

The Warwick

mba

by full time study

Talent
Profiles

2015

Graduates of Warwick Business School are world-class. See what they can do for your organisation.

Warwick Business School is the UK's top provider of finance and business research and education. The Financial Times ranks the Warwick MBA 25th in the world and 4th in the UK.

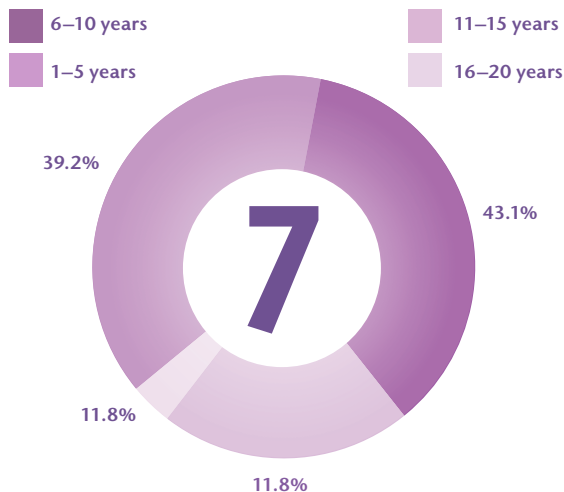
Who is a Warwick MBA student?

The Warwick MBA is shaped by the values of our institution which include creativity, innovation, leadership and diversity. We draw students from all corners of the globe to study with some of the world's thought leaders in the areas of Behavioural Science, Operations and Finance.

Through partnerships with other leading business schools, Warwick MBA students have opportunities for face-to-face learning around the world, which lends a distinctly international focus to the programme.

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 environments.

Average years' work experience



Our students



22 countries represented



Average age 30

A Warwick MBA student is creative, entrepreneurial, self-aware and ready to change the world.

If you are searching for the future leaders of your organisation, here are some options for engaging with the talent at WBS.

Recruitment presentations

Why not meet our MBAs face-to-face at either our Warwick campus, or our new teaching base at The Shard, London? 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 event at our base in 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 and this is an ideal way of addressing a current business challenge or need.

Group projects

Through our Leadership Plus module, a team of 6-8 MBAs will work for a 3 month period from January 2015, 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, please contact us:

🌐 wbs.ac.uk/go/recruitment

☎ +44 (0)24 7657 4862

✉ recruit@wbs.ac.uk

Talent Profiles





Haris Ahmed

Reference: FTMBA1401

<http://pk.linkedin.com/in/AhmedHaris>

- ⌘ **Career History:** Manager, Corporate Finance Division, Crosby Capital Pakistan, Lahore, Pakistan
Financial Analyst, Corporate Finance Division, Crosby Capital Pakistan, Lahore, Pakistan
Director, Pak Servers, Lahore, Pakistan
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bsc (Hons) Accounting & Finance, Warwick Business School, UK
- ⌘ **Nationality:** Pakistani
- ⌘ **Languages:** English (fluent), Urdu (fluent), Hindi (conversational)
- ⌘ **Achievements:**
 - Managed a team of five analysts to complete the Feasibility Study and Financial Proposal for the first private solar power project to be commissioned in Pakistan and negotiated the project's approval with the relevant government department.
 - As a Financial Analyst provided management consultancy to a leading logistics company, created and evaluated an analysis of employee productivity, identified redundancies and implemented a 15% cost reduction.
 - Founded and launched Pak Servers, a server management venture with fellow students and achieved a net income of 18% in first year of commercial operations.



Tolulope Ajayi

Reference: FTMBA1402

<http://ng.linkedin.com/in/tolulopeajayi>

- ⌘ **Career History:** Senior Associate, KPMG Advisory Services, Nigeria
Associate, KPMG Advisory Services, Nigeria
Experienced Analyst, KPMG Advisory Services, Nigeria
Analyst, KPMG Advisory Services, Nigeria
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Science, Computer Science (Information Systems), Babcock University, Nigeria
- ⌘ **Nationality:** Nigerian
- ⌘ **Languages:** English (fluent), Yoruba (fluent)
- ⌘ **Achievements:**
 - Developed an operating framework, including governance structure, organisation structure and business process architecture, for a client in the oil & gas sector; subsequently approved by the Board of Directors and implemented by the company.
 - Designed a West & Central Africa Operating Model and Strategic Alliance Framework, for a client in the media and planning sector, which guided the company's expansion strategy. The company established partnerships with media agencies in five additional countries in West & Central Africa.
 - Provided start up advisory services, which included: definition of key operating principles, articulation of a 5-year strategic plan, and development of a performance management framework, to a client in the public sector. The company commenced operations, with an initial start-up capital of N500 million, as a Social Services Security Trust Fund.

If you are interested in connecting with our students please contact recruit@wbs.ac.uk quoting the profile reference number.



Safarina Anindita

Reference: FTMBA1403

<http://www.linkedin.com/in/safarinaanindita>

- ⌘ **Career History:** Assurance Assistant, Ernst & Young, Jakarta, Indonesia
Accounting Staff, Café Crepe Inc., Vancouver, Canada
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Commerce, Sauder School of Business, Vancouver, Canada
Go Global Semester Exchange Program, Yonsei University, Seoul, South Korea
University Transfer Program, Langara College, Vancouver, Canada
- ⌘ **Nationality:** Indonesian
- ⌘ **Languages:** Bahasa Indonesia (fluent), English (fluent)
- ⌘ **Achievements:**
 - Improved Café Crepe’s internal controls relating to revenue, labour expense and inventory by reducing the revenue vs. cash inflow error margin by 80%, eliminated excess labour hours per restaurant, and reduced wastage.
 - Reduced the audit error for the accounts of our client PT Telkomsel, e.g. unearned revenue, cost of services and unused revenue by roughly Rp6 billion (20%), by designing a new recalculation method to accurately reflect the nature of the accounts.
 - Through the UBC Centre for Intercultural Communication, assisted visiting international students from Singapore, South Korea, and Saudi Arabia with cultural transition in Canada.



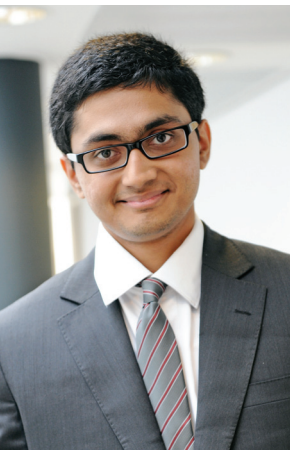
Omolola Apampa

Reference: FTMBA1404

<http://ng.linkedin.com/in/omololaapampa>

- ⌘ **Career History:** Analyst/Fund Manager, ARM Pensions PFA Limited, Lagos, Nigeria
Equity Research Analyst, ARM Investment Managers, Lagos, Nigeria
Business Analyst, ARM Investment Managers, Lagos, Nigeria
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
CFA Candidate, CFA Institute, USA (passed all three levels)
Bachelor of Science, Electronic and Electrical Engineering, Ile-Ife, Osun State, Nigeria
- ⌘ **Nationality:** Nigerian
- ⌘ **Languages:** English (fluent), Yoruba (fluent)
- ⌘ **Achievements:**
 - Developed an Excel model which improved the process of checking exposure limits on investments in all our portfolios to thirty minutes from approximately six hours.
 - Conducted research and built financial models on six companies under my remit, proposed recommendations which assisted the Investment Management Unit in making profitable buy/sell decisions.
 - Tested a new stock broking application to suit the processes of a stock broking firm, ensured equity transactions were settled appropriately and trained ten employees in the use of the application.

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Gautam Arun

Reference: FTMBA1405

<http://www.linkedin.com/in/gautamarun>

- ⌘ **Career History:** Engineer, Market Requirement Investigation Group, Renault-Nissan, Chennai, India
Project Lead & Prototype Vehicle Development Engineer (R&D), Renault-Nissan, Chennai, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Engineering in Mechanical Engineering, Kumaraguru College of Technology, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Tamil (fluent), French (basic), Hindi (basic)
- ⌘ **Achievements:**
 - Spearheaded the 2013 Female Customer Survey for Product Planning at Renault-Nissan and proposed a ‘Low Cost Automatic Transmission’ requirement.
 - Led a team of eleven engineers to design and develop the prototypes of two compact cars in ten months, which met the deadline three months ahead of schedule.
 - Proposed and prepared a prospective buyer checklist which has been rolled out across all Nissan dealerships in India.



Bassem Awada

Reference: FTMBA1406

<http://www.linkedin.com/in/bassemawada>

- ⌘ **Career History:** Principle C&I Packages Manager, Consultancy Engineering & Project Management, KBR, Leatherhead, UK
Project Manager, Electro-Mechanical Construction, MAIS, Abu Dhabi
Deputy Lead C&I Engineer, Consultancy Engineering & Project Management, AMEC, London, UK
Area Lead C&I Engineer, KBR, Leatherhead, UK
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
CEng, Institute of Engineering & Technology, UK
MSc Control Systems Engineering, (Merit), University of Sheffield, UK
BEng Mechatronics Engineering, First Class (Hons), University of Leeds, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (fluent), Arabic (fluent), French (intermediate)
- ⌘ **Achievements:**
 - As part of the Major Capital Projects team, led fifteen engineers and designers on control and instrumentation projects involving mechanical equipment worth +US\$100 million.
 - Built a software database for the business development team to utilise and consolidate all previous knowledge (200 presentations and 2,000 slides). Following a presentation to the company leadership it was adopted, which halved the time corporate management spent on preparing for client presentations.
 - As Chairman of the Princes Trust KBR Million Makers team, raised £11,000 through various fundraising events over a six-month period.

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Jagjit Bhangal

Reference: FTMBA1407

<http://www.linkedin.com/in/jagjitbhangal>

- ⌘ **Career History:** Lead Engineer, Vestas Wind Systems, UK
Aerodynamics Project Leader, McLaren, UK
Computational Fluid Dynamics Engineer, McLaren, UK
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
MEng (Hons), Aeronautical Engineering, Imperial College London, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (fluent), Punjabi (fluent), Hindi (fluent), German (basic)
- ⌘ **Achievements:**
 - Managed the aerodynamic R&D programme at Vestas Wind Systems which generated €25 million in additional revenue by increasing the power output of wind turbines by 1%.
 - Implemented design and technology improvements of the McLaren 650s road car using in-depth Formula One knowledge, delivered a 40% increase in aerodynamic performance in less than six months.
 - Established a personal portfolio of rental property investments that return yields of 50% above the national average and capital growth of 45% over a 24 month period, achieved through detailed analysis and understanding of market forces.



Ritika Bhargava

Reference: FTMBA1408

<https://www.linkedin.com/in/bhargavaritika>

- ⌘ **Career History:** Business Development and Event Consultant, Bangalore Soma Vineyards, Bangalore, India
Founder and Managing Partner, Three Production Weddings, Bangalore, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Chemical Engineering, R.V College of Engineering, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent)
- ⌘ **Achievements:**
 - Created a niche in the highly competitive wedding market as planners with an in-house production team; generated revenues of £362,000 in five years from an initial investment of £500.
 - Structured the business by implementing standard operating processes for the production unit to optimize time, resources and costs and initiated Six Sigma processes for servicing executives to increase productivity and client satisfaction. The new structuring helped increase profitability by over 20% in a span of 1.5 years.
 - Developed and managed the corporate branding and marketing strategy for one of India's first boutique vineyards. Generated new business opportunities through wine tourism, experiential programmes and exclusive events, resulting in 23 new opportunities (pre-launch) and £5,200 additional revenue.

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Priya Boovaraghavan

Reference: FTMBA1409

<http://www.linkedin.com/in/pboovaraghavan>

- ⌘ **Career History:** Group Manager, National Instruments, Bangalore, India
Senior Technical Writer, Bank of America, Mumbai, India
Technical Writer, Oracle Corporation, Bangalore, India
Documentation Specialist, Huawei Technologies, Bangalore, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Engineering, Electronics and Communication, University of Madras, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Tamil (intermediate), Kannada (basic), Hindi (basic)
- ⌘ **Achievements:**
 - Collaborated with managers to streamline and unify the project management and auditing process; implemented and automated project documentation systems and standardised the communication process to stakeholders, thereby introducing uniformity and reducing error rate by 70%.
 - Reduced attrition rates by 30% and successfully retained talent by persuading managers to allow intra-company transfers.
 - Implemented a new streamlined training programme that reduced overall training time by 50%.



David Brooks

Reference: FTMBA1410

<http://www.linkedin.com/in/davidsbrooks1>

- ⌘ **Career History:** Operations Manager, NATO HQ, UK
Crisis Manager, UK Operational HQ, Afghanistan
Operations Director, Household Cavalry Regiment, UK
Requirements Manager, Surveillance (Optics and Sensors), Special Projects, DE&S, UK
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Postgraduate Diploma (PGDip), Defence Technology with Information Superiority, Cranfield University, UK
Graduate, Joint Services Command and Staff College, UK
Graduate, Royal Military Academy Sandhurst, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (fluent), German (basic)
- ⌘ **Achievements:**
 - As Crisis Manager of all deployed UK forces in Afghanistan, managed 120+ potentially negative events; managed immediate response and subsequently ensured consistency of both internal and external messaging, protecting the reputation of NATO/UK forces in Helmand.
 - As a Squadron Leader in the Household Cavalry, for two years managed 120 direct reports as they prepared for deployment on operations. Directed outstanding training programme despite vastly reduced resources, achieving unprecedented levels of staff retention.
 - As the Technical Requirements Manager for UK Special Forces, developed and then accepted 40 small to medium, technically demanding surveillance projects. All projects met or exceeded time, cost and performance metrics in one or all areas.

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Resphi Pin-Jyun Chen

Reference: FTMBA1411

<http://tw.linkedin.com/in/resphichen/>

- ⌘ **Career History:** Merchandiser, Just Join Limited, Taiwan
Industrial Designer, U1o Incorporation, Taiwan
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Science, Industrial Design, Mechanical Engineering (dual major), National Cheng Kung University, Taiwan
- ⌘ **Nationality:** Taiwanese
- ⌘ **Languages:** Mandarin (fluent), Taiwanese (fluent), English (fluent), Japanese (basic), German (basic)
- ⌘ **Achievements:**
 - As a merchandiser at Just Join Limited, managed over ten new projects per year, handled 3,000 products and maintained an annual turnover of £3.4 million in an adverse radio-controlled models market.
 - Researched and engaged ten new suppliers and thirty new products into the client's range, contributing 10% of the annual turnover.
 - Led a team of six in a government funded project to ensure the final design for an exhibition booth was within budget of £21,000, delivered on time and met the client's expectations.



Walter Cheung

Reference: FTMBA1412

<http://uk.linkedin.com/in/cheungwalter/>

- ⌘ **Career History:** Estate Surveyor, Lands Department, HKSAR Government, Hong Kong
Property Officer, Hanison Project Management Limited, Hong Kong
Estate Surveyor Graduate, Lands Department, HKSAR Government, Hong Kong
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Science in Surveying, The University of Hong Kong
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** English (fluent), Cantonese (fluent), Mandarin (fluent)
- ⌘ **Achievements:**
 - Disposed one of the sale sites to meet the annual land supply target. The project was delivered two months ahead of schedule and increased the housing supply target by 9%.
 - Prioritized the processing of backlog building plans by allocating extra resources and decreased it by 40% to an acceptable level in three months.
 - Attended a local consultation on a lease modification application and represented the Government to explain land policy to a group of 50 local residents which they accepted and withdrew further escalation actions.

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Aadhishvarun Chitnavis

Reference: FTMBA1413

<http://www.linkedin.com/in/varunchitnavis>

- ⌘ **Career History:** Additional Chief Officer (Chief Operations Officer), Mitsui OSK Lines, Worldwide (Ships trading globally)
Navigating (Second) Officer, Mitsui OSK Lines, Worldwide (Ships trading globally)
Fire and Safety (Third) Officer, Mitsui OSK Lines, Worldwide (Ships trading globally)
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Science, Nautical Technology, University of Mumbai, India
Certificate of Competency as a Master (Captain) of a Vessel, Government of India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (intermediate), Marathi (intermediate)
- ⌘ **Achievements:**
 - As Chief Operations Officer, increased the cargo carrying capacity of the vessel by optimising loading operations and reducing the residual deadweight capacity; as a result increased revenue generation by 8%.
 - Formulated the optimal routes through integrating speed profile and engine configuration, in combination with up-to-date weather and sea current forecasts which resulted in a reduction in fuel consumption of 5.2%.
 - Developed a unique procedure to embark and disembark the lifeboats which eliminates the presence of a person inside the boat during launch and recovery, a critical period during which accidents occur. There have been no accidents since the implementation of this procedure in my organisation.



Aryadatta Choudhury

Reference: FTMBA1414

<https://www.linkedin.com/in/aryadattachoudhury>

- ⌘ **Career History:** Mechanical Engineer, NORR Group Consultants International Ltd, Dubai
Assistant Mechanical Engineer, ATKINS, Dubai
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Engineering in Mechanical Engineering, YCCE, Nagpur, India
Leadership in Environmental Energy Design (LEED) Accredited Professional
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent), Mandarin (basic)
- ⌘ **Achievements:**
 - As mechanical engineer, ensured the seamless preparation and execution of the design stages, liaised with the government & civil authorities to acquire design approvals and with equipment suppliers to obtain quotes. Resolved design coordination issues for The Address Boulevard Hotel, Dubai.
 - Instrumental in the mechanical design of the first Canadian Consulate in Dubai; liaised and coordinated with Canadian government bodies to ensure the building design fulfilled the Canadian standards and guidelines for high security buildings.
 - Spearheaded one of the first projects in Atkins for sustainable design by successfully completing thermal model for the Palm Jumeirah Gateway Towers (\$70 million, 5 million sq.ft multi-use projects on the Palm Jumeirah Islands, Dubai). Designed a virtual model based on Leadership in Environmental Energy Design (LEED) guidelines and attained a LEED Gold Certification.

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Cecilia Cordova Ramos

Reference: FTMBA1415

<https://pe.linkedin.com/in/ceciliacordova>

- ⌘ **Career History:** Head of Finance, Urbanova, Real Estate Development, Breca Conglomerate, Lima, Peru
Senior Analyst, Corporate Finance for SN Power Peru, Startkraft, Lima, Peru
Financial Planning Specialist, ISA Group (REP, CTM & ISA Perú), Lima, Peru
Financial Analyst, Romero Corporation, Lima, Peru
Corporate Banking Assistant, INTERBANK, Lima, Peru
Commercial Analyst, América Leasing, Lima, Peru
Commercial Analyst, Equifax Perú, Lima, Peru
- ⌘ **Education Highlights:** Warwick MBA, Warwick Business School, UK
MSc Finance, Universidad de Lima, 2009
Negotiation Training, Business School of São Paulo, 2008
Bachelor of Business Administration, Universidad de Lima, 2005
- ⌘ **Nationality:** Peruvian
- ⌘ **Languages:** Spanish (fluent), English (fluent), Portuguese (intermediate), French (basic)
- ⌘ **Achievements:**
 - Won eight projects in two years, worth US\$520 million, as part of the Financial Planning Committee, and led the subsequent negotiation and structuring of loan-term financing commitments worth US\$260 million.
 - Established the Financial Department for Urbanova, created policies, defined roles, set indicators and control procedures. Subsequently awarded US\$400 million to develop new projects and to implement the new business model.
 - Directed the first bond programme for the Breca Corporation valued at US\$46 million. Funds were raised from the Insurance Company within the conglomerate and allocated to the real estate business which led to the construction of a prime office building.



Christos Erois

Reference: FTMBA1416

<https://www.linkedin.com/in/christoserois>

- ⌘ **Career History:** Search Engine Marketing Manager, Google Ad Words, Digital Minds, Athens, Greece
Assistant Brand Manager, Scholl & Airwick, Reckitt Benckiser, Athens, Greece
Sales Operations, Customer Service, Marfin Egnatia Bank, Athens, Greece
Financial and Insurance Consultant, Sales Department, ALICO AIG, Athens, Greece
- ⌘ **Education Highlights:** The Warwick Full Time MBA, University of Warwick, UK
MSc Marketing (specialisation in Brand Management), The American College of Greece, Athens, Greece
BSc Business Administration (emphasis in Management), The American College of Greece, Athens, Greece
- ⌘ **Nationality:** Greek
- ⌘ **Languages:** Greek (native), English (fluent), German (basic)
- ⌘ **Achievements:**
 - As Marketing Manager in Digital Minds, introduced YouTube advertising into our services, which converted into 60% of the company's revenue within one year.
 - Led a highly demanding search engine marketing campaign for our key account 'Sporting Bet' which delivered a 10% increase in their customer base and enhanced the brand awareness and reputation of Digital Minds.
 - During my MSc in Marketing, led a consultancy project for NGO Organization Earth, designed a marketing plan for their Theme Park 'The Centre of the Earth' and established a membership scheme which allowed an increase in visitors of 50%. The project team received the highest grade (90%) of the MSc cohort.

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Lorenzo Ferrario

Reference: FTMBA1417

<http://sg.linkedin.com/in/lorenzoferrario>

- ⌘ **Career History:** Senior Hardware Design Engineer, STMicroelectronics, Singapore
Junior Hardware Design Engineer II, STMicroelectronics, Cornaredo, Italy
Junior Hardware Design Engineer I, STMicroelectronics, Cornaredo, Italy
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Master of Electronic Engineering, Politecnico di Milano, Italy
Bachelor of Electronic Engineering, Politecnico di Milano, Italy
- ⌘ **Nationality:** Italian
- ⌘ **Languages:** English (fluent), Italian (fluent)
- ⌘ **Achievements:**
 - Improved performance of an integrated circuit device for power application in the hard disk market by 50%, through the development and patent of a new idea.
 - Relocated to Singapore to bridge language and cultural differences between local and European teams in the joint development of an integrated circuit device for hard disc drives. Enabled my division to enter into a new market now accounting for 20% of its sales.
 - Liaised with American clients to help define next-generation platform for hard disk drives by providing key solutions and contributions. The identified architecture proved to be faultless, strengthening the partnership with the first supplier of hard disks worldwide.



Karishma Frank

Reference: FTMBA1418

<https://www.linkedin.com/in/karishmafrank>

- ⌘ **Career History:** Strategy Planner, Wieden+Kennedy, Delhi, India
Executive Strategy Planner, Percept H, Delhi, India
Management Trainee, Strategy Planning, Leo Burnett, Delhi, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Commerce (First-class Hons), Jesus and Mary College, Delhi University, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent)
- ⌘ **Achievements:**
 - Independently spearheaded an extensive research study that identified relevant market insights by examining sports culture and Nike's brand perceptions in India, which helped develop a fresh way forward for Nike's 2015 communication plan.
 - Led planning support to W+K Amsterdam for developing an integrated marketing campaign for Intel, targeted to inspire first time PC users in the middle class and increase brand affinity in the BRIC region.
 - Collaborated with Canon's global team in Hakuodo Inc. (Japanese JV of Percept H) to pitch for Canon's business in India and successfully acquired the project worth £2.5 million for Percept H.

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Huayun Gao

Reference: FTMBA1419

<http://cn.linkedin.com/in/huayungao>

- ⌘ **Career History:** Product Specialist, Proface, Shanghai, China
Technical Support, JST, Shanghai, China
Assistant Mechanical Engineer, Wincor-Nixdorf, Shanghai, China
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Engineering, Mechanical Design, Manufacturing and Automation (Vehicle Engineering), University of Shanghai for Science & Technology, China
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** Mandarin (fluent), English (intermediate), Japanese (basic)
- ⌘ **Achievements:**
 - Implemented a new market analysis system in Proface China which consolidated all market intelligence in one platform and increased efficiency by 50%.
 - Launched a new product in China by leading a field test and defining suitable customer segments, resulting in increased sales of 149.8% in 1.5 years.
 - Established new Quality Development department in JST China, trained local staff and reduced resolution time of customer complaints by 75%.



Nitin Gupta

Reference: FTMBA1420

<http://in.linkedin.com/in/guptanitin05>

- ⌘ **Career History:** Project Manager, Bajaj Auto, India
Senior Project Leader, Mahindra Engineering Services, India
Senior Engineer, Tata Motors, India
Design Engineer, Escorts Construction Equipment Ltd, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Engineering (Mechanical), Government College of Engineering and Technology, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent)
- ⌘ **Achievements:**
 - Managed projects which led to the successful design and production of two motorbike models; these motorbikes were launched in United States, Europe, China and India.
 - Led commercial vehicle (truck) design project with design teams located in United States, China and India and proposed design solutions to meet cost and quality targets.
 - Designed a multi-utility crane with special features to be used in rescue work in road accidents involving heavy duty vehicles; the cranes are used by multiple Government organisations in India.

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Bumsik (Ben) Han

Reference: FTMBA1421

<https://www.linkedin.com/in/bumsik>

- ⌘ **Career History:** Manager, Corporate Tax Division, Deloitte Korea, Seoul, South Korea
Accounting Audit Division, PricewaterhouseCoopers (PwC), Seoul, South Korea
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Foundation Diploma for Postgraduate Studies (FDPS) at SOAS, University of London, UK
Bachelor of Business Administration, Korea University, South Korea
- ⌘ **Nationality:** South Korean
- ⌘ **Languages:** English (fluent), Korean (fluent)
- ⌘ **Achievements:**
 - Implemented new corporate tax consolidation rules for the market leader in the Korean mobile communication industry, saving approximately US\$6 million of annual corporate income tax.
 - Led M&A project for Korean Life Insurance, the leading insurance firm in Korea, and identified potential tax penalties for the target company, worth approximately US\$13 million, which reduced the target company's price.
 - Undertook a tax diagnosis for a global leading chemical company in Korea and proposed counter measures that reduced latent tax penalties by 20% (US\$16 million).



Richard Inman

Reference: FTMBA1422

<https://www.linkedin.com/in/richinman>

- ⌘ **Career History:** Specialist Training Adviser, SAAB Technologies, Westbury, UK
Captain (Operations Officer), British Army (Royal Engineers), UK
Lieutenant (Support Troop Command), British Army (Royal Engineers), UK
Lieutenant (Search Troop Command), British Army (Royal Engineers), UK
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Engineering, Software Engineering, Cranfield University, UK
Level 8 Certificate in Strategic Direction and Leadership, Chartered Management Institute (CMI)
Level 5 Diploma in Leadership and Management, Institute of Leadership and Management (ILM)
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (fluent), French (basic)
- ⌘ **Achievements:**
 - During a seven-month deployment to Afghanistan, developed tactical doctrine for clearing routes of explosive devices in Helmand Province. Updated, expanded and simplified this doctrine using high risk search experience, liaison with experts and recent technology advances. As a result, explosive strike incidents dropped by 95% amongst supported units.
 - Concurrently, commanded a troop of ten armoured vehicles and 35 highly-skilled soldiers. Planned and led more than 20 independent high risk missions, regularly delivering convoys of over 120 vehicles safely throughout Afghanistan. Destroyed more than 100 Improvised Explosive Devices. Received a commendation from the coalition Chief of Joint Operations for leadership.
 - Recently led over 100 staff as a volunteer marathon director for the charity Street Child in Sierra Leone. Over 5,000 runners took part and we raised over £500,000 for the charity.

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Richa Jaiswal

Reference: FTMBA1423

<https://in.linkedin.com/in/drrichajaiswal>

- ⌘ **Career History:** Manager, HDFC ERGO General Insurance Company Ltd, India
Project Manager, E-Meditek TPA Services Ltd, India
Senior Consultant, IFFCO Tokio General Insurance Company Ltd, India
Medical Officer, E-Meditek TPA Services Ltd, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Dental Surgery, Dr Bhimrao Ambedkar University, India (Gold Medalist)
Associateship, Insurance Institute of India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent)
- ⌘ **Achievements:**
 - As lead for the corporate relationship for HDFC ERGO General Insurance Company, developed and executed business plans for retention; achieved a 100% renewal rate for health insurance clients in 2014, restructured the team of 24 and deployed targeted retention programmes that aligned all functional areas.
 - Planned, developed and implemented an informatics programme for ten private health insurance companies, together with an international business plan for re-pricing and emergency evacuations which increased revenue by 30%.
 - Developed a new framework of rules-driven claims management software with fraud control guidelines and auto adjudication for claims processing which decreased claims turnaround time from seven days to one, reduced the error rate from 18% to 2% and improved efficiency by over 50%.



Erskine Kuria Kamau, Caia

Reference: FTMBA1424

<https://ke.linkedin.com/in/erskinekuriakamau>

- ⌘ **Career History:** Senior Research Analyst, Kestrel Capital (E.A.), Nairobi, Kenya
Research Analyst, Old Mutual Securities, Nairobi, Kenya
Product Development, Old Mutual Kenya, Nairobi, Kenya
Part time Lecturer, CFA, Oshwal College, Nairobi, Kenya
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Passed Level three of the CFA Program, Chartered Financial Analyst Institute, USA
Affiliate, Association of Chartered Certified Accountants (ACCA)
Bachelor of Science, Actuarial Science, University of Nairobi
- ⌘ **Nationality:** Kenyan
- ⌘ **Languages:** English (fluent), Swahili (fluent)
- ⌘ **Achievements:**
 - Increased the frequency of research reports from one to three reports per analyst per quarter, increased the number of companies covered from 15 to 26 and created more informative reports. Investors have been able to identify new investment opportunities outside the top 15 companies in Nairobi.
 - Introduced half-yearly and quarterly forecasts in addition to the annual forecasts, a first in our market. This has enabled investors to compare interim results with updated forecasts and, as a result, to make better informed investment decisions.
 - Responsible for launching a mobile phone based unit trust/mutual fund product. Collaborated with colleagues in other departments to set up the business process flow system for the product, which was launched in the agreed timeframe and attracted 1,000 new customers in its first three months.

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Sungjong Kang

Reference: FTMBA1425

<http://www.linkedin.com/in/sungjongkang>

- ⌘ **Career History:** Senior Manager, Performance Evaluation, Korea East West Power Co, Ulsan, South Korea
Manager, Strategic Planning, Korea East West Power Co, Ulsan, South Korea
Manager, Power Trading, Korea East West Power Co, Ulsan, South Korea
Assistant manager, Korea Electric Power Co (KEPCO), Seoul, South Korea
- ⌘ **Education Highlights** The Warwick MBA, Warwick Business School, UK
Bachelor of Business Administration, University of Sogang, South Korea
- ⌘ **Nationality:** South Korean
- ⌘ **Languages:** English (intermediate), Korean (fluent)
- ⌘ **Achievements:**
 - As senior Performance Evaluation Manager, led a team of seven to prepare and submit EWP's annual KPI report to government which resulted in the award of Top Three Tier salary incentives to EWP employees for two consecutive years.
 - Represented EWP at the Korea Power Exchange advisory group to the Korean Government, to improve subsidies for domestic coal consumption and received a personal award from Energy Minister.
 - Identified an alternative method for pricing the transmission connection fee to KEPCO which resulted in an annual saving of approximately £3 million.



Ali Faisal Khan

Reference: FTMBA1426

<http://in.linkedin.com/in/faisalkhan9/>

- ⌘ **Career History:** Manager, Compliance, Torrent Pharmaceuticals, Bangalore, India
Risk Analyst, Advisory, Ernst and Young, Bangalore, India
Assistant Manager, Logistics, Torrent Pharmaceuticals, Bangalore, India
- ⌘ **Education Highlights:** The Warwick MBA, University of Warwick, UK
Bachelor of Commerce, Finance, Christ University, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Urdu (fluent), Hindi (fluent), Kannada (intermediate), Spanish (basic)
- ⌘ **Achievements:**
 - As a Risk Analyst at Ernst and Young, undertook a Software Asset Management Review, which assisted Microsoft to recover \$100k in terms of software licenses.
 - Conducted a four-month audit, representing GE and Wipro (GE's Global Development Centre), and ensured Wipro became compliant with GE's rules and regulations.
 - As an Assistant Manager in Torrent Pharmaceuticals, designed a system of order execution, which significantly reduced the lead-time by at least six hours between receiving orders from the clients and the delivery of medicines.

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Aparna Krishanan

Reference: FTMBA1427

<http://in.linkedin.com/in/aparnakrishanan>

- ⌘ Career History:**
 - Senior Manager, IT Sector President's Office, Mahindra Group, Mumbai, India
 - Regional Business Lead (West and East India), SHRM, Mumbai, India
 - Business Development Manager (South India), Society for Human Resource Management (SHRM), Bangalore, India
 - HR Business Partner, Mahindra Group, Mumbai, India
- ⌘ Education Highlights:**
 - The Warwick MBA, Warwick Business School, UK
 - Post Graduate Diploma in Business Administration (HR), Somaiya Institute, Mumbai
 - Bachelors in Electronics Engineering, University of Mumbai, India
- ⌘ Nationality:**
 - Indian
- ⌘ Languages:**
 - English (fluent), Hindi (fluent)
- ⌘ Achievements:**
 - Established operations in India and Sri Lanka for the Society for Human Resource Management and generated revenues of nearly US\$500,000 from 20+ clients in the first three years.
 - Prepared investment proposals for the venture arm of the Mahindra Group, one of which led to participation in a US\$6.2 million funding round for a technology start-up.
 - Chaired the Shadow Board (a young executive board handpicked by the CEO to critique company strategy) for the Mahindra Group's real estate arm. One of the three best performing shadow boards for the year out of a group of 10.



Akshay Kumar

Reference: FTMBA1428

<http://in.linkedin.com/in/akshay1186>

- ⌘ Career History:**
 - Offshore Coordinator, Operational Acceptance & Disaster Recovery Operations, Tata Consultancy Services (Client: Deutsche Bank), Bangalore, India
 - Service Operation Consultant, Tata Consultancy Services (Client: Ameriprise Financial), Bangalore, India
 - Systems Engineer (Production Support Executive), Tata Consultancy Services (Client: Ameriprise Financial), Bangalore, India
 - Assistant Systems Engineer, Tata Consultancy Services (Client: Ameriprise Financial), Bangalore, India
- ⌘ Education Highlights:**
 - The Warwick MBA, Warwick Business School, UK
 - Bachelor of Technology in Information Technology, Indian Institute of Information Technology, Allahabad, India
- ⌘ Nationality:**
 - Indian
- ⌘ Languages:**
 - English (fluent), Hindi (fluent)
- ⌘ Achievements:**
 - Mentored a six member offshore team for the delivery of IT services to support and improve IT systems of the client Ameriprise Financial. Ensured the stability of their applications in the production environment which generated annual revenue for TCS of close to US\$0.75 million and satisfied the concerns of over 500 stakeholders.
 - Reduced the overall cost of operations by automating time consuming manual activities which saved approximately US\$50,000 for Ameriprise.
 - Received the delivery excellence award for initiating and supervising a cross-training programme in the offshore team following a cost-cutting directive issued by the client. This reduced their billing for the TCS team by almost 15% and increased the support coverage from offshore by 66%.

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Prerna Kumra

Reference: FTMBA1429

<https://www.linkedin.com/in/prernakumra>

- ⓘ **Career History:**
 - Consultant, Ipsos Business Consulting, Delhi, India
 - Researcher, Europa Statistics, Taylor and Francis, (an Informa business), Delhi, India
 - Junior Research Analyst, Strategy and Growth Team, McKinsey & Company, Delhi, India
- ⓘ **Education Highlights:**
 - The Warwick MBA, Warwick Business School, UK
 - Master of Science, Economics and Financial Economics, University of Nottingham, UK (Universitas 21 Scholarship)
 - Bachelor of Arts, Economics, University of Delhi, India
- ⓘ **Nationality:**
 - Indian
- ⓘ **Languages:**
 - English (fluent), Hindi (fluent)
- ⓘ **Achievements:**
 - Designed and managed a targeting strategy for a leading not-for-profit international organisation for their society portfolio in India. Improved profitability by 30% through a reduction in costs and achieving rapid results. Awarded the Ipsos Star Award for excellence in performance and commitment.
 - Undertook a market assessment and value chain analysis which helped to develop an expansion and competition strategy for our client (an international oil and gas company). The strategy enabled the client to improve its distribution network and gain market share in India and China.
 - As a researcher with Europa Statistics, collaborated with the team to identify and assess areas of improvement and potential expansion to broaden the scope of the database which resulted in four new macroeconomic parameters and extended the time-frame for historical data.



Sze Lok (Nicole) Leung

Reference: FTMBA1430

<https://www.linkedin.com/in/nicoleszelokleung>

- ⓘ **Career History:**
 - Operations Leader, Standard Chartered Bank (HK) Ltd, Hong Kong
 - Retail Investment Operations Officer, Hang Seng Bank Ltd, Hong Kong
 - Relationship Officer, Shanghai Commercial Bank Ltd, Hong Kong
- ⓘ **Education Highlights:**
 - The Warwick MBA, Warwick Business School, UK
 - Bachelor of Science, Computer Science and Information Systems, The University of Hong Kong
- ⓘ **Nationality:**
 - Chinese (Hong Kong)
- ⓘ **Languages:**
 - Cantonese (fluent), English (fluent), Mandarin (intermediate)
- ⓘ **Achievements:**
 - Led a team of four to reduce the number of trade transactions by 30% which improved operations efficiency and enabled savings of \$100K a year.
 - Led a team of ten through an intensive on-boarding programme while maintaining smooth daily operations with no adverse impact to our clients.
 - Won a 'Star Award' for liaising with key stakeholders and leading a project to mitigate operational risk which avoided financial losses of \$1,000 per short sell stock trade transaction.

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Yan Li

Reference: FTMBA1431

<https://www.linkedin.com/in/yanito>

- ⌘ **Career History:** MEA regional sales manager, Huawei EMEA Key Account; Livingston Ltd, London, UK
System Architect, xDSL Technology Physical Layer; Alcatel-Lucent NV, Antwerp, Belgium
Internship student, Acoustics Division; Philips NV, Brussels area, Belgium
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Master (Ir) in Electrical Engineering (in Dutch), Data Mining & Automation; Katholieke Universiteit Leuven, Belgium
Master (Ing) in Electronics Engineering (in English), Design Technology, Groep T Hogeschool Leuven, Belgium
- ⌘ **Nationality:** Belgian
- ⌘ **Languages:** Mandarin (native), English (fluent), Dutch (fluent), French (intermediate)
- ⌘ **Achievements:**
 - Integrated a cross-functional global team in London and Dubai, turned the MEA’s regional revenue decline of 36% in 2012 into 10% growth to €1.1 million in 2013, gross margin greater than 50%, and reduced overdue current receivables to less than 3% of revenue.
 - Explored new business opportunities with Huawei Global Key Accounts, increased revenue fivefold to £85K in UK in 2011, and disposed €97K underutilised assets to Turkey in 2012 which improved utilisation by 25%.
 - Led projects with global teams of Alcatel-Lucent in Belgium and India, demonstrated two proof-of-concepts first to the market at Broadband World Forum 2008 and 2009.



Joyce Liu

Reference: FTMBA1432

<https://www.linkedin.com/in/joycethliu>

- ⌘ **Career History:** Senior Strategist, Design Affairs GmbH (Siemens Design Center), Shanghai, China
Product Designer, Process Brand Evolution AG, Taipei, Taiwan
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Industrial Design, Tunghai University, Taiwan
- ⌘ **Nationality:** Taiwanese
- ⌘ **Languages:** English (fluent), Mandarin (fluent), Japanese (basic)
- ⌘ **Achievements:**
 - Launched qualitative and quantitative research on the Chinese market to focus clients, such as Sony, on cultural differences influencing consumer preferences for design features and appearance for home appliance and technology products.
 - Designed and led forums with 80 employees from a leading car manufacturer to envision future trends, generating over 200 ideas to support automotive sales growth in China.
 - Initiated China Telecom visual style guidelines for their bio-contract cell phone range to ensure brand consistency between the client’s marketing team and their phone manufacturer.

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Michael Lock

Reference: FTMBA1433

<https://www.linkedin.com/in/michaellock1>

- ⌘ **Career History:** Summer Associate, Investment Banking, RBC Capital Markets, Toronto, Canada
Associate, Management Consulting, Accenture Ltd, London, UK
Analyst, International Tax, Ernst & Young LLP, London, UK
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK (Entrance Scholarship)
Chartered Accountant, Institute of Chartered Accountants of Scotland, UK
Bachelor of Science, Mathematics, First Class, The University of Birmingham, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (fluent)
- ⌘ **Achievements:**
 - As an investment banking associate, provided strategic and financial advice on a US\$400 million sell-side pitch of a Canadian based industrials company.
 - As a management consultant in Malaysia, led the Asia Pacific arm of a US\$10 million project to develop a strategic continuity plan for the global finance operation of a US Oil Services Company and presented findings directly to the CFO.
 - As a management consultant, developed a customised finance function model to reduce the inefficiencies within a global UK bank; led workshops to assist the client in standardising processes to increase efficiency by 30% and reduce costs by US\$35 million.



Kang Lu

Reference: FTMBA1434

<http://www.linkedin.com/in/kanglu>

- ⌘
- ⌘ **Career History:** Sales Planning Senior Officer, Volkswagen Group Import China, Beijing, China
Network Development Officer, Volkswagen Group Import China, Beijing, China
Sales Planning Specialist, Chrysler Group China Sales Ltd., Shanghai, China
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Master of Arts, Applied Linguistics, Beihang University, China
Bachelor of Arts, English, Beihang University, China
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** Mandarin (native), English (fluent)
- ⌘ **Achievements:**
 - Realised 30% year-on-year increase in sales performance for Volkswagen Group through improved execution of sales strategies, and precise analysis of the complex and fast-changing China automotive industry and market.
 - Ran a stock clearance project to lower stock levels across the region by 30% in six months and clear aged port stock by 40%.
 - Led a cross-functional team of eight to rebuild the dealer ordering system and standardise the ordering process in Chrysler Group China, which improved efficiency by 65%.

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Shaurya Mehta

Reference: FTMBA1435

<http://www.linkedin.com/in/shauryamehta>

- ⌘ **Career History:** Founder & CEO, Metcon Finance Limited, Mumbai, India
Consultant, Deloitte India's Strategy & Operations Consultancy Division, Mumbai, India
Senior Manager, Strategy, Finance and Railway Operations, Metcon India Realty & Infrastructure Pvt. Ltd., Mumbai, India
Summer Intern, Indiabulls Real Estate Limited, Mumbai, India
- ⌘ **Education Highlights:** Full-Time MBA, Warwick Business School, UK
MSc Marketing & Strategy, Warwick Business School, UK
Bachelor of Management Studies, Jai Hind College, University of Mumbai, Mumbai, India
Summer Session – International Business and Marketing, Haas School of Business, University of California, Berkeley, CA, USA
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent), Marathi (intermediate), Punjabi (intermediate), Gujarati (basic)
- ⌘ **Achievements:**
 - As CEO at Metcon Finance Ltd, predicted the downgrade of the USA's sovereign credit rating and assisted clients to build suitable portfolio positions in futures and options to achieve a 65% profit in four months, while India's benchmark stock market index gave a return of -20%.
 - At Deloitte India Consulting, acquired Western Union Financial Services India for a two-year project by undertaking intensive research on budget forecasting, revenue modelling, feasibility & competition analyses and brand positioning, and suggested a new \$1 billion revenue stream for the entity.
 - Identified different areas of monetary leakages, streamlined the cash flows and saved interest outgo by 20-30% annually in the railways and real estate divisions of Metcon India.



Ashish Misra

Reference: FTMBA1436

<http://www.linkedin.com/in/misraashish>

- ⌘ **Career History:** Project and Social-Media Manager, SattvaSoul, Noida, India
Application Developer (P&C Insurance Domain), Computer Sciences Corporation, Noida, India
Software Engineer for Readers Digest Association (Publishing Domain) at HCL Technologies, Noida, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
B.Tech in Electronics and Communication Engineering from Amity University, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (native), German (basic)
- ⌘ **Achievements:**
 - As an Application Developer at CSC, identified errors in the software-development process in the conversion unit. Resolved these by introducing Java best practices and mentoring the team, thereby decreasing the conversion time by 35% and reducing the conversion errors by over 70%.
 - Identified and developed customised software solutions to meet the functional business needs of the sweepstakes and offers provided to the consumers of the Readers Digest Association. Coordinated with multiple onsite and offsite implementation teams, which increased on-time deliveries to 90% and achieved a 97% satisfaction rate.
 - Initiated a national campaign – YUVA: A movement to fight against the threats faced by juveniles. Secured a flagship tie up with the Delhi Police to obtain the required resources to run the campaign and worked closely with the media to increase awareness, attract volunteers and raise funds.

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Farookh Muqri

Reference: FTMBA1437

<http://in.linkedin.com/in/farookhmuqri>

- ⌘ **Career History:** Solution Designer, Tech Mahindra Limited, Mumbai, India
Technology Analyst, Infosys Technologies, Pune, India
Senior Software Engineer, Infosys Technologies, London, UK
Software Engineer, Infosys Technologies, Pune, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Engineering in Computers, University of Mumbai, Mumbai, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent)
- ⌘ **Achievements:**
 - Designed an innovative global solution to launch a communication service for a leading UK Telecom Company, which saved the client £770K.
 - In a software release cycle worth over £1 million, coordinated a team of 100+ in India and engaged all the stakeholders to successfully deploy every business requirement within set timelines.
 - Effectively led a team of 20+ to develop a critical system, successfully delivering the £435K project in less than three months.



Pedro Olmos Garcia

Reference: FTMBA1438

<http://es.linkedin.com/in/pedroolmos/>

- ⌘ **Career History:** Senior Project Manager, Ceinsa (Eurofinsa Group), Madrid, Spain
Project Manager, Ceinsa (Eurofinsa Group), Valladolid, Spain
Civil Engineer, Ingeniería Civil y Ambiental Hidraulica (Incosa Group), Valladolid, Spain
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Master of Advanced Studies, School of Architecture, University of Valladolid
MSc in Civil Engineering, School of Civil Engineering, University of Cantabria
- ⌘ **Nationality:** Spanish
- ⌘ **Languages:** Spanish (fluent), English (fluent)
- ⌘ **Achievements:**
 - As a Project Manager for Ceinsa, successfully managed the delivery of civil work projects including hydraulic facilities, motorways, water pipelines and housing developments, with a total budget of €40 million+.
 - Technical Representation and Economic Management for CEINSA in the bid for the 'Water Network Project' in Jordan (€50 million), achieving the best economic offer for three of the five available tenders.
 - Successfully negotiated budget increases with public managers for different contracts (€2 million).

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Swapneel Patwardhan

Reference: FTMBA1439

<http://www.linkedin.com/in/swapneelpatwardhan>

- ⌘ **Career History:** Assistant Manager, Larsen & Toubro Hydrocarbon Engineering Ltd (a wholly owned subsidiary of Larsen & Toubro Ltd), Mumbai, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor's in Chemical Engineering, Vishwakarma Institute of Technology, University of Pune
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** Hindi (fluent), English (fluent), Marathi (fluent), French (basic)
- ⌘ **Achievements:**
 - Developed a multi-vendor sourcing strategy for furnace equipment which helped save 20% of the transverse price allocated for the equipment.
 - Liaised between client and Indian Government bodies for requisite approvals and prevented bureaucratic delays, which allowed cost avoidance of up to \$15 million in liquidated damages.
 - Advised the revalidation of refractory material properties which exceeded client's acceptable limits and avoided a three-month delay in project completion.



Eirini Pitsirikou

Reference: FTMBA1440

<http://gr.linkedin.com/in/eirinipitsirikou>

- ⌘ **Career History:** Sales Engineer, KIMI SA, Greece
Production Management, KIMI SA, Greece
Operation Management, KIMI SA, Greece
Technical Assistance, KIMI SA, Greece
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK (Entrance Scholarship)
MSc in Mechanical Engineering, National Technical University, Athens, Greece
- ⌘ **Nationality:** Greek
- ⌘ **Languages:** Greek (fluent), English (fluent)
- ⌘ **Achievements:**
 - Led the development of our ERP software, and identified and controlled cost parameters, which resulted in a reduction in production cost of 15% within one year.
 - Led a project team of three to investigate, plan and execute KIMI's new strategic investment in laser cladding applications, which enriched the company's service portfolio and increased our sales by 7% within one year.
 - Liaised with leading sector suppliers in improving our services and sales of power transmission systems repairs, which resulted in increased turnover to €560K in four years.

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Garima Rajlakshmi

Reference: FTMBA1441

<http://www.linkedin.com/in/garimarajlakshmi>

- ⌘ **Career History:** IT Analyst, Tata Consultancy Services, Pune, India
System Engineer, Tata Consultancy Services, Bangalore, India
Assistant System Engineer, Tata Consultancy Services, Chennai, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Technology, Electronics and Communication Engineering, Mody Institute of Technology and Science, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent)
- ⌘ **Achievements:**
 - Led a team of 20 system engineers in the design and implementation of a new business framework for AXA Japan which exceeded customer expectations and enabled Tata Consultancy Services to expand business with AXA to Korea and India.
 - A pilot project for Fifth Third Bank, involved migrating client applications from legacy technologies. Led the knowledge transfer of the new technology for Tata Consultancy Services which enabled the acquisition of new long-term projects with the bank and increased the team size from ten to 100 members in one year.
 - Developed a framework for the credit management group of Union Bank, N.A., California Branch, which helped reduce costs by increasing efficiency by 80%.



Rashid Amber Rao

Reference: FTMBA1442

<http://www.linkedin.com/in/rashidamberrao>

- ⌘ **Career History:** Associate Director Structured Finance Investment Banking, The Bank of Tokyo-Mitsubishi UFJ Ltd, London, UK
Manager Business Development, The Bank of Tokyo-Mitsubishi UFJ Ltd, Bahrain
Manager Syndications, Standard Chartered, Bahrain
Manager Syndications and Debt Capital Markets, Standard Chartered, Pakistan
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
BBA (Hons) and MBA, Institute of Business Administration, Karachi
Chartered Financial Analyst Levels I and II exam, CFA Institute, USA
Financial Regulations Unit and Derivatives Unit of the Securities and Investment Institute.
FSA Approved Person '(CF21)'
- ⌘ **Nationality:** British, Pakistani
- ⌘ **Languages:** English (fluent), Urdu (fluent), Hindi (basic)
- ⌘ **Achievements:**
 - As Associate Director successfully completed over twenty project finance transactions covering the energy, natural resource and infrastructure sectors; generated over US\$50 million of income (income earned in the first year from signing of each transaction) for the bank.
 - Part of the senior frontline Corporate and Institutional banking team in Bahrain which completely changed the strategic direction for the Middle East and Turkish operations. Successfully expanded the customer base and grew the asset size of the branch from US\$1.2 billion to over US\$5 billion; promoted and transferred to London 2.5 years later.
 - Chosen to be a part of a newly established Syndications and Debt Capital Markets Unit for the bank in Pakistan and then in Bahrain. Originated several high profile loan syndications and corporate bond transactions in Pakistan and the bank's first mandate in Bahrain for The Bank of Bahrain and Kuwait.

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Gareth Roberts

Reference: FT MBA1443

<http://www.linkedin.com/in/gtoroberts/>

- ⌘ **Career History:** Design Manager, Design Reality Ltd, St Asaph, UK
External Lecturer, Liverpool John Moores University, Liverpool, UK
Design Advisor, Welsh Assembly Government, St Asaph, UK
Senior Designer, Product Design Understood Ltd, Manchester, UK
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
PRINCE2 Practitioner, APMG
MSc, Industrial Design, University of Salford, UK
BA Hons, Three Dimensional Design, Manchester Metropolitan University, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (fluent)
- ⌘ **Achievements:**
 - Led a team of designers using a specialised intellectual property generation process to develop a new drug delivery concept for one of Europe's largest pharmaceutical companies. As a result 20 patents have been granted in 12 countries.
 - Transformed a new corporate brand identity into a physical design language for a leading global manufacturer of Personal Protective Equipment. The resulting Product Brand Guideline has been globally rolled out across a diverse product portfolio in five countries.
 - Delivered Business Innovation Consultancy in Mid and North Wales as part of an initiative by the Welsh Assembly. Advised SMEs on process and manufacture improvement and how to access government funding of £25k for R&D and New Product Development (NPD) programmes.



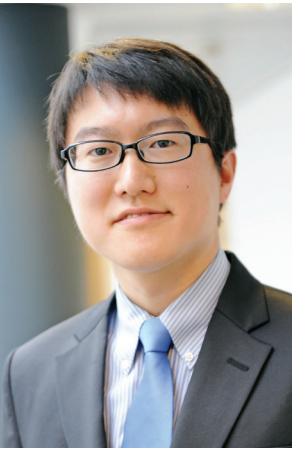
Totu Shananova

Reference: FT MBA1444

<http://www.linkedin.com/in/totushananova>

- ⌘ **Career History:** Independent Business Consultant (focus on SME strategy), Bishkek Kyrgyz Republic
Portfolio Management Team Leader and Competitiveness Advisor, USAID Local Economic Development Program by Chemonics International, Bishkek, Kyrgyz Republic
Director of Enrolment Management, American University of Central Asia, Bishkek Kyrgyz Republic
Business Advisor, Marketing Practice Specialist, USAID Enterprise Development Project in Central Asia by Pragma Corporation, Osh, Kyrgyz Republic
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Specialist Diploma in Organisational Management, Institute of Management & Business, Kyrgyz National University, Bishkek, Kyrgyz Republic
- ⌘ **Nationality:** Kyrgyzstani
- ⌘ **Languages:** English (fluent), Russian (fluent), Kyrgyz (fluent)
- ⌘ **Achievements:**
 - Managed a team of business advisors in implementing targeted assistance to 17 garment manufacturing companies that resulted in overall cost savings of approximately \$2.2 million and an increase in year-to-year sales of 11% within one year.
 - As the Director of Enrolment Management implemented a shift from a departmental to a university-wide admission process within two years. This resulted in a streamlined and transparent application system, raised admission standards and facilitated selection of an undergraduate major.
 - Developed and coordinated the implementation of 37 Strategic Action Plans for small and medium enterprise clients in Central Asia, leading to portfolio sales increase of 31%. Sectors included education, food processing, printing, retail and wholesale trade, manufacturing, advertising, tourism, mass media, restaurant and others.

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Yukio Takahashi

Reference: FTMBA1445

<http://jp.linkedin.com/in/yukiotakahashi>

- ⌘ **Career History:** Sales, Yokohama Ship Repair & Marine Engineering Department, Mitsubishi Heavy Industries, Ltd, Yokohama, Kanagawa, Japan
Commercial Administrator, Power Systems Division, Mitsubishi Heavy Industries, Ltd, Takasago, Hyogo, Japan
- ⌘ **Education Highlights:** Master of Business Administration, Warwick Business School, The University of Warwick, UK
Master of Economics, University of Prague, Czech Republic
Bachelor of Economics, Keio University, Japan
- ⌘ **Nationality:** Japanese
- ⌘ **Languages:** Japanese (native), English (fluent), French (basic)
- ⌘ **Achievements:**
 - As a commercial administrator with Mitsubishi Heavy Industries, Ltd, negotiated and completed the power plant spare parts contract (worth approximately US\$4 million) with Israeli client.
 - Led a team of six local sales representatives and customs agents to negotiate with the Rotterdam Customs Office to simplify and lower the import customs of power plant facilities to the Netherlands. Successfully reduced the customs costs by US\$3 million.
 - Presented to the Management Board of the Xinrong Shipyard on a proposal to form an alliance for the Ballast Water Management System market, and drafted, negotiated and completed the subsequent partnership agreement.



Sherin Thannickal

Reference: FTMBA1446

<http://ae.linkedin.com/in/sherinthomast>

- ⌘ **Career History:** Project Engineer, Siemens, Abu Dhabi, U.A.E
Project Engineer Trainee, Siemens, Abu Dhabi, U.A.E
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
PMP, Project Management International
B.Tech in Electrical and Electronics, MA College of Engineering, Kothamangalam, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Malayalam (fluent), Hindi (basic), French (basic)
- ⌘ **Achievements:**
 - Managed two substation projects worth approx. £18 million each (located in the remotest parts of the U.A.E) with completion dates a week apart. Successfully managed and clarified all the resource and technical issues to ensure that both projects were completed on schedule.
 - Led two equipment supply projects in a virtual environment with the partner based in Germany and the client in Korea, ensured smooth communication to resolve all technical and commercial problems.
 - Acted as the key point of contact between the client and the company, negotiated variation orders of approx. £20,000 for existing projects increasing profit margins.

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Stuart Turvey

Reference: FTMBA1447

<http://www.linkedin.com/in/stuartturveymba>

- ⌘ **Career History:** Commercial Director, Energy Auditing Agency Ltd, Milton Keynes, UK
Operations Director, Energy Auditing Agency Ltd, Milton Keynes, UK
Bureau and Support Services Manager, Schlumberger plc, Milton Keynes, UK
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Engineering, University of Plymouth, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (fluent)
- ⌘ **Achievements:**
 - As Commercial Director, identified and established sales channels in five new markets delivering year-on-year exponential growth overseas on target to represent £120k turnover in its fourth year.
 - As Operations Director, conceptualised, sold and delivered a procurement and outsourced services framework to the UK's largest residential property management company that consolidated 7,500 electricity supplies, reducing outstanding debt by £1.25 million and associated electricity costs by £5 million.
 - Developed an outsourced services proposition for a small software company that grew to represent 50% of company turnover within five years.



Daniel Van Beest Van Anandel

Reference: FTMBA1448

<http://www.linkedin.com/in/danielvanbeestvanandel>

- ⌘ **Career History:** Business Analyst (Product Development), Allan Gray Ltd, Cape Town, South Africa
Business Analyst (Operations), Allan Gray Ltd, Cape Town, South Africa
Consultant (Life and Retirement products), Allan Gray Ltd, Cape Town, South Africa
Consultant, First National Bank, Kwazulu Natal, South Africa
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
CFA levels I through III, CFA Institute
Bachelor of Commerce (Economics – Honours), University of South Africa
Bachelor of Commerce (Economics), University of Stellenbosch
- ⌘ **Nationality:** South African
- ⌘ **Languages:** English (fluent), Afrikaans (fluent)
- ⌘ **Achievements:**
 - Researched, developed and launched Allan Gray Ltd's first model portfolios, which enabled the company to access investment assets estimated at over ten billion Rand. Four months after the launch, assets totalling almost one billion Rand are administered and managed in these model portfolios.
 - As manager of Allan Gray Ltd's endowment product, developed and implemented an automated approach for the calculation and payment of each policyholder's capital gains tax liability. This change has reduced the time, effort and error rate in operations by 90% and enabled the company to improve its servicing by proactively reporting on the capital gains tax liability inherent in each endowment policy.
 - As an internal consultant at a small retail bank changed public perception and overturned the branch's compliments-to-complaints ratio by the introduction of simple changes i.e. improving the time management and punctuality of the staff.

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Xiaohui (Rita) Wan

Reference: FTMBA1449

<http://www.linkedin.com/in/xiaohuiwan>

- ⌘ **Career History:** Internal Audit Manager, NeoPhotonics Corporation, Shenzhen, China
Audit Assistant Manager, KPMG China, Shenzhen, China
Audit Senior Associate, KPMG US, Philadelphia, Pennsylvania, USA
Audit Associate, KPMG China, Beijing, China
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Accounting, Guanghua School of Management, Peking University (Samsung Scholarship)
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** Mandarin (fluent), English (fluent), Korean (basic)
- ⌘ **Achievements:**
 - Established the Sarbanes-Oxley structure for a newly acquired subsidiary in Japan, developed the control matrix and process narratives in three months by walking through the various cycles, hiring consultants for training and communication, and coordinating the local resources. Received a high evaluation from external auditor and contributed to effective internal control over financial reporting in 2014.
 - Led the operation audit project for early shipments and product returns, reported the test results and potential risks, proposed suggestions to improve the business process. These were subsequently adopted by the customer service department which led to a 15% efficiency increase, and eliminated audit issues, in addition to reducing future audit fees.
 - Led a team of three to work on a year-end audit project with very limited resources, tight deadlines, a complex client business and limited background information. Delivered the project on time through efficient communication with the client, training colleagues and working in collaboration with senior management.



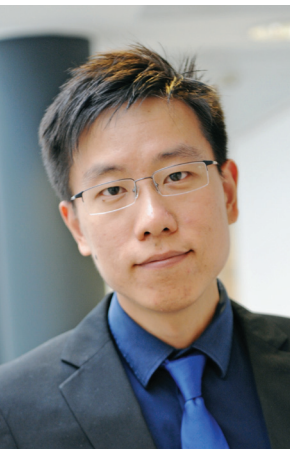
Le Wang

Reference: FTMBA1450

<http://www.linkedin.com/in/lewangking>

- ⌘ **Career History:** Journalist, Wen Hui Daily, Beijing, China
Journalist, Wen Hui Daily, Shanghai, China
Marketing Communication Intern, Honeywell Security Group, Shanghai, China
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Arts, Chinese Language & Literature, Fudan University, China
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** English (fluent), German (basic), Mandarin (native), Wu-Chinese (native)
- ⌘ **Achievements:**
 - Produced exclusive features on the development issues of a town in South China. As a result an official review was undertaken by the Politburo which led to an improvement in the infrastructure, education and healthcare of the town.
 - Published six front page in-depth articles at the Wen Hui Daily in one month which was the highest on record.
 - Led an amateur hiking team of twelve to cross the Kubuqi Desert in Inner Mongolia North China, planned the route and logistics which enabled the team to cover 70 kilometres within three days.

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Alex Wu

Reference: FTMBA1451

<http://www.linkedin.com/in/alexwu828>

- ⌘ **Career History:** Marketing Manager, The Hershey Company, Shanghai, China
Sales Manager, Reckitt Benckiser, Shanghai, China
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Bachelor of Science, Material Science and Engineering, University of Shanghai Jiaotong University, China
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** Mandarin (native), English (fluent)
- ⌘ **Achievements:**
 - Designed and implemented a brand activation strategy for global brand 'Kisses' which resulted in a growth in revenue from £15 million to £80 million in three years and increased market share from 2.1% to 7.0%.
 - Implemented an effective brand communication strategy which raised brand awareness among consumers from 20% to 80%.
 - Led team of two at Reckitt Benckiser to analyse and negotiate with customers to exceed sales target by 120% every month, compared to the average performance of 80% by colleagues.




Simon Xu

Reference: FTMBA1452

<http://www.linkedin.com/in/simonxuxu>

- ⌘ **Career History:** Project Manager/Senior Project Engineer, Power Division of Mott MacDonald Group, Beijing, P.R. China
Supplier Quality Engineer, Transport Division of Mott MacDonald Group, Birmingham, UK
Transportation Modelling Technician, Transport Division of Mott MacDonald Group, Birmingham, UK
Graduate Engineer, MWH Global Consultancy, Nanjing, P.R. China
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK
Master of Science, Telecommunication Technology, Aston University, UK
Bachelor of Science, Physics, Nanjing Normal University, China (Physics Teacher Qualification)
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** Mandarin (native), English (fluent)
- ⌘ **Achievements:**
 - Successfully led tender bids to win renewable energy contracts with banking sector clients, including RBS, UBS, European Investment Bank and Asian Development Bank, ranging in value from £50k to £300k, and project-managed technical evaluations, site management work and provision of energy solutions for LG International and GuoDian Group, with an internal team of three and sub-contracted staff.
 - With budget responsibility of £2m per annum and a team of seven staff, managed 20 key procurement supplier relationships for the Highways Agency focusing on prototype acceptance testing and project quality control and planning.
 - Undertook detailed data analysis and developed a vehicle queuing and delay model for an extensive traffic survey for the local and regional councils. Created several VBA Macro programmes to automatically generate the data, reducing processing time from two hours to only five minutes, whilst improving accuracy.

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Derek Cooknell.

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