engineering, Computer Science and Technology, Shanxi Normal University, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent), Japanese (basic)
- **Achievements:**
Led a team of seven to implement the Central Distribution Centre solution for small and medium-sized major appliance sellers on Tmall.com, which contributed £98.85 million increase to Gross Merchandise Volume of Tmall Major Appliance in 2016.
Drove optimisation of stock structure and enhancement of stock turnover resulting in 32.8% decrease of operation costs for the major appliance department of Tmall.com in 2015, by managing overall Supply Chain operation efficiency (including forecasting, planning, stock up, warehousing, distribution and after-sales).
As Project Manager, led operation teams in China (including Fulfilment Centre, Process Engineer, Learning, Facility and Supply Chain) and collaborated with global project teams to launch Warehouse Deals in six Fulfilment Centres for 24 Product Lines and three Inventory Owner Groups which generated revenue of £1.55 million for Amazon China in 2014.



Yun Ling

[linkedin.com/in/yunlingeileen](https://www.linkedin.com/in/yunlingeileen)

- **Career History:** Co-founder, Xi'an Qingshan Business Information Consulting company, Xi'an, China
General Manager Assistant, Xi'an Dongao Biotech Co., Ltd., Xi'an, China
General Department Manager, Jiangnan Oilfield Credit Petroleum Engineering Technology (Wuhan) Co., Ltd., Xi'an, China
Management Trainee, Jiangnan Oilfield Credit Petroleum Engineering Technology (Wuhan) Co., Ltd., Xi'an, China
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Civil Infrastructural Engineering and Management, The Hong Kong University of Science and Technology, Hong Kong
BEng, Civil Engineering, Beihang University, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent), Cantonese (fluent), French (basic)
- **Achievements:**
Established cooperative relationship with travel agencies and photographic studios in more than 20 cities around the world that resulted in £69,000 increased turnover.
Led a team of seven from different departments to take part in the Fourth China Innovation and Entrepreneurship Competition with company's patent. Won third prize and gained access to financing for £350,000.
Improved production efficiency by 15% and safety of information storing by introducing a production control and management ERP system.



Jean-Paul Ludig

[linkedin.com/in/jeanpaulludig](https://www.linkedin.com/in/jeanpaulludig)

- **Career History:** Transition Project Manager, Evalueserve, London, UK
Transformation Project Manager, Freshfields Bruckhaus Deringer, London, UK
Project Manager/ Programme Support, WS Atkins, Epsom, UK
Project Manager, Merrill DataSite, London, UK
- **Education Highlights:** MBA, Warwick Business School, UK
Certified PRINCE2 Practitioner
MSc Project Management, Lancaster University, UK
BA (Hons), Organisation, Work & Technology, Lancaster University, UK
- **Nationality:** Luxembourgish
- **Languages:** Luxembourgish (native); German (fluent); French (fluent); English (fluent)
- **Achievements:**
Led the restructuring project of an underperforming business unit, 94% of the 90 employees were placed in new roles within the organisation and 60% of the technological infrastructure was reused. 96% of profitable clients were retained and transitioned to new business units.
Managed the transition of the research services valued just over £400,000 annually to offshore teams for a UK professional services client. This included on boarding the new teams in India and Romania, implementing a new technical infrastructure and governance structure to guide the relationship.
Successfully led the implementation of a new Customer Relationship Management system to 600 users across 13 EMEA offices. The project included technical deployment, communication and coaching for all users and follow up activities to ensure commitment from users.



Jörg Maas

[linkedin.com/in/joergpmaas](https://www.linkedin.com/in/joergpmaas)

- **Career History:** CEO, Foundation Conecta, Dorsten, Germany
Director, EcoConstruct SAS, Cali, Colombia
CEO, Alianza GmbH, Cologne, Germany
CEO, JPMv Asset Management, Cologne, Germany
- **Education Highlights:** MBA, Warwick Business School, UK
Diploma Biology, University of Cologne, Germany
- **Nationality:** German
- **Languages:** German (native), English (fluent), Spanish (fluent)
- **Achievements:**

Developed a unique, effective and low cost ecological cooling system for Colombian real estate, which will enable EcoConstruct SAS to sell their eco-cooled apartments at the same price as competitors' apartments without a cooling system.

Improved a client searching software for Sales Agents of Unitymedia NRW GmbH, a German cable television company, which reduced work preparation time by 80% and accelerated sales revenues by more than 30%.

Managed a team of three scientists and established a new rating system for young biotechnological companies and their products at JPMv Asset Management. The rating system helped to find investment opportunities and evaluate young biotech companies for a Dutch Venture Capital company.



Kiran Mal

[linkedin.com/in/kiranmal](https://www.linkedin.com/in/kiranmal)

- **Career History:** Project Support, John Lewis, Milton Keynes, UK
Business Analyst, British Broadcasting Corporation, London, UK
Business Analyst, Bedford County Council, Bedfordshire, UK
Consultant, White Point, UK, Bedford, UK
- **Education Highlights:** MBA, Warwick Business School, UK
Level 5 Management & Leadership (Outstanding Achievement), Chartered Management Institute, Bedford, UK
Prince2, Knowledge Academy, UK
- **Nationality:** British
- **Languages:** English (native), Punjabi (fluent), Hindi (basic)
- **Achievements:**

Collaborated with internal and third party fulfilment suppliers to analyse the supply chain process within the luxury goods section of the John Lewis Partnership. Revised data collection methods which improved the quality of data by 40%, reduced the failure rate of shipped products and the escalation of complaints.

As a Business Analyst at the BBC, liaised with senior heads of service, the commercial teams, subject matter experts and external suppliers, to create a governance document. This was used across the organisation as a standard to build software applications ensuring quality, best practices and compliance, which were woven in to meet the industry standards.

Founded and launched White Point: a consultancy specialising in digital imaging; audited, analysed and delivered projects valued up to £10,000 for the Metropolitan Police, Royal Navy, Moorfields Eye Hospital and Ede and Ravenscroft amongst others.



André Matos

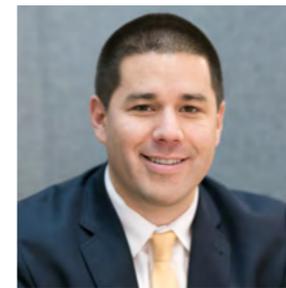
[linkedin.com/in/moreiramatos](https://www.linkedin.com/in/moreiramatos)

- **Career History:** Process Engineer, Jaguar Land Rover, Gaydon, UK
Industrialization Engineer, Bosch, Braga, Portugal
- **Education Highlights:** MBA, Warwick Business School, UK
Masters in Mechanical Engineering, University of Minho, Portugal
Advanced Course - Applied Mathematical Optimisation for Science and Engineering (420h), University of Minho, Portugal
- **Nationality:** Portuguese
- **Languages:** Portuguese (native), English (fluent), French (basic), Spanish (basic)
- **Achievements:**

Managed the Lessons Learnt process in a Jaguar car line resulting in over 65 engineering improvements, which are estimated to save £2.1 million over four years.

Established and led an improvement project that increased the accuracy of the forecast of the manufacturing time of a Jaguar car line by 33%, which enabled more accurate budgeting and manpower planning.

Increased manufacturing capacity at Bosch by reducing the cycle time of an assembly line by 7% through Lean process optimisation.



Ryan D. McGavern

[linkedin.com/in/ryanmcgavern](https://www.linkedin.com/in/ryanmcgavern)

- **Career History:** Senior Associate, PricewaterhouseCoopers LLP, Calgary, Canada
Senior Analyst, Terra Energy, Calgary, Canada
Joint Venture Associate, PennWest Energy, Calgary, Canada
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Management, University of Lethbridge, Canada
- **Nationality:** Canadian, American
- **Languages:** English (native)
- **Achievements:**

Led the energy joint venture team of eight at PwC on the development of an innovative analytics tool that has increased internal client efficiency by 18% (CA\$3.8 million) year-to-date.

Managed the joint venture team at Terra Energy which successfully recovered CA\$2.6 million of outstanding accounts across 142 joint venture partners.

Implemented communication process improvement strategies at PennWest Energy that led to a 14% increase in employee productivity over six months (CA\$1.7 million).



Ahmad Mihat

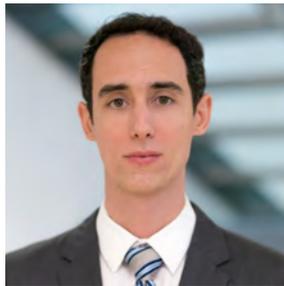
[linkedin.com/in/AhmadNMihat](https://www.linkedin.com/in/AhmadNMihat)

- **Career History:** Head, Advertising Promotions and Public Relations, Honda Malaysia, Kuala Lumpur, Malaysia
Assistant Manager, Marketing Communications, PROTON, Kuala Lumpur, Malaysia
Business Development, Oxford Healthcare, Oklahoma, USA
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Science in Business Administration, Tulsa, Oklahoma, USA
- **Nationality:** Malaysian
- **Languages:** Bahasa Malaysia (native), English (fluent)
- **Achievements:**

Developed and executed strategic communication plans to widen Honda's market share in Malaysia. Gained 15% market share in 2015 and 15.8% in 2016 achieving target two years ahead of plan.

Managed public relation activities to maximize positive brand perception in Malaysia. Garnered positive news of the brand and its products worth more than US\$9 million at the end of 2016, which assisted Honda to capture higher sales volume.

Managed PROTON's Communication budget allocation and resources to ensure all activities were conducted in accordance to the business plan. Successfully Intensified communication exposure by 330% from FY10/11 to FY11/12.



Diego Moreira

[linkedin.com/in/diegodmoreira](https://www.linkedin.com/in/diegodmoreira)

- **Career History:** Strategic Sourcing Manager – Logistics, Petrobras, Rio de Janeiro, Brazil
Procurement Manager – Offshore Vessels, Petrobras, Rio de Janeiro, Brazil
Continuous Improvement Supervisor, DHL Supply Chain, Curitiba, Brazil
Graduate Operations Trainee, DHL Supply Chain, Curitiba, Brazil
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Transportation Engineering, Military Institute of Engineering, Brazil
BSc Industrial Engineering, Federal University of Minas Gerais, Brazil
- **Nationality:** Brazilian
- **Languages:** Portuguese (native), English (fluent), Spanish (basic)
- **Achievements:**

Led the procurement strategy for a new supply base for the offshore maritime operations of a major oil and gas company in Brazil which secured a contract worth US\$600 million and reduced costs by 30%.

Managed the procurement of offshore supply vessels during the oil and gas industry crisis in 2015 and 2016 leading to several contract renegotiations and cost reductions of over US\$200 million.

Supervised a team of 35, including three coordinators, in the warehouse operations for our client Kraft Foods, conducted improvement activities through the use of Simulation Tools and WMS (Warehouse Management System) that resulted in 10% productivity increase.



Soham Mukherjee

[linkedin.com/in/soham-mukherjee](https://www.linkedin.com/in/soham-mukherjee)

- **Career History:** Innovation & Technology Lead, Behtar Zindagi – Handygo Technologies Private Limited, New Delhi, India
CTO, 1 Application – College Application Private Limited, NCR – New Delhi, India
Solution Manager, Computer Sciences Corporation, NCR – New Delhi, India
Associate Product Delivery, Computer Sciences Corporation, India
- **Education Highlights:** MBA, Warwick Business School, UK
Prince 2 Practitioner
BEng Computer Science Engineering, Manipal Institute of Technology, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (fluent), Bengali (fluent), Punjabi (basic)
- **Achievements:**

As Innovation and Technology Lead, assessed the problem points in the vast agrarian economy of India and provided turnkey solutions for areas including compliance and logistics, which led to savings of ~30%, and also primed the startup for funding.

Founded an education tech startup to solve problems in a fragmented education ecosystem in India, directed technical delivery of the end product and secured the first 41 of the total 93 b2b clients and 30% of the b2c transactions in the first admission season.

Established a strong business relationship with one of the world's largest jet and turbine manufacturers as Solution Manager, designed the technical architectural landscape for one of its data processing centers, which moved their project through the pipeline at an increased pace of 25%.



Muhammad Kamil Mustafa

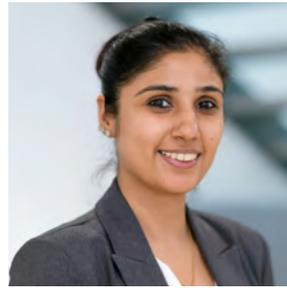
[linkedin.com/in/muhammadvkamilmustafa](https://www.linkedin.com/in/muhammadvkamilmustafa)

- **Career History:** Performance Analyst, United Energy Pakistan Limited, Pakistan
Accountant (Tax and Audit), United Energy Pakistan Limited, Pakistan
Graduate Management Trainee (Commercial & Business Development, Finance, PSCM), United Energy Pakistan Limited, Pakistan
- **Education Highlights:** MBA, Warwick Business School, UK
Member, Association of Chartered Certified Accountants, UK
BSc (Hons) Economics and Finance, Institute of Business Management, Pakistan
- **Nationality:** Pakistani
- **Languages:** Urdu (native), English (fluent)
- **Achievements:**

Managed US\$65 million divisional budget (Capex and Opex). Formulated and implemented effective initiatives to bring in cost efficiencies and resource allocation optimisation, resulting in 15% year-on-year cost savings in divisional operational cost and increasing overall profitability of the organisation.

Led a team of three in the re-implementation of a key efficiency analysis tool specifically designed to enhance divisional performance, which resulted in identifying, analysing and prioritising the most economic dollar spent, benchmarking the most efficient of \$/Production (boe) KPI. Achieved yearly savings of US \$700,000 in overall divisional spend.

In collaboration with IT department, designed a system-based tax accounting mechanism in the existing ERP environment which resulted in efficiencies in running tax based reports and facilitated accurate and timely discharge of tax liabilities, saving approximately 5% monthly man hours and ensuring maximum level of accuracy.



Sushil Nama

[linkedin.com/in/sushilkaurnama](https://www.linkedin.com/in/sushilkaurnama)

- **Career History:** Assistant Manager, PricewaterhouseCoopers, Mumbai, India
Associate Consultant, KPMG, Mumbai, India
Information Security Consultant, IBM India Private Limited, Pune, India
Technical Executive Support, IBM Daksh, Pune, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Computer Engineering, Bharati Vidyapeeth University, India
CISA, ISACA, Mumbai, India
- **Nationality:** British, Indian
- **Languages:** English (native), Hindi (fluent), Punjabi (fluent)
- **Achievements:**

Conducted audit as field in charge at Birla Century (textile company and part of Aditya Birla Group) in 25% less than the allocated time, thereby generating more revenue for PwC. Received a 'PWC Experience' award for this achievement.

Led the Information Technology General Controls audit team of five for Netmagic Private Limited (IT infrastructure management company) in the sudden absence of client manager. Directed the audit engagement activities to the point of sign off within budget and before the target deadline.

Managed the development and set up of Online Minority Status application portal for the Minorities Development Department of the Government of Maharashtra, which allowed citizens to gain eligibility to the government's welfare programmes.



John O'Keefe

[linkedin.com/in/john-okeefe](https://www.linkedin.com/in/john-okeefe)

- **Career History:** Portfolio Manager – DRA Advisors LLC, New York, USA
Portfolio Analyst – DRA Advisors LLC, New York, USA
Senior Property Analyst – DRA Advisors LLC, New York, USA
Senior Financial Auditor, Mazars USA LLP, New York, USA
- **Education Highlights:** MBA, Warwick Business School, UK
Certified Public Accountant, State of New York, USA
Bachelor of Science, Accounting, University at Albany, USA
- **Nationality:** American
- **Languages:** English (native)
- **Achievements:**

Established techniques for increasing commercial real estate property operating profits. Personally added over £1.5 million to operating profits of assets managed.

Managed financial performance of two industrial portfolios covering 275 properties, with a gross market value of £1.85 billion.

Successfully managed team of five individuals in reviewing due diligence materials for a £1 billion acquisition.



Nurul Nashwar Binti Mohd Taib

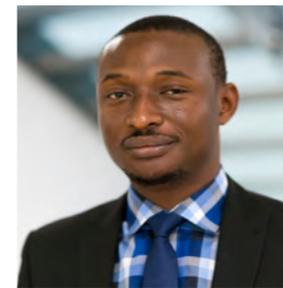
[linkedin.com/in/nurulnashwar-mohdtaib](https://www.linkedin.com/in/nurulnashwar-mohdtaib)

- **Career History:** Manager (Petroleum Economics for Assets), PETRONAS, Malaysia
Manager (Project RAPID Economics), PETRONAS, Malaysia
Senior Business Development Analyst, PETRONAS, Malaysia
Instrument & Control Engineer, PETRONAS, Malaysia
- **Education Highlights:** MBA, Warwick Business School, UK
BSc Engineering (Hons) Electrical & Electronics Engineering, Universiti Teknologi PETRONAS, Malaysia
- **Nationality:** Malaysian
- **Languages:** Malay (native), English (fluent), Arabic (basic)
- **Achievements:**

As the Manager for Assets in Malaysia, South East Asia and Australasia, led the economics team in driving cost reduction initiatives through concept optimisation that resulted in US\$1 billion increase in Net Present Value.

Restructured the 2017 KPI deliverables for Vice President, ensuring a seamless flow of six departments including Wells, Petroleum Engineering, Operational Excellence and Petroleum Economics that resulted in Profit before Tax increase of 2% for upstream business.

Spearheaded the development of the economic and financial model for Project RAPID: a US\$30 billion refinery and petrochemical integrated development project in Malaysia, the refinery is due to be completed by early 2019.



Frank Onero Obaro

[linkedin.com/in/frankoneroobaro](https://www.linkedin.com/in/frankoneroobaro)

- **Career History:** Technical Assistant to Coordinating Director- Federal Inland Revenue Service (FIRS) Abuja, Nigeria
Business Development Officer - Oceanic Bank Plc (Now Ecobank Plc), Lagos, Nigeria
Business Development Officer - Diamond Bank Plc, Lagos, Nigeria
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Arts, English and Literature, University of Benin, Benin City, Nigeria
- **Nationality:** Nigerian
- **Languages:** English (fluent), Edo (native)
- **Achievements:**

Developed Nigeria's first set of luxury taxes and surcharges that increased tax revenue by 30%.

Worked cross functionally to pioneer the research and publication of topical issues on taxation in eight national newspapers in Nigeria and online; tax issues covered included Value Added Tax (VAT) and Self-Assessment. Feedback indicated the publication was reaching over 500,000 people weekly.

As Assistant Team Leader at Oceanic Bank, led a team of two to implement a US\$50 million on-lending housing debt programme to the Nigerian Army mortgage scheme, which increased Group's profitability by 30%.



Ana Paschoini

[linkedin.com/in/ana-paschoini](https://www.linkedin.com/in/ana-paschoini)

- **Career History:** Manager, BNDES (Brazilian Development Bank), Sao Paulo, Brazil
Coordinator - Aircraft Portfolio Management, BNDES, Rio de Janeiro, Brazil
Lawyer, Trade Finance Area, BNDES, Rio de Janeiro, Brazil
Law Assistant, Patrimonio Investments (current Patria Bank), Sao Paulo, Brazil
- **Education Highlights:** MBA, Warwick Business School, UK
LLM – Capital Markets Law, IBMEC, Brazil
BA Accounting, UFRJ, Brazil
Bachelor of Law, FMU, Brazil
- **Nationality:** Brazilian
- **Languages:** Portuguese (native), English (fluent), Spanish (fluent), Italian (intermediate), Deutsch (basic)

■ **Achievements:**
Managed BNDES regional office in Sao Paulo. Led a multidisciplinary team of eight and provided more than one thousand consultations per year to worldwide entrepreneurs, and attended over one hundred conferences to illustrate the best long-term financing alternatives in Brazil.

Led the organisation and execution of BNDES stand at the 2016 and 2017 Entrepreneur Credit Fair. Connected to current and potential entrepreneurs and applied an innovative model, which increased attendees by 500%.

Coordinated BNDES' aircraft financing portfolio, ensured payment obligations and operational conditions of aircraft mortgaged, resulting in better compliance management.



Jorge Portocarrero

[linkedin.com/in/jorgeportocarrero88](https://www.linkedin.com/in/jorgeportocarrero88)

- **Career History:** Budget and Acquisitions Consultant, Inter-American Development Bank (IDB), Washington DC, USA
Consular Officer, Consulate of Peru, Washington DC, USA
Accounting Assistant I, Pan-American Health Organization (PAHO), Washington DC, USA
Treasury Analyst, The Goodyear Rubber & Tire Company, Lima, Peru
- **Education Highlights:** MBA, Warwick Business School, UK
BSc in Business Administration and Financial Economics, American University, USA
Bachelor of Business Administration, University of Lima, Peru
- **Nationality:** Peruvian
- **Languages:** Spanish (native), English (fluent), Portuguese (basic)

■ **Achievements:**
Managed the IDB Library budget (£3 million) to ensure the highest development impact per dollar invested, reduced costs by 14% allowing investment in new projects.

Led an awareness campaign to promote 20 subscription apps on topics including advertising and business logistics strategies, and procedural and work guidance, which resulted in a 128% yearly increase in user coverage at the IDB.

Directed the Collection Unit of Goodyear Peru. Collaborated with a team of four to prepare reports on projected income of £15.5 million and improved the cash management strategy by efficient revenue collection and maintaining accurate bank and treasury systems.



Prachi Raut

[linkedin.com/in/psraut](https://www.linkedin.com/in/psraut)

- **Career History:** Project Manager II, Northrop Grumman, Chester VA, USA
Quality Analyst, IBM, Dubuque IA, USA
Technical Analyst, Bank of America, Charlotte North Carolina, USA
- **Education Highlights:** MBA, Warwick Business School, UK
BSc Industrial Engineering, Purdue University, USA
- **Nationality:** American
- **Languages:** English (fluent), Spanish (conversational), German (basic)
- **Achievements:**

Revised the project plan for Virtual Machine software upgrade across 34 agencies in the state of Virginia including the Department of Transport; collaborated with project team of 24 to determine, calculate and implement new project plan to reduce risk of security vulnerabilities and increase the efficiency of the new infrastructure.

Led a team of four engineers to undertake a software upgrade that impacted 300 servers with two operating systems as part of the Red Hat 5 project at Northrop Grumman. Worked within the constraints of leveraging existing equipment since there was a hold placed on buying new hardware. Created a successful project plan using old and surplus hardware from various sectors of Northrop Grumman.

Coordinated with two engineers to upgrade auxiliary server software called .NET for approximately 1500 servers within the commonwealth of Virginia over a six month period, worked within the constraints of elections, public holidays and general business functions.



Yashna Ruchchan

[linkedin.com/in/yashna-ruchchan](https://www.linkedin.com/in/yashna-ruchchan)

- **Career History:** Client Accountant, DTOS Outsourcing Ltd, Ebene, Mauritius
Client Accountant, DTOS Ltd, Ebene, Mauritius
Assistant Client Accountant, DTOS Ltd, Ebene, Mauritius
- **Education Highlights:** Associate Chartered Accountant (ACA), Institute of Chartered Accountants in England and Wales (ICAEW), UK
- **Nationality:** Mauritian
- **Languages:** English (fluent), French (fluent), Hindi (intermediate)
- **Achievements:**

Led the changeover of the accounting software for a Business Processing and Outsourcing (BPO) client to Sage Evolution, resulting in a 15% reduction in monthly operational expenditure following implementation.

Designed the company's accounting, payroll and wealth management services webpages, which led to an increase of 10 new clients following first month of launching.

Managed a team of four in implementing a business re-engineering process for an event management company, which led to a 35% growth in operating profit and a significant improvement in liquidity of around 20% in net cash flow for the client in the following financial period.



Rene Ivan Ergueta Saracho

[linkedin.com/in/reneivansaracho](https://www.linkedin.com/in/reneivansaracho)

- **Career History:** Tax Manager, Magna International, São Paulo, Brazil
Tax Manager, Luxottica do Brasil, São Paulo, Brazil
Tax Supervisor, Heidelberg do Brasil, São Paulo, Brazil
Tax Coordinator, Yokogawa América do Sul, São Paulo, Brazil
- **Education Highlights:** Post-Graduation in Tax Law (LL.M), Fundação Getúlio Vargas – FGV, Brazil
Bachelor of Law (LL.B), UNIBAN Universidade Bandeirante de São Paulo, Brazil
Bachelor in Business Administration (BA), UNIP Universidade Paulista, Brazil
- **Nationality:** Brazilian
- **Languages:** Portuguese (native), Spanish (fluent), English (fluent)
- **Achievements:**

Led the tax planning exercise for retail business expansion with the establishment of 80 new stores and the development of new e-commerce business, which contributed US\$500 million to global revenue in the first year.

Managed the tax process for the M&A of Oakley into Luxottica, which reinforced Luxottica lead in Latin America by US\$300 million a year.

Developed and managed a compliance review programme, which recovered tax receivables of around US\$6 million a year. Identified tax incentives through administrative or judicial measures with savings of around US\$4 million a year and mitigated tax risks to avoid exposures in inspections estimated at approximately US\$2 million a year.



Mohammed Sayeed

[linkedin.com/in/mohammed-sayeed](https://www.linkedin.com/in/mohammed-sayeed)

- **Career History:** Senior Manager – Analytics & Data Mining, Etisalat, Dubai, UAE
Manager, Deloitte, Doha/London
Senior Consultant, Deloitte, London, UK
Predictive Modeller, Vodafone, Newbury, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Operational Research, Lancaster University, UK
BSc (Hons) Computing with Management Science, De Montfort University, UK
- **Nationality:** British
- **Languages:** English (native), Urdu (fluent)
- **Achievements:**

Led the development of Etisalat’s Single Customer View project through advanced analytics, in addition to various customer experience benefits, the project delivered a new revenue stream worth over US\$2 million each month.

Delivered an analytically driven paid content strategy for a Swedish newspaper’s online presence through the analysis of visitor behaviour, which enabled the paper’s leadership team to determine the optimal pay wall strategy.

Identified a campaign optimisation opportunity at Vodafone which resulted in the development of a propensity model to predict the most profitable customers. Once deployed the model delivered a five-fold increase in revenue, over six months.



Tony Sebastian

[linkedin.com/in/sebastiantony10/](https://www.linkedin.com/in/sebastiantony10/)

- **Career History:** Business Associate, Pole Technologies, Ahmedabad, India
Manager, Business and Strategy, Bullfinch, Bangalore India
Trainee Decision Scientist, Mu-Sigma, Bangalore, India
Technical and Management Intern – L’Oreal India, L’Oreal, Pune and Mumbai, India
- **Education Highlights:** MBA, Warwick Business School, UK
B-Tech in Production Engineering, National Institute of Technology, Calicut, India
- **Nationality:** Indian
- **Languages:** English (fluent), Hindi (fluent), Malayalam (native)
- **Achievements:**

Achieved 83% increase in the number of users of a location based social media interaction application while devising a revenue model for the same.

Spearheaded the marketing at a mobile application development firm, expanding the target funnel and creating an 80% increase in the annual revenue.

Led a team focussed on the business analytics of a top telecommunications firm in Australia, thereby reducing the customer churn rate by 2.5%.



Oriana Rubaina Sequeira

[linkedin.com/in/oriana-sequeira](https://www.linkedin.com/in/oriana-sequeira)

- **Career History:** Team Manager – Associate, Goldman Sachs, Bangalore, India
Lead Specialist – Associate, Goldman Sachs, Bangalore, India
Financial Analyst, Goldman Sachs, Bangalore, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Business Management, Christ University, Bangalore, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (fluent)
- **Achievements:**

Effectively led and partnered with other business units to implement a strategic project for Japanese dividend reconciliation, which resulted in a time saving of 3 hours per day and a 25% decrease in outstanding balances.

Developed a profit and loss reconciliation tool for the Trading desk in Hong Kong for timely identification and resolution of cash discrepancies, thereby ensuring that Goldman Sachs’ P&L was accurately reflected in daily settlements.

Played a pivotal role during a 3 month assignment in Hong Kong to migrate mandatory equity and fixed income functions across 16 Asian markets to India, and successfully set up a new team in Bangalore for this process.



Faisal Shoro

[linkedin.com/in/shorofaisal](https://www.linkedin.com/in/shorofaisal)

- **Career History:** Project Engineer, Schlumberger, Ghawar, Saudi Arabia
Project Engineer, Schlumberger, Basra, Iraq
Sales Engineer (Drilling Tools), Schlumberger, Basra, Iraq
Graduate Management Trainee, GHPL, Islamabad, Pakistan
- **Education Highlights:** MBA, Warwick Business School, UK
BEng (Petroleum Engineering), NED University of Engineering & Technology, Pakistan
- **Nationality:** Pakistani, Canadian PR Holder
- **Languages:** English (fluent), Urdu (native), Sindhi (basic), Arabic (basic), Hindi (basic)
- **Achievements:**
Promoted to lead the rig operations of the largest global Oil field in Ghawar, Saudi Arabia, delivering wells ahead of time saving US\$48,000 day rate cost for each corresponding day.
Achieved documented 40% improvement in performance for Saudi Aramco through launch of new drilling bit technology.
Reduced Non-Productive time for BP Rumaila MEA regional project through case study analysis of risk factors, financial constraints and failures, then subsequent re-design of parameters.



Rana Shaminder Singh

[linkedin.com/in/ranarajput](https://www.linkedin.com/in/ranarajput)

- **Career History:** Consultant – Information Technology, Infogain India Private Limited, Noida, India
Software Engineer, Infogain India Private Limited, Noida, India
Trainee, Infogain India Private Limited, Noida, India
- **Education Highlights:** MBA, Warwick Business School, UK
BEng Computer Science Engineering, Panjab University, India
- **Nationality:** Indian
- **Languages:** English (fluent), Hindi (native), Punjabi (native)
- **Achievements:**
Directed and supervised a training programme in Infogain to train high potential college recruits to productivity, followed by team re-structure of seven projects thus reducing costs by 25% and project defects by 20%.
Led technical team and managed five different stakeholders in US for Kaiser Permanente's crucial project on Pharmacy Payment Solutions (EMV compliance, and Chip & Pin implementation). Won 'Meritorious Award' in Infogain for proficiency in designing technology products for retail clients in Dubai, Saudi Arabia and the USA.
Initiated and implemented automation of the settlement and financial reports alerts for Landmark Group, UAE decreasing manual interventions by 90% and reducing processing time by 80%.



Gaurav Singhal

[linkedin.com/in/cagauravsinghal](https://www.linkedin.com/in/cagauravsinghal)

- **Career History:** Senior Analyst – Corporate Tax, McKinsey & Company, Inc., New Delhi, India
Audit associate, BDO India, New Delhi, India
Audit assistant, HLB International, New Delhi, India
- **Education Highlights:** MBA, Warwick Business School, UK
Chartered Accountant, The Institute of Chartered Accountants of India, India
Bachelor of Commerce (Hons), University of Delhi, New Delhi, India
- **Nationality:** Indian
- **Languages:** English (fluent), Hindi (native)
- **Achievements:**
Successfully defended a year-long tax assessment, decreasing potential tax exposure from US\$20 million to US\$0.5 million and gaining McKinsey promotion as result of contribution to the project.
Led the Sales and Marketing policy audit for a manufacturing client achieving 20% reduction in trade discounts and sales promotion expenditure in year one. Received 'Best Audit Assistant' Award in HLB India.
Reviewed ERP 'Purchase, Production and Inventory' module for manufacturing client, identifying flaws and implementing corrections to improve pricing and marketing strategies.



Nirmal Singh Saini

[linkedin.com/in/nirmalsinghsaini](https://www.linkedin.com/in/nirmalsinghsaini)

- **Career History:** Manager-Quality & Excellence, Amlak Finance PJSC, UAE
Manager-Quality Assurance, Dubai Aluminium (DUBAL), UAE
Associate Manager-Potroom Operations, Vedanta Resources Plc. (BALCO), India
Senior Superintendent-Industrial & Process Engineering, Electrolux Kelvinator Limited, India
Engineer-Production/Industrial Engineering, J. K. Tyres, India
- **Education Highlights:** MBA, Warwick Business School, UK
B.Tech Industrial Engineering, National Institute of Technology (REC), India
- **Nationality:** Indian
- **Languages:** English (fluent), Hindi (native), Punjabi (native)
- **Achievements:**
Managed New Product Discovery Voyage project at Amlak Finance PJSC, resulting in more than 19 high potential innovative financial product/business ideas, in addition re-engineered the financing application processes to reduce lead times by more than 40%.
Championed strategic Lean & Six Sigma deployment through team-based programme, which resulted in significant, continued breakthrough process improvements with annual savings of more than US\$10 million average per annum. Mentored and coached more than a 2,000 employees towards operational excellence and advanced quality management techniques across various levels at DUBAL.
Led 18 engineers to manage large scale business process redesign/re-engineering, and Balanced Scorecard (BSC) development exercise in Operations and Maintenance functions, facilitated by A.T. Kearney at BALCO. Designed Production Planning model using spreadsheet programming that reduced planning time by 80% and error rate by 60%.



Adam Smith

[linkedin.com/in/Smithmatthewadam](https://www.linkedin.com/in/Smithmatthewadam)

- **Career History:** Dealing Desk Manager, Western Union Business Solutions (WU-BS), Vancouver, Canada
Senior Corporate Foreign Exchange Dealer, WU-BS, Vancouver, Canada
Corporate Foreign Exchange Dealer, WU-BS, Vancouver, Canada
Business Development, Custom House ULC, A Western Union Company
Assistant to Portfolio Manager, CIBC World Markets Division, CIBC Wood Gundy, Canada
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Commerce, Royal Roads University, Canada
- **Nationality:** Canadian, British
- **Languages:** English (native)
- **Achievements:**

As the FX Dealing Desk Manager, led the corporate dealing group in FX product sales and strategy implementation with P&L responsibility exceeding US\$5 million.

Selected as a contributing author to WU-BS World Market update on daily and monthly outlooks, subscribed to by over 50,000 corporations. Writing was quoted by global media sources including Reuters.

Managed launch of vertical specific platforms within Western Canada; coordinated the implementation of WU GlobalPay for Students and the GlobalPay Corporate platform which achieved over 100% of forecasted growth.



Ashish Srivastava

[linkedin.com/in/ashish-srivastava](https://www.linkedin.com/in/ashish-srivastava)

- **Career History:** Consultant – Infrastructure Services Delivery, HCL Technologies, Wellington, New Zealand
Associate Consultant - Infrastructure Services Delivery, HCL Technologies, Noida, India
Consultant – UNIX operations, Capgemini, Mumbai, India
IT Executive, TATA Communications Limited, Mumbai, India
- **Education Highlights:** MBA, Warwick Business School, UK
B.Tech Computer Science and Engineering, National Institute of Technology, Silchar, India
- **Nationality:** Indian
- **Languages:** English (fluent), Hindi (native)
- **Achievements:**

Established and led a twelve member team, across India and New Zealand, delivering over 15 complex IT projects, modernising and strengthening the Bank's IT infrastructure and increasing its core banking services' availability.

Automated IT product deployments and recommended judicious use of IT infrastructure, saving US\$200,000 for ANZ BANK (New Zealand).

Managed client relationships and worked with HCL technology's Sales team to add two new services worth US\$600,000 to HCL support.



Surabhi Tandon

[linkedin.com/in/surabhi-tandon](https://www.linkedin.com/in/surabhi-tandon)

- **Career History:** Digital Marketing Strategist, Mid-Market Sales, Google, Hyderabad, India
Account Strategist, Mid-Market Sales, Google, Hyderabad, India
AdWords Associate, Ads Scaled Services, Google, Gurugram, India
AdWords Representative, Ads Reviews, Google, Gurugram, India
- **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons) Economics, St. Stephen's College, Delhi University, Delhi, India
- **Nationality:** Indian
- **Languages:** English (fluent), Hindi (native), Bengali (fluent)
- **Achievements:**

Designed and executed Digital Marketing Strategy for 60 Clients from diverse industries in North America, providing strategic and data driven Industry Insights and customised solutions, resulting in ~\$100 million Revenue for the Google Business Org in 2016.

Created and implemented a 'Holiday Centric Growth Strategy', analysing year-on-year seasonal trends across Industry, Peers and Platform, for key retail clients during Thanksgiving and Christmas 2015, resulting in a 50% increase in Sales for clients and 100% revenue increase to Google.

Founded and led the Quality Team responsible for auditing suggestions sent by the 100-member Global team to Clients, which pushed the quality audit rate from 1% to 100% and improved customer feedback.



Luis Teo

[linkedin.com/in/luisfernandoteo](https://www.linkedin.com/in/luisfernandoteo)

- **Career History:** Commercial Officer, Frutas Tropicales de Guatemala, S.A. (Frutesa), Guatemala
Founder, Búho Café, Guatemala
General Manager Assistant, Frutas Tropicales de Guatemala, S.A. (Frutesa), Guatemala
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Business Administration, Universidad Rafael Landívar, Guatemala
- **Nationality:** Guatemalan
- **Languages:** Spanish (native), English (fluent)
- **Achievements:**

As Frutesa's Commercial Manager, led all commercial operations with suppliers in Guatemala and clients in Europe and the US, with sales of more than two million kilos of produce and consolidation of two new products (rambutan and avocado).

Successfully directed AGRITARDE; a platform to promote agricultural exports from Guatemala, led the organisation of a trade show that generated more than 1,200 meetings with US\$65 million of projected business for Guatemalan exporters.

Founded Búho Café, a company that distributes approximately 250 kilos of specialty coffee per month to restaurants, hotels and offices in Guatemala.



Shairah Wen Tsiu Teo

[linkedin.com/in/shairahteo](https://www.linkedin.com/in/shairahteo)

- **Career History:** CFO and Business Development Manager, Seri Pancar Pte Ltd, Malaysia
Finance and Admin/HR Manager, Seri Pancar Pte Ltd, Malaysia
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Business, Accounting and Finance, Queensland University of Technology, Australia
- **Nationality:** Malaysia
- **Languages:** English (native), Malay (native)
- **Achievements:**

Developed the business by securing contracts with national telecoms provider and the government sector, coordinating logistics, certification across 150 employees and assets and highlighting positive track record to retain preferred vendor status during tenders.

Achieved ISO 9001 accreditation with redefined company structure and workflow process mapping which promoted overall efficiency and checks and controls.

Successfully managed completion of a MYR40 million contract, ensuring full and timely payment of projects by identifying key workflow bottlenecks and developing status tracking framework.



Michael Todd

[linkedin.com/in/michaeltodd](https://www.linkedin.com/in/michaeltodd)

- **Career History:** General Manager – Business Support Services, AfriSki Mountain Resort, Johannesburg, South Africa
Senior Operations Manager, AfriSki Mountain Resort, Lesotho and South Africa
Operations Manager, Pure Tours, South Africa and Austria
Tourism Marketing Manager, St Francis Tourism, South Africa
- **Education Highlights:** MBA, Warwick Business School, UK
PDM Business Administration, University of the Witwatersrand, South Africa
Tourism Management, Nelson Mandela Metropolitan University (NMMU), South Africa
- **Nationality:** South African
- **Languages:** English (native), Afrikaans (fluent)
- **Achievements:**

Forecasted an investment model for long-term financial sustainability and negotiated a £7 million institutional investment to achieve economies of scale through operational efficiency, accelerated asset development, and effective working capital management.

Developed strategic indicators for organisational performance measurement to assess Revenue Growth, Capacity Building, and Cost Reduction, which resulted in the implementation of a management strategy framework.

Initiated 'The Mountain Economy' establishing strategic partnerships to support tourism development in the Maloti-Drakensberg (SADC) Region, contributing to the economic viability of mountain areas.



Mohamed Touiti

[linkedin.com/in/mohamedtouiti](https://www.linkedin.com/in/mohamedtouiti)

- **Career History:** Senior Business Development Consultant, Indra Sistemas, Rabat, Morocco
IT System Projects Manager, Indra Sistemas, Rabat, Morocco
Software Engineer, Bull, Casablanca, Morocco
Software Engineer, Sage Group, Casablanca, Morocco
- **Education Highlights:** MBA, Warwick Business School, UK
Master of Engineering, Computer and Information Systems, École Hassania des Travaux Publics (EHTP), Morocco
BEng Mathematics and Physics, CPGE Agadir, Morocco
- **Nationality:** Moroccan
- **Languages:** Arabic (native), French (fluent), English (fluent), Spanish (basic)
- **Achievements:**

As a Senior Business Development Consultant, achieved annual turnover of €4 million for four consecutive years, and led the business development team of four to win the first Smart City project in Africa worth €1.3 million.

Led a strategy consulting project funded by the World Bank for the Ministry of Health. Helped the ministry establish a national strategy for healthcare information systems, designed multiple systems to manage the data of 2,500+ public hospitals, and centralised medical records of 20 million citizens.

Co-founded the online marketplace www.lboutika.ma in 2015, which sells personalised items. Sold +2,000 articles and achieved a turnover of +£25,000.



Rajat Vijay

[linkedin.com/in/rajatvijay](https://www.linkedin.com/in/rajatvijay)

- **Career History:** National Head, Speed Clean N Shine Enterprises Pvt. Ltd., Kolkata, India
Business Development Head, Clean N Shine LLP, Kolkata India
Co- Founder & Business Development Head, Returnswala.com, Kolkata, India
Article Assistant, Grant Thornton LLP, Kolkata, India
- **Education Highlights:** MBA, Warwick Business School, UK
IPCC, Institute of Chartered Accountants of India, India
Bachelor of Commerce (Hons), Finance & Accounting, Calcutta University, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (native), Bengali (fluent), French (basic)
- **Achievements:**

Established a Laundry and Housekeeping business in key markets, and supervised Clean N Shine's expansion in different verticals of the Cleaning Industry, which led to a 20% increase in revenue in the second quarter of 2017.

Directed the development and implementation of CRM and ERP solutions at CNS, resulting in an improved customer feedback reporting system, effective resolution of client complaints and increased customer retention. Identified and reduced wastage of key resources and improved inventory management.

Attained an exclusive agreement with Indian Oil Corporation Ltd., to set-up Automatic Car Wash Units at its retail outlets in Eastern India, with ready customer base and low lease rentals. This kick-started the CNS Franchise Model and resulted in five successful franchise conversions in 2017.



Elvira Vafina

[linkedin.com/in/elvira-sadrieva-Vafina](https://www.linkedin.com/in/elvira-sadrieva-Vafina)

- **Career History:** Transfer Pricing Supervisor, Schlumberger Logelco Inc., Russia
Inventory & Fixed Assets Senior Accountant, Schlumberger Logelco Inc., Russia
Receivables accountant, Schlumberger Logelco Inc., Russia
- **Education Highlights:** MBA, Warwick Business School, UK
Diploma in Performance Management, CIMA, UK
Diploma in International Financial Reporting, ACCA, UK
Master in Economics and Company Management, Tyumen State Oil and Gas University, Russia
- **Nationality:** Russian
- **Languages:** Russian (native), English (fluent), French (basic)
- **Achievements:**
Led a Transfer Pricing Team of three to improve the submission of tax notifications to the authorities, as a result reduced tax demands by 50% and eliminated fines related to Transfer Pricing in 2016-2017.
As a member of the Continuous Improvement Team re-modelled the process of preparing of Acts of Acceptance for received cross-border services which reduced unpaid invoices from 90% to 3% within six months and eliminated the duplication of functions and approvals.
Collaborated with the General Accounting, Inventory and Tax teams to integrate newly purchased companies into an existing inventory count process. The resulting process standardised reporting and harmonised GAAP & Russian Accounting Standards and helped to avoid any breach of the Russian Tax Code.



Yaokun Wen

[linkedin.com/in/yaokunwen](https://www.linkedin.com/in/yaokunwen)

- **Career History:** Co-Founder, 28TOEFL (online education), Xi'an, China
Investment Manager Intern, Danen Ventures, Beijing, China
Industry Researcher Intern, Industrial Securities, Beijing, China
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor's degree, Aerospace, Aeronautical and Astronautical Engineering, Tongji University, China
- **Nationality:** Chinese
- **Languages:** Mandarin (native), English (fluent)
- **Achievements:**
Successfully prepared the fundraising plan, evaluated the development strategy and raised 20 million Yuan for JULU Medical, a start-up focusing on the rehabilitation of chronic diseases.
Effectively negotiated with several educational companies including Sharewithu.com, EAZY tech and CCTalk.com and launched a partnership resulting in circa 100% compound growth in annual net profit from 2015 to 2017 in 28TOEFL.
Set up 28TOEFL, a start-up TOEFL online writing course by devising and implementing a blue ocean strategy with growth to 3,237 students and revenues from zero to 800,000 Yuan within two years.



Qian Wu

[linkedin.com/in/qianwu-emma](https://www.linkedin.com/in/qianwu-emma)

- **Career History:** Senior Account Manager, Huawei Technologies Co. Ltd., Angola
Technical Solution Sales Manager, Huawei Technologies Co. Ltd., China
Network Maintenance Engineer, Accenture, China
- **Education Highlights:** MBA, Warwick Business School, UK
MEng Management Science and Engineering, Dalian University of Technology, China
Bachelor of Management, Information Management and Information System, Shenyang Jianzhu University, China
- **Nationality:** Chinese
- **Languages:** Mandarin (native), English (fluent)
- **Achievements:**
Led a team of ten from different departments (sales, technical, delivery, finance, logistics and commercial) competing with global ICT providers aiming to achieve greater telecom market penetration of Angola, resulting in a total revenue increase of US\$58 million with Transmission, 4G and Unified Communication entering strategic regions of Angola.
Built solid relationships with CEO and CTO of the second biggest mobile operator in Angola, which led to a long-term strategic partnership and two consecutive projects worth US\$35 million within one year.
Drove the entire project process (bidding, delivery and payment) on Transmission and 4G projects, ensured achievement on profitable contracts, effective delivery and timely payment through risk control, which led to a 15% annual revenue increase.



Yingqi Xu

[linkedin.com/in/XUYINQI](https://www.linkedin.com/in/XUYINQI)

- **Career History:** Management Trainee, Nippon Paint (JP Company), Shanghai
Business Analyst, Sodexo (French company), Shanghai
Senior Business Analyst, Sodexo, Shanghai
Strategic Project Manager, (APAC & CHINA) Sodexo, Shanghai
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Law, Political Education, Fudan University, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent), Japanese (basic)
- **Achievements:**
Led an in-depth analysis focused on new client segment 'China private companies', and proposed potential clients list to approach for business development, which contributed to 12% increase of total sales.
Built up the framework and methodology of market and competition intelligence for the whole APAC region (13 countries) and conducted in-depth understanding of each country to support strategy planning process.
Implemented a global key initiative called "client for life" which aimed to improve the retention rate of key clients. Developed a set of tracking, communication and sharing tools and successfully launched the initiative from zero sites to 350 sites (>70% of total) in two years.



Albert Yip

[linkedin.com/in/albertyip1](https://www.linkedin.com/in/albertyip1)

- **Career History:** Interim Process Manager, Yodel, Manchester, UK
Business Manager, Gigantic Printing & Binding Company, Hong Kong, China
International Logistics Specialist, Lowe's Global Sourcing, Hong Kong, China
International Logistics Assistant, Lowe's Global Sourcing, Hong Kong, China
- **Education Highlights:** MBA, Warwick Business School, UK
BSc (Hons) Business Management (Logistics & Operations), Cardiff University, UK
- **Nationality:** Hong Kong Chinese
- **Languages:** English (native), Mandarin (native), Cantonese (fluent), Japanese (basic)

■ **Achievements:**

As Process Manager at Yodel monitored and audited trailers to drive improvement on content segregation in terms of service and type, resulting in reduction of unloading time by more than 20%. Identified root cause and waste via Ishikawa Diagram and process map respectively, resulting in optimisation of throughput within sort centre by around 5%.

Designed and built CRM database to store client information as well as optimise the sales process, which increased work efficiency by more than 150% and enhanced customer response time by 60% at Gigantic Printing & Binding Co.

As International Logistics Specialist at Lowe's, managed over 30 suppliers from South China, Vietnam, Malaysia and Indonesia on PO placement, production planning, inventory management and outbound logistics, and collaborated with ocean carriers and head office to achieve an on-time shipment rate of 97%.



Wenting You

[linkedin.com/in/WentingYou](https://www.linkedin.com/in/WentingYou)

- **Career History:** Marketing Director, Shanghai Van Sun Integrated Project Logistics, China
Overseas Team Trainer, Shanghai Van Sun Integrated Project Logistics, China
Project Manager & Sales Representative, Shanghai Van Sun Integrated Project Logistics, China
Operator, SIPG Group, China
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Management, Shipping Management & English, Shanghai Maritime University, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent)

■ **Achievements:**

As Marketing Director, managed a team of 20 people increasing annual number of new projects to 10, tripling service types to six, and expanding markets from Southeast Asia to Middle East, Africa and South America.

Established the new Overseas Department with GM, recruiting and developing a mature team of five and completing three large-scale projects.

Initiated the EPC projects in Middle East, travelled and worked in several Middle East countries, reaching long-term cooperation relationships, with 100% satisfaction, no extra cost and no time delay of all projects.



Hamid Zaka

[linkedin.com/in/hamidzaka](https://www.linkedin.com/in/hamidzaka)

- **Career History:** Sales and Marketing Manager, Zaka Healthcare, Lahore, Pakistan
Brand Manager, Zaka Healthcare, Lahore, Pakistan
- **Education Highlights:** MBA, Warwick Business School, UK
Global Business Program (Semester Exchange Program), F.H.Joanneum, Austria
BSc (Hons) Accounting and Finance, Lahore University of Management Sciences (LUMS), Pakistan
- **Nationality:** Pakistani
- **Languages:** English (fluent), Urdu (native), Punjabi (fluent)

■ **Achievements:**

Designed and implemented a Reporting Software to electronically track a sales team of 200, and review their sales calls in real-time, which helped improve area/customer coverage by ensuring complete transparency (through GPS tracking) and minimizing variances from approved work plans.

Revamped the Sales Team's Performance Evaluation Process to include bottom-line profitability as a major KPI. This has led to an efficient use of resources with a drop of 12% in sales expenses while boosting the contribution margin of sales by 6% due to an increase in sales of more profitable products in the overall product mix.

Led the introduction of a range of Nutraceutical (herbal/natural) products from initial product design to marketing strategy development and launch into the Pakistan and Afghan markets, which generates almost 15% of the company's revenue and helped diversify it from a generic pharmaceutical manufacturer to a healthcare company.



Amir Zarifnia

[linkedin.com/in/amir-zarifnia](https://www.linkedin.com/in/amir-zarifnia)

- **Career History:** Chief Executive Officer, FID POINT SB. Kuala Lumpur, Malaysia
Chairman & Senior Advisor, Petro Darya Qeshm Co, Tehran, Iran
Chief Operating Officer, Saman Wira Tavan JSC, Tehran, Iran
Business Development Manager, Fidar Sokan Arya Ltd., Tehran, Iran
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Industrial Engineering, Tehran Azad University, Iran
BSc Industrial Management, Tehran Azad University, Iran
- **Nationality:** Iranian
- **Languages:** Farsi (native), English (fluent)

■ **Achievements:**

Successfully implemented two gas turbine power plant projects in Malaysia on Built Transfer (BT) terms valued at US\$150 million, which produced 30 MW Energy and job opportunities for 120 people.

Launched a high-tech workshop in the Middle East to provide engineering services for gas turbines, which led to 25% increase in market share.

Established two municipal Waste to Energy plants worth US\$400 million as Build Operation Transfer (BOT) contracts, which created 280 job opportunities and was the first BOT contract in Iran's energy history.



Giorgi Zukhbaia

[linkedin.com/in/giorgizukhbaia](https://www.linkedin.com/in/giorgizukhbaia)

- **Career History:** Head of Business Lending Department, JSC Basisbank, Tbilisi, Georgia
Adviser to CEO, JSC Basisbank, Tbilisi, Georgia
SME Regional Manager, Bank Republic Societe Generale Group, Tbilisi, Georgia
Senior Credit Adviser, BF Consulting, Tbilisi, Georgia
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Finance and Banking, Tbilisi State University, Georgia
- **Nationality:** Georgian
- **Languages:** English (fluent), Russian (fluent), Georgian (native)
- **Achievements:**

As Head of the Business Lending department transformed the business lending practices of the bank, which achieved 97% annual growth of the SME loan book coupled with exceptional asset quality.

Devised and implemented a new remuneration scheme, which improved the motivation of lending staff and productivity by 35% as SME Regional Manager.

Established relationships with financial institutions including commercial banks throughout Georgia to provide large corporations with financial resources (syndicated credit facilities), as a result acquired US\$30 million credit portfolio.



Full-time MBA
For the
World-Class



Please recycle or pass to a friend.

WBS believes this document is accurate, but accepts no liability for errors or later changes. See our website for the latest information.

The Full-time MBA
Warwick Business School
The University of Warwick
Coventry CV4 7AL UK

T +44 (0)24 7657 4862

E recruit@wbs.ac.uk

W wbs.ac.uk/go/recruitment