

# Full-time MBA Talent Profiles 2016



# 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 our full-time MBA in the world's top 40.

## Our MBA students

Our MBA students are 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 areas of Behavioural Science, Operations and Finance.

Through partnerships with other leading business schools, our 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 environment. There is the opportunity for you to commission consultancy projects, or to employ our students as interns or as permanent appointments.

We attract high-quality students, who leave WBS well prepared to become the global business leaders of the future. If you're searching for the future leaders of your organisation, one of Warwick Business School's MBAs could be just who you're looking for.

Mark Taylor  
Dean, Warwick Business School

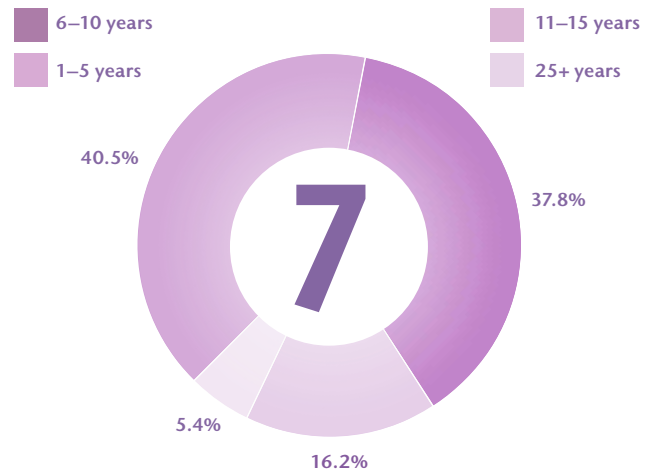
# 22 countries represented



## Male/ Female split



## Average years' work experience



# Average age 30

Our MBA students are 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.

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## 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 event at WBS London, as well as bespoke events throughout the year, and are happy to work around your recruitment plans and deadlines.

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## 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.

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## 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 2016, 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.

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## 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:

🌐 [wbs.ac.uk/go/recruitment](http://wbs.ac.uk/go/recruitment)

☎ +44 (0)24 7657 4862

✉ [recruit@wbs.ac.uk](mailto:recruit@wbs.ac.uk)

# Talent Profiles





# Farah Abdulhadi

Reference: FTMBA1501

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

- ⌘ **Career History:** Internal Audit Manager, Palestine Investment Fund, RamAllah, Palestine  
Senior External Auditor, Ernst & Young, RamAllah, Palestine
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Certificate in Public Accountancy (CPA), Colorado State Board of Accountancy, Colorado, USA  
Bachelor of Accounting, Birzeit University, Birzeit, Palestine
- ⌘ **Nationality:** Palestinian, Jordanian
- ⌘ **Languages:** Arabic (native), English (fluent), French (basic)
- ⌘ **Achievements:**
  - Became the first Palestinian woman to be Internal Audit Manager of one of Palestine’s biggest investment holding companies. Built the Internal Audit Unit of Palestine Investment Fund, offering audit services and business consulting to the whole group.
  - Shifted the audit approach from a full co-sourcing model with a professional firm to a partial outsourcing model in 2015, and is expected to realise the full in-house model by 2016.
  - Managed complex audits, including a major client with more than US\$250 million capital, at diverse locations in Palestine and Jordan and across a range of investment sectors including real estate, private equity and manufacturing.



# Saidi Abraham

Reference: FTMBA1502

<https://tt.linkedin.com/in/saidiabraham>

- ⌘ **Career History:** Architect/Supervisor, Home Solutions Ltd., Petit Valley, Trinidad  
Site Supervisor, WSP Caribbean Ltd., Maraval, Trinidad  
Construction Manager, CG Construction Services Ltd., Belmont, Trinidad  
Intern Architect, Muiznieks Architects Ltd., Port of Spain, Trinidad
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Architecture, Syracuse University, USA  
Project Management Professional (PMP), Project Management Institute
- ⌘ **Nationality:** Trinidadian
- ⌘ **Languages:** English (native), Spanish (basic)
- ⌘ **Achievements:**
  - As a Supervisor for Home Solutions Ltd, led a team of twelve contractors and sixteen direct workers to finish 125 residential apartments to a high standard, within aggressive timelines and under the proposed budget.
  - Coordinated work flow between the main contractor and ten sub-contractors as Site Supervisor for WSP Caribbean Ltd to facilitate the completion and handover of three police stations across Trinidad within budget and on schedule.
  - As Construction Manager for CG Construction Services Ltd., led a team of five consultants to restore two 19th Century buildings in Port of Spain, Trinidad, achieving an award for Contractor of the Year 2012.

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# Dhruv Agarwal

Reference: FTMBA1503

<http://www.linkedin.com/in/dhruvagarwal10>

- ⌘ **Career History:** On-site Techno-Functional Lead (CRM), Infosys, Cambridge, UK  
On-site Techno-Functional Lead (CRM), Infosys, São Paulo, Brazil  
CRM Consultant, Infosys, Pune, India
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
BEng, Computer Science, International Institute of Information Technology, Kolkata, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** Hindi (native), English (fluent), Portuguese (intermediate), Punjabi (fluent)
  
- ⌘ **Achievements:**
  - As On-site Techno-Functional Lead, oversaw the aggressive implementation of a CRM programme in 22 countries in three years, including the largest CRM implementation in Latin America.
  - Headed the Core Usage Enhancement team, which conceptualised and developed a CRM mobile app that increased usage of the system from 35% to 65% in three months.
  - As one of the Solution Architects, created the global template for the Marketing and Sales CRM system, which served as a blueprint and has reduced implementation costs by an average of 30% in more than 20 countries to date.



# Aaron Alex

Reference: FTMBA1504

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

- ⌘ **Career History:** National Product Manager, Newstech India Pvt. Ltd., Mumbai, India  
Business Development Manager, Newstech India Pvt. Ltd., Mumbai, India  
Consultant, Perfman HR Pvt. Ltd., Mumbai, India  
Market Research Executive, Newstech India Pvt. Ltd., Mumbai, India
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Management Studies, Mumbai University, Mumbai
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (native), Hindi (fluent), Marathi (intermediate), Malayalam (basic)
  
- ⌘ **Achievements:**
  - Conceptualised, designed and implemented a comprehensive business development campaign for the Gujarat market. Raised sales in the region by 238% by reworking the current distributors' agreements to facilitate increases in purchasing capacity and by expanding the distribution network to create a territorially segregated sales structure.
  - Spearheaded the nationwide launch of an entirely new generation of press room chemicals over seven cities by developing the launch strategy, co-ordinating human resources and logistics, and developing analytical marketing tools e.g. cost/benefit analysis and comprehensive product presentations to build customer confidence. Led to the conversion of eight key accounts pan-India in 2012-2013.
  - Designed and delivered techno-commercial training programmes to Regional Branch Managers in Delhi, Chennai and Mumbai, equipping them to raise sales volumes by way of comprehensive and effective customer identification, product presentations and commercial negotiations.

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# Raghav Anand

Reference: FTMBA1505

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

- 🔗 **Career History:**
  - Business Manager, M/s Krishan Lal Sanjeev Kumar and M/s Krishna Traders, Jammu, India
  - Founder and Director, KT Agro Food Kart Pvt. Ltd., Jammu, India
  - Software Engineer, Honeywell Technology Solutions Lab., Bangalore, India
- 🔗 **Education Highlights:**
  - MBA, Warwick Business School, UK
  - Bachelor of Engineering, Computer Science & Engineering, Manipal Institute of Technology, Manipal University, Karnataka, India
- 🔗 **Nationality:** Indian
- 🔗 **Languages:** Hindi (native), English (fluent), Urdu (basic)
- 🔗 **Achievements:**
  - Founded own company processing and packaging dry and fresh fruits for the domestic and export markets, commissioned technology consultants to set up the infrastructure and operational machinery and personally designed product packaging, sales, marketing and distribution. The company has made a gross profit of 25% on sales in the year 2014-15.
  - Devised “Freight Manager” software to eliminate pilferage and human error which saved approximately US\$15,000 over a three-year period after its implementation and reduced freight processing time by 25%.
  - Through the implementation of an improved forward request despatch process with our logistics partner, order despatch times were reduced from three days to two days.



# Valeriya Balashova

Reference: FTMBA1506

<http://ru.linkedin.com/in/balashovavv>

- 🔗 **Career History:**
  - Project Manager, Nordea Bank, Moscow, Russia
  - Project Team Assistant, RuSEFF EBRD, Moscow, Russia
  - Currency Control Specialist, Deutsche Bank, Moscow, Russia
- 🔗 **Education Highlights:**
  - MBA, Warwick Business School, UK
  - MSc International Banking and Finance, Liverpool John Moores University, UK
  - Certified Specialist, Plekhanov Russian Academy of Economics, Russia
  - Bachelor of Science, Plekhanov Russian Academy of Economics, Russia
- 🔗 **Nationality:** Russian
- 🔗 **Languages:** Russian (native), English (fluent), Spanish (basic), German (basic)
- 🔗 **Achievements:**
  - Assisted with the development of the Financial Stability Recovery Plan for Nordea Bank, used scenario modelling to describe possible crises (affecting capital and liquidity) and to assess potential recovery options to overcome them.
  - As a project manager, implemented the Inventory Accounting System across the Bank as a tool for capital expenditure control and analysis as well as a platform for software licence management in the future.
  - Developed the Data Governance Policy for subsequent roll out at Nordea Bank Russia. The Project included specifying high level architecture for data flows and ownership to improve data quality and mitigate security risks.

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# Emmanouil Dentakis

Reference: FTMBA1508

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

- ⌘ **Career History:** Import-Export Manager & Member of Board of Directors, Dentakis SA, Athens, Greece  
Assistant Manager, L & A Dentakis Co, Athens, Greece  
Site Engineer & Project Manager Assistant, Terna SA, Ioannina, Greece  
Human Resources Officer Assistant, Fast Attack Craft Command, Hellenic Navy, Greece
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Masters of Science, Applied Economics & Finance, Athens University of Economics & Business, Greece  
MEng, Civil Engineering, Environmental Technology and Transport, University of Patras, Greece  
BEng, Civil Engineering, University of Patras, Greece
- ⌘ **Nationality:** Greek
- ⌘ **Languages:** Greek (native), English (fluent), German (fluent)
- ⌘ **Achievements:**
  - As an Import-Export Manager, established successful new contracts by targeting customers in the broader Balkan area, Central Europe and Africa which increased international sales by 30%, to €2 million.
  - At L & A Dentakis, reduced operating expenses by 10% through an equipment upgrade and re-allocation of duties, which also increased profits by 3% per annum.
  - Ran a car restoration business: traded and restored classic cars, identified potential restoration projects, planned the subsequent restoration stages and sold cars in a niche market for an average profit of 200%.



# Namrata Desai

Reference: FTMBA1509

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

- ⌘ **Career History:** Senior Executive, Deloitte Touche Tohmatsu Private Limited, Mumbai, India  
Analyst, Mosaic Capital Services Private Limited, Mumbai, India
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Master of Commerce, Advanced Accounting, University of Mumbai, Mumbai, India  
Bachelor of Commerce, Accounting and Finance, H. R. College of Commerce and Economics, Mumbai, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** Hindi (native), English (fluent), Gujarati (fluent)
- ⌘ **Achievements:**
  - As Senior Executive at Deloitte, was part of a critical asset tracing assignment that identified over 100 shell companies of a perpetrator of financial fraud and money laundering that violated the UK Bribery Act and Prevention of Corruption Act, which resulted in legal action against the offender.
  - Trained a group of three interns, integrated them into the systems and processes and was responsible for their performance and output for a period of six months at Deloitte.
  - As Analyst at Mosaic Capital, established a financial model for an upcoming event management firm, which raised £25,000, enabling them to build a website and take their operations online.

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## Danilo Di Salvo

Reference: FTMBA1510

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

- ⌘ **Career History:**
  - Project Engineer, Rolls-Royce Plc, Derby, UK
  - Flight Test Support Engineer, Rolls-Royce Plc, Derby, UK
  - Research Engineer, Rolls-Royce Plc, Derby, UK
  - Test Technician, Interdisciplinary Research Centre, Swansea, UK
- ⌘ **Education Highlights:**
  - MBA, Warwick Business School, UK
  - Engineering Doctorate, Swansea University (Rolls-Royce University Technology Centre), UK
  - Bachelor of Engineering, Swansea University, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (native), Italian (intermediate), French (basic), German (basic)
- ⌘ **Achievements:**
  - Under intense time pressure, managed the compilation and delivery of the technical and safety documentation required for the flight-release of experimental engines. Subsequent certification grew the engine market share from below 50% to 60%.
  - Founded and accepted the Presidency of a Rolls-Royce University Connection Team, which has established closer links to two strategic universities and increased student applications to Rolls-Royce by >200%. Supported students applying for graduate/permanent/intern positions using effective one-to-one mentoring.
  - Led the development and implementation of a complex testing strategy for a revolutionary new material in a Government funded industrial/academic collaborative project. Presented work at international conferences and authored papers for leading technical journals.



## Michael Grech

Reference: FTMBA1511

<http://mt.linkedin.com/in/michaelpgrech>

- ⌘ **Career History:**
  - Director, Gumbler, Malta
  - Lead Software Developer, Oulala, Malta
  - Software Developer, Kinesys, Malta
  - Software Developer, Crimsonwing, Malta
- ⌘ **Education Highlights:**
  - The Warwick MBA, Warwick Business School, UK
  - Bachelor of Science, Computer Studies and Artificial Intelligence (Hons), University of Malta, Malta
- ⌘ **Nationality:** Maltese
- ⌘ **Languages:** English (native), Maltese (fluent), Italian (basic)
- ⌘ **Achievements:**
  - As director of Gumbler, restructured the company and established daily operations to handle VAT and Audit regulations, reduced the fixed costs of the company by 30% with US\$120,000 in funding from Northwest Group (due to the new company structure).
  - Pitched, designed and developed various features to increase user engagement and time on the site at Oulala. Average session time increased by 30% and user engagement levels on the forum and other social media increased.
  - As software developer at Kinesys, managed the implementation of a new quality control system designed to meet the strict regulations imposed by the production of medical devices at ST Microelectronics (Malta). Delivered the project on time and within budget.

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# Neetesh Gupta

Reference: FTMBA1512

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

- ⌘ **Career History:** Area Sales Manager, Signode India Ltd, Pune, India
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Technology, Mechanical Engineering, NIT Bhopal, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** Hindi (native), English (fluent)
  
- ⌘ **Achievements:**
  - Received the Best Debutant Award for achieving record revenue growth of 53% for the Central Indian region through collaboration with various product verticals and keeping up to date with market trends to analyse opportunities.
  - Initiated the project to penetrate the Retail and E-Commerce sector and ensured business expansion into the untapped area with revenue generation of £0.4 million within first quarter.
  - Monitored sales reports of the Pan-India channel sales network of Signode, and reported key issues to increase efficiency which helped to reduce the payment cycle by 34% and increase profitability by 4%.



# Mily Hu

Reference: FTMBA1513

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

- ⌘ **Career History:** Marketing Director, Suzhou Bravo Technology, Suzhou, China  
Global Product Marketing Manager, Freescale Semiconductor, Shanghai, China  
Consultant, Accenture, Shanghai, China
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Engineering, Electronic Engineering, Shanghai Jiaotong University, China
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** Mandarin (native), English (fluent)
  
- ⌘ **Achievements:**
  - Initiated a marketing plan to expand business in wireless chargers (an emerging and frontier market), which increased Bravo Tech's overall revenue by 35% in their second year of trading.
  - As Global Product Marketing Manager, negotiated with team leads of R&D, manufacture, communication and sales to define and launch new semiconductor products, which subsequently received an order worth US\$2 million.
  - At Accenture, led a team of five in a marketing campaign for a large Chinese Telecom Operator. Designed effective marketing campaigns using insights from customer segmentation and predictive modelling which increased the hit rate from 4.5% to 18.9%.

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# Wendy Hutcheon

Reference: FTMBA1514

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

- ⌘ **Career History:** HR Consultant, Self-employed, UK  
Head of Recruitment/HR Business Partner/L&D Business Partner/HR Projects Manager, MFI Group, UK  
Management Trainee/Recruitment & Training Advisor, Rank Organisation, UK
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Certificate in Management, Sunley Management Centre, UK  
Level A&B Occupational Testing, British Psychological Society, UK  
HNC Accounting, Dundee College of Further Education, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (native), Spanish (basic)
- ⌘ **Achievements:**
  - Designed future ‘people model’ for retail business, tested in three stores then rolled out across 220 stores in the UK. Involved the re-design of role specifications, remuneration, work patterns, induction/training, employee values and behaviours to coincide with new brand identity. The ‘people model’ was successful in lifting customer perception of the brand and increasing levels of service, which in turn increased customer spend.
  - HR Project Leader for store closure programme of 180 joint venture franchises, affecting 500 employees. Designed and implemented communications, consultation and outplacement programmes. This resulted in: no tribunal claims, costs below budget and 200 employees re-deployed.
  - As HR Consultant recruited various board level positions for ten start-up businesses and advised and supported them in setting up all HR policies and procedures. This included: share schemes, contracts of employment, employee survey and engagement schemes, and due diligence work for eventual sale of businesses.



# Kyle Jacobs

Reference: FTMBA1515

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

- ⌘ **Career History:** Revenue Cycle Analyst, Huron Consulting Group, Chicago, USA  
Risk Catastrophe Analyst, Aon, Minneapolis, USA
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Arts, Economics, Carleton College, Minnesota, USA
- ⌘ **Nationality:** American
- ⌘ **Languages:** English (native), Spanish (fluent)
- ⌘ **Achievements:**
  - Enhanced the Patient Access solution at a not-for-profit hospital. Implemented policy changes, standard documentation guidelines, and improved workflow process that resulted in a recurring revenue increase of US\$72 million per year.
  - As an Analyst at Huron, coached the Insurance Verification Manager at a major not-for-profit hospital to proactively address risks/opportunities facing a team of ten representatives; efforts relieved over US\$500k per month in insurance billing edits.
  - Developed and transitioned a dynamic reporting tool in Excel that gave executive hospital leadership a newfound way to gauge staff performance, identify areas of financial risk, and foster staff accountability.

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# Rajitkaew Jiamratanapratip

Reference: FTMBA1516

<https://cn.linkedin.com/in/rajitkaew/en>

- 🔗 **Career History:** Sales and Marketing Manager, Changshu Thai Summit Ogihara Automotive (CTSO Auto), Suzhou, China  
Assistant Sales and Marketing Manager, CTSO Auto, Shanghai, China  
Management Trainee, Thai Summit Corporation, Bangkok, Thailand
- 🔗 **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Engineering, Industrial Engineering, Chulalongkorn University, Thailand
- 🔗 **Nationality:** Thai
- 🔗 **Languages:** Thai (native), English (fluent), Mandarin (fluent), Japanese (basic)
- 🔗 **Achievements:**
  - As Sales and Marketing Manager for CTSO Auto, developed an effective marketing campaign based on current market trends by offering automotive parts with advanced technology at competitive prices. This resulted in three new projects from current and new customers.
  - Established the Sales and Marketing department of CTSO Auto, a new joint venture company. Conducted activities ranging from developing standard documents and procedures, creating a costing formula and project feasibility software to recruiting and training three members of staff.
  - Undertook a feasibility study on the future investment of a new automotive production plant near Shanghai, as part of a cross-functional team at the Thai Summit Corporation. Co-operated on technical and strategic issues with team members and local Chinese organisations, which resulted in approval of a new investment of US\$70 million and establishment of CTSO Auto.



# Nyanya Joof

Reference: FTMBA1535

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

- 🔗 **Career History:** Business Development Manager, Silk Invest, London, United Kingdom  
Equity Sales, Associate, Bank of America Merrill Lynch, New York, USA  
Equity Sales, Analyst, Bank of America Merrill Lynch, London, UK
- 🔗 **Education Highlights:** MBA, Warwick Business School, UK  
BSc Management Science, Warwick Business School, UK
- 🔗 **Nationality:** Gambian/British
- 🔗 **Languages:** English (native), Wolof (native), French (basic)
- 🔗 **Achievements:**
  - As Business Development Manager for Frontier Market Funds, raised \$5.8M from a new institutional client which resulted in the largest single investment for the fund in FY 2015.
  - Led the cross-sale of one of the largest IPOs in the aluminium industry by maximising the efforts of equity sales colleagues and raised \$2.5bn as a team from institutional investors globally.
  - As a recent graduate in Equity Sales, replaced a Director on maternity leave in the sales trading team and generated \$10m commission in 8 months of tenure.

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# Abdul Aleem Khan

Reference: FTMBA1517

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

- ⌘ **Career History:** Operations Manager, Sonata Realty Ltd, Mumbai, India  
Manager and Co-Founder, Force Energy FZC, Dubai, UAE  
Assistant Manager, Sonata Brands, Mumbai, India
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Law, University of Mumbai, India  
Bachelor of Legal Sciences, University of Mumbai, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** Urdu (native), English (fluent), Hindi (fluent), Arabic (basic)
- ⌘ **Achievements:**
  - Led a negotiation to transfer a US\$6 million liability for a residential real estate project which had become unfeasible due to delays in obtaining relevant permissions.
  - Initiated and single-handedly developed an innovative omnichannel e-commerce venture from start to operation, which launched one month before the deadline and US\$3,200 below budget.
  - Co-founded an oil trading company in UAE, devised a logistics strategy for transport of goods, formed a stable customer base and generated a gross margin of 25% in the first year of operation.



# Chien-Nan Kuo

Reference: FTMBA1518

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

- ⌘ **Career History:** Customer Representative, Evergreen International Corp., Taipei, Taiwan  
Account Manager, Evergreen International Corp., Taipei, Taiwan  
Assistant Manager, Evergreen Marine Corp., Taoyuan, Taiwan
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Liberal Arts, Business Administration, English and Finance,  
National Chung-Hsing University, Taiwan
- ⌘ **Nationality:** Taiwanese
- ⌘ **Languages:** Mandarin (native), English (fluent), Japanese (intermediate)
- ⌘ **Achievements:**
  - Led a team of three to promote shipments from Japan and South Korea to Taiwan and out-of-gauge shipments from Asian countries to Taiwan. The volumes increased by 10%-20%, raising US\$300,000 in revenue per year from 2012 to 2014.
  - Coordinated with ten internal departments and cooperated with Bulk Carriers to win the bid of Talin Power Plant, generating US\$30,000 in revenue.
  - Analysed the Special Container/Reefer markets and established strategies for 49 agents and offices in 16 Asian countries for trade within Asian markets and from Asian countries to the USA and Canada. Achieved KPIs for Q1/Q2 2015 (rate of achievement: 105%) and generated revenue of approximately US\$10 million.

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# Samuel Lloyd

Reference: FTMBA1519

<https://uk.linkedin.com/in/samuellmloyd>

- ⌘ **Career History:** Supervising Engineer, Fugro GeoConsulting Ltd, Oxfordshire, UK  
Project Engineer, Fugro Seacore Ltd, Oxfordshire, UK
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
MSc (Hons) Geology, Imperial College London, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (native), French (basic), German (basic), Welsh (basic)
  
- ⌘ **Achievements:**
  - Led the offshore (100,000+ man hours over three vessels) and onshore data analysis and reporting phases for the world's largest planned offshore windfarm. Achieved challenging deadlines avoiding the imposition of liquidated damages of £35k per day. Delivered a high quality product on time and within budget while building a strong client relationship resulting in several follow-on consultancy projects.
  - Identified a need to increase efficiency when handling extensive data sets. Led a team of four engineers to develop and implement a number of automated processes which reduced the timeframe for data handling tasks from over six hours to under ten minutes while eliminating the potential for transcription errors.
  - Acted as site manager on-board specialist drill-ships deployed worldwide on multi-million pound largescale energy infrastructure contracts. Responsible for a multinational crew of 30+ personnel ensuring 24/7 management of operations, including all on-board HSE. Interacted with a variety of project stakeholders to safely (zero incident rate) and efficiently deliver dynamic project requirements.



# Stefano Maggioli

Reference: FTMBA1520

<http://it.linkedin.com/in/stefanomaggioli>

- ⌘ **Career History:** Captain/Company Commander, Italian Army, Capua, Italy  
Training and Operation Officer, Italian Army, Capua, Italy  
NATO Executive Officer, Italian Army, Herat, Afghanistan  
NATO Key Leaders Engagement Officer, Italian Army, Herat, Afghanistan
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Master's degree of Military Science and Operational Studies, University of Turin (Military Academy), Turin  
Bachelor of Military Science and Operational Studies, University of Turin (Military Academy), Turin
- ⌘ **Nationality:** Italian
- ⌘ **Languages:** Italian (native), English (fluent), Spanish (fluent), Russian (basic)
  
- ⌘ **Achievements:**
  - As a Training Company Commander, successfully trained over 1,500 recruits in 29 months, with the lowest accident rate (approximately 0.7%) and fewest logistical problems among the training regiment. Received a Written Commendation from the Regiment Commander and a Mention in Dispatches from the General Commander for the quality of the training and the organisation of my company.
  - In 2010, analysed the impact of the NATO forces deployed to Afghanistan, produced a study on how-to-do Key Leader Engagements and presented it to the Regional Command-West (RC-W) Commander, Brigade General Berto, who commended the depth of research and ordered the distribution of the "how-to-do KLE" leaflet to the whole Italian contingent in Western Afghanistan (around 3,000 soldiers).
  - As Company Commander, deployed the Company in Rome to ensure 24/7 security to high-profile facilities e.g. the US Consulate and the Israeli Embassy, organised a duty roster of 120 soldiers, managed a fleet of 15 vehicles and miscellaneous equipment and weapons worth more than £700K.

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# Akhil Babu Mandava

Reference: FTMBA1521

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

- ⌘ **Career History:** Manager Operations, Bank of America Continuum India Pvt. Ltd, Hyderabad, India  
Quality Consultant, Tech Mahindra Limited, Hyderabad, India  
Assistant Manager Quality, Ness Technologies Pvt. Ltd, Hyderabad, India  
Manager-Quality, IIC Systems Pvt. Ltd, Hyderabad, India
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Master of Science, Chemical Engineering, Lviv Polytechnic State University, Ukraine  
Bachelor of Science, Chemical Engineering, Lviv Polytechnic State University, Ukraine
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** Telugu (native), English (fluent), Russian (basic), Hindi (basic)
- ⌘ **Achievements:**
  - As a coach of Agile Software Development Methodology, mentored an agile project to become certified for CMMI Level 5, a first of its kind at Tech Mahindra Hyderabad, helping to sustain a contract worth US\$3 million.
  - Developed a new framework for Project Management Reviews that reduced final defects by 50% and improved customer satisfaction by 80% as an Assistant Quality Manager.
  - As a Lead Auditor of contractual compliance at Ness Technologies, was instrumental in minimising the non-compliances that resulted in savings of up to US\$300,000 dollars.



# Anzor Mantskava

Reference: FTMBA1522

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

- ⌘ **Career History:** Head of Operational Risk Management, TBC Bank, Tbilisi, Georgia  
Head of Business Processes and Customer Experience, TBC Bank, Tbilisi, Georgia  
Head of Internal Audit Department, TBC Bank, Tbilisi, Georgia  
Consultant, PricewaterhouseCoopers, Tbilisi, Georgia
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Economics, Tbilisi State University, Georgia
- ⌘ **Nationality:** Georgian
- ⌘ **Languages:** Georgian (native), English (fluent), Russian (fluent)
- ⌘ **Achievements:**
  - As Head of Business Processes and Customer Experience, developed a new operating model for branch operations which resulted in a 35% increase in operational effectiveness.
  - To increase Customer Experience Indexes, implemented a dashboard to monitor and control consistency of banking services, designed and performed after-service customer surveys, increased service quality, changed mind-set of front office employees from sales-driven to customer-centric and achieved a 20% increase in Net Promoter Score (NPS).
  - As Head of the Internal Audit Department, led several due diligence projects, two of which (Bank Constanta and a microfinance organisation in Azerbaijan) resulted in successful acquisitions for TBC Bank, and was appointed chairman of the audit committees in those entities.

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# Aditya Moorthy

Reference: FTMBA1523

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

- ⌘ **Career History:** Marketing Engineer, Forbes Marshall Pvt. Ltd, Pune, India
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
MSc Eng Business Mgmt, University of Warwick, UK  
BEng (Hons) Mechanical Eng, Birla Institute of Technology and Science (BITS), Dubai, UAE
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** Marathi (native), English (fluent), Hindi (fluent)
- ⌘ **Achievements:**
  - As Flowmeters product owner, identified target customers, analysed market scenarios to supplement sales of the product, documented customer benefits after product installation and travelled extensively to demonstrate product-related benefits and build a strong customer base. This resulted in an unprecedented growth of 80% in sales.
  - As part of Forbes Marshall's branding activity, conceptualised six mobile applications which increased the organisation's footprint on Google, improved branding and reduced product-related customer complaints by 56%.
  - Broadened Forbes Marshall's product range through identification of suitable vendors and successful negotiations. The additional five new products generated revenue amounting to US\$240,000 in the first quarter of FY 2015-2016.



# Norman Mpfu

Reference: FTMBA1524

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

- ⌘ **Career History:** Senior Manager, Ernst & Young LLP, London, UK  
Treasury Accounting Manager, British American Tobacco, London, UK  
Audit Manager, Deloitte & Touche LLP, London, UK  
Audit Manager, Deloitte & Touche, Harare, Zimbabwe
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Chartered Accountant, Institute of Chartered Accountants of Zimbabwe, Zimbabwe  
Honours Degree, Accounting Science, University of South Africa, South Africa  
Bachelor of Commerce, National University of Science & Technology, Zimbabwe
- ⌘ **Nationality:** Zimbabwean
- ⌘ **Languages:** English (native), Zulu (native)
- ⌘ **Achievements:**
  - As Treasury Accounting Manager, conducted reviews of Head Office accounting and analytical processes, resulting in the automation of routine financial calculations, thus contributing to an 8% reduction in man-hours and a reduction of subsidiary companies' error rate by approximately 30%.
  - As Senior Manager at Ernst & Young, led and executed a number of accounting advisory projects for key clients, generating above-average cumulative revenues in excess of £2 million in 2013 and 2014, and establishing the firm as the clients' preferred advisor.
  - Managed Deloitte & Touche Zimbabwe's largest single audit client, gaining recognition for client-service excellence and for retaining the client in the face of a challenging economic and political landscape.

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# Haroon Muqri

Reference: FT MBA1525

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

- ⌘ **Career History:** Assistant Audit Officer, Indian Audit and Accounts Department, Mumbai, India  
Lower Division Clerk, Bhabha Atomic Research Centre, Mumbai, India  
Customer Service Executive, Efunds International, Mumbai, India
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Arts, Psychology & Sociology, University of Mumbai, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** Hindi (native), English (fluent), Marathi (fluent)
- ⌘ **Achievements:**
  - Detected misappropriation of Government funds of INR1.9 million by private organisations involving submission of fraudulent bank documents.
  - Uncovered fraud by officials of a Government-aided educational institution involving forged signatures of students, totalling INR1.5 million.
  - Identified embezzlement of Government funds of INR85,000 meant as an incentive for the rural populace, by a Government employee at the village level, during the performance audit of a Government of India flagship scheme.



# Shruti Natarajan

Reference: FT MBA1526

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

- ⌘ **Career History:** Head of Business and Communications, Animaster, Bangalore, India  
Marketing and Media Manager, Biodiversity Conservation India Limited (BCIL), Bangalore, India  
Intellectual Property (IP) Associate, Infosys, Bangalore, India  
Branding and Communications Core Team Lead, Infosys, Bangalore, India
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Technology, Information Technology, Amrita School of Engineering, Bangalore, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (native), Hindi (fluent), Tamil (fluent), Kannada (basic)
- ⌘ **Achievements:**
  - Developed and executed a business development strategy that led to collaboration with three international animation studios for Animaster's Global Online Animation Education programme. This resulted in revenues in excess of US\$2.5 million for the company.
  - Conceptualised the digital marketing strategy at BCIL and led a team of five to implement it, which resulted in a 150% increase in overall lead generation and sales of US\$1.5 million in six months.
  - Led a six-member team for a competitive analysis project to identify IP and market trends in the banking sector, and identified three strategic areas of growth for Infosys' banking product that led to the filing of ten patent applications.

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# Ivo Nikolov

Reference: FTMBA1527

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

- ❑ **Career History:** Mechanical Engineer, Mercedes-AMG-HighPerformancePowertrains (HPP), Northampton, UK  
Project Engineer, Ricardo Consulting Engineering, Shoreham-by-Sea, UK  
Graduate Engineer, Ricardo Consulting Engineering, Shoreham-by-Sea, UK  
Engineer, Lotus Engineering, Hethel, Norfolk, UK
- ❑ **Education Highlights:** MBA, Warwick Business School, UK  
Master of Engineering (MEng), Mechanical Engineering, Imperial College London, UK
- ❑ **Nationality:** British/Bulgarian
- ❑ **Languages:** English (native), Bulgarian (native), German (basic)
- ❑ **Achievements:**
  - As a Project Engineer at Ricardo, led a team of three engineers based between the UK and Malaysia to design an experimental gasoline engine for the testing and development of fuel consumption (-30%) and emissions reduction technologies (-50% NOx). The subsequent technical innovations have reached series production with mainstream manufacturers.
  - At Mercedes, developed a safety test process for high speed turbo machinery. Subsequent improvements, demonstrated via mechanical testing, proved that a component 30% lighter could achieve the same level of protection as the previous version.
  - During the 2014 Formula 1 racing season, oversaw the mechanical development of the turbocharger while managing a team of three technicians building turbochargers for racing engines. Achieved 100% reliability with zero failures which helped the Mercedes-AMG-F1 team win a historic World Championship.



# Babatunde (Tunde) Ogunleye

Reference: FTMBA1536

<https://uk.linkedin.com/in/tundeogunleye>

- ❑ **Career History:** Country Services Leader, Consulting Services and Support, Microsoft, Nigeria  
Regional Services Lead, IBM Integrated Technology Services, West Africa  
Territory Sales Lead, IBM Integrated Technology Services, London, UK  
Business Growth Manager, IBM Strategic Outsourcing, London, UK
- ❑ **Education Highlights:** MBA, Warwick Business School, UK  
BSc Accounting & Computing, De Montfort University, Leicester, UK  
Prince2 Practitioner
- ❑ **Nationality:** British/Nigerian
- ❑ **Languages:** English (native), French (fluent)
- ❑ **Achievements:**
  - As Country Services Lead and member of the Country Leadership Team for Microsoft Nigeria, led the Services team to 8% year-on-year growth and 100% attainment of customer satisfaction responses.
  - Implemented a team and process improvement management system which resulted in 30% increase in project visibility and optimised resource utilisation.
  - As Lead Project Manager for the Virgin Atlantic Website Optimisation project, led a matrix based global team to upgrade the infrastructure (hardware, software and middleware) which resulted in 40% growth in customer traffic and 8% increase in sales conversion rates.

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## Louise Parker

Reference: FTMBA1528

<https://fr.linkedin.com/in/louisecmparker>

- ⌘ **Career History:** Film Production Coordinator, Freelance, France  
Film/TV Production Secretary, Freelance, France, Australia  
Film/TV Production Assistant, Freelance, UK, France, Australia  
Film Production Runner, Freelance, UK, France
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
BA Classical Archaeology, King's College London, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (native), French (fluent)
- ⌘ **Achievements:**
  - As production coordinator, successfully collaborated and lobbied with attorneys to overturn US Department of State's decision on issuing work permits for critical crew members without whom the film would have been severely delayed at large cost to production, never witnessed before by law firm.
  - Developed and implemented a new Excel model for time-sheet and pay calculations imposed by new French laws for over 600 technician contracts, reducing administrative time spent on contracts by at least 50%.
  - Relocated to France to create niche role as an Anglo-French technician, built reputation and network to secure positions on international projects that have grossed over \$500 million.



## Vishnu Raja Rajagopal

Reference: FTMBA1529

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

- ⌘ **Career History:** Senior Consultant, Technology and Information Management Practice, Advisory Services, EY (Ernst & Young), India  
Programmer Analyst, Telecommunications Practice, Cognizant Technology Solutions, India
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Engineering, Computer Science, SSN College of Engineering, Anna University, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** Tamil (native), English (fluent)
- ⌘ **Achievements:**
  - Managed a team of two consultants for a business transformation project for a non-profit healthcare organisation in Qatar to implement a data migration strategy. The project won an excellence award at the Dubai 'Technology week' in 2012 and the team won an EY excellence award for two consecutive years for excellence in delivery.
  - Spearheaded the data work stream for a business transformation project for a client in the Government sector in Muscat, Oman by providing guidance on data management best practices. Helped bridge a gap in the project team that previously delayed the project by a year.
  - Developed and designed a data remediation framework for a client in the banking sector in Riyadh, Kingdom of Saudi Arabia. Built and automated the plan that decreased the remediation turnover time from over two weeks to three days and improved efficiency.

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# Ahmed Raslan Hegazy

Reference: FTMBA1537

<https://eg.linkedin.com/in/ahmedraslan1>

- ⌘ **Career History:** Credit Analyst, Export Development Bank of Egypt, Cairo, Egypt  
Credit Analyst, Commercial International Bank, Cairo, Egypt
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor in Management and Business Administration, German University, Cairo
- ⌘ **Nationality:** Egyptian
- ⌘ **Languages:** Arabic (native), English (fluent)
  
- ⌘ **Achievements:**
  - As credit analyst at CIB, developed a process to avoid deactivation of client’s credit facility and disruption of workflow. This improved efficiency by 80% and eased the client’s access to their granted facilities without unnecessary disruptions.
  - Tutored branch managers and regional heads on the financial and accounting modules of the CIB credit course. Ensured a tailored approach to best suit the needs of each participant and received excellent feedback from the board.
  - Led the creation of ‘Cleaner Egypt’, a fund raising project aimed at providing clothes and medical supplies to injured people in Egypt and fund raising for families bereaved after the revolution. Supplied food and clothes to more than 50 families and medical supplies to 23 injured people.



# Emem Robson

Reference: FTMBA1530

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

- ⌘ **Career History:** Executive Director, Southern & Western Regions, Fresh Synergy Limited, Lagos, Nigeria  
Director, South, Fresh Synergy Limited, Lagos, Nigeria  
Client Administrative Support Consultant, Embassy of the Bolivarian Republic of Venezuela, Abuja, Nigeria  
Director, Basumoh Nigeria Limited, Uyo, Akwa Ibom state, Nigeria
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Science, Biological Science, Kwame Nkrumah University of Science & Technology, Kumasi, Ghana
- ⌘ **Nationality:** Nigerian
- ⌘ **Languages:** Ibibio (native), English (fluent), French (intermediate), Spanish (basic)
  
- ⌘ **Achievements:**
  - Designed and optimised product sales and logistics, managed and negotiated contracts for sale and purchase of products/commodities – increasing business turnover by 50% between 2014 and 2015.
  - Identified, researched and pitched an expansion proposal to the company which was accepted. This will increase the company’s storage capacity by 120% and will position the company to seize a greater percentage of the market share and meet the increasing demand.
  - Initiated an incentive scheme to encourage employees to exceed sales targets which increased regional revenues by 25%.

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# Sandro Rugi

Reference: FT MBA1538

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

- ⌘ **Career History:**
  - Regional Sales Manager, Bowltech Germany, Baesweiler, Germany
  - Regional Sales Manager, QubicaAMF Worldwide, Wiesbaden, Germany
  - Sales Manager, QubicaAMF Worldwide, Wiesbaden, Germany
  - Sales Manager, Modern Technologies, Munich, Germany
- ⌘ **Education Highlights:**
  - The Warwick MBA, Warwick Business School, UK
  - Bachelor of Arts, International Management, FOM University of Munich, Germany
  - Chartered Alternative Investment Analyst – CAIA Level I
- ⌘ **Nationality:**
  - German/Italian
- ⌘ **Languages:**
  - German (native), Italian (native), English (fluent), Spanish (basic)
- ⌘ **Achievements:**
  - As a Regional Sales Manager in IT product sales for the German speaking regions, grew revenues within the first 12 months by US\$1.5 Million (36%) and increased margins by 24% by developing, implementing and adopting new sales and marketing strategies which were tailored to meet specific customer needs.
  - Streamlined processes to further reduce costs by an additional 5% while increasing revenues by US\$4.3 Million (276%) and margins by 21%. Ranked number one sale representative within the company in EMEA in 2010.
  - Created an aggressive unique selling proposition for the Italian market. Identified and established new business and customer relationships with 23 new clients within the first 12 months.



# Neslihan Sevincler

Reference: FT MBA1539

<https://tr.linkedin.com/in/neslihasevincler>

- ⌘ **Career History:**
  - Export Manager, Isik Plastik San ve Dis Ticaret Paz. AS., Kocaeli, Turkey
  - Technical Sales Representative, Resinex BMY Plastik Kim. San. Tic. AS., Istanbul, Turkey
- ⌘ **Education Highlights:**
  - MBA, Warwick Business School, UK
  - Bachelor of Science, Chemical Engineering, Yeditepe University, Turkey
- ⌘ **Nationality:**
  - Turkish
- ⌘ **Languages:**
  - Turkish (native), English (fluent), German (basic)
- ⌘ **Achievements:**
  - As an export manager, led a team of three to research international markets and conduct competitor price analysis, which resulted in direct sales to a wider range of customers, 30% over target in 2013 and 42% over target in 2014.
  - Researched and established additional sales channels for new product introduction in current markets, presented to management team and secured a 20M€ investment for a joint venture with a US company to manufacture the new product line.
  - Organised Isik's presence in the 2013 K Trade Fair (the world's No. 1 trade fair for plastics and rubber), designed marketing material, arranged client meetings, which resulted in a €10M contract with a new client.

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# Hassan Shuweihdi

Reference: FTMBA1531

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

- 🔗 **Career History:** Senior Project Engineer/Line Manager, Amey Consulting, Birmingham, UK
- 🔗 **Education Highlights:** MBA, Warwick Business School, UK  
PRINCE2 Practitioner, APMG  
Master of Science, Geotechnical Engineering, University of Manchester, UK  
Bachelor of Science, Civil Engineering, University of Garyounis, Libya
- 🔗 **Nationality:** British/Libyan
- 🔗 **Languages:** Arabic (native), English (fluent), French (basic)
- 🔗 **Achievements:**
  - Successfully built commercial models, presented them to the managing director, and secured a £30m framework contract, which was extended for a further £10m, for a major transportation client.
  - Led a team of six engineers and managed an overall budget of £250,000+ in consulting fees for various projects worth more than £300 million, which were successfully delivered to a high standard and within time and budget.
  - Prepared pricing, resourcing and delivery methodology for various bids for multidiscipline infrastructure projects worth more than £100 million with a success rate of 60%.



# Deepika Thumsi Umesh

Reference: FTMBA1532

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

- 🔗 **Career History:** Consultant, HCL Technologies Pvt. Ltd, Bangalore, India  
Software Engineering Analyst, Accenture Services Pvt. Ltd, Bangalore, India
- 🔗 **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Engineering, Computer Science, Visvesvaraya Technological University, India
- 🔗 **Nationality:** Indian
- 🔗 **Languages:** Telugu (native), English (fluent), Hindi (fluent), Kannada (fluent), Tamil (fluent)
- 🔗 **Achievements:**
  - Developed 25 interfaces and automated the integration of the different end systems for an electric utility company which increased business to the organisation by 15%.
  - As part of the Centre of Excellence team, provided business solutions by researching various application development products. This increased client satisfaction and brought new project-related enhancements, which led to a 20% increase in profit for the organisation in 2015.
  - Gained knowledge of different trading tools and ran knowledge transfer sessions which led to an understanding of the business flow and increased the team's efficiency by 30%.

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# Todor Todorov

Reference: FTMBA1533

<https://bg.linkedin.com/in/todoratanasovtodorov>

- ⌘ **Career History:** Business Development Manager, BILLA Bulgaria Ltd, part of REWE Group, Bulgaria  
Supervisor, Agricultural farm, Uusikaupunki, Finland
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Bachelor of Electronics Engineering, Technical University of Sofia, Bulgaria
- ⌘ **Nationality:** Bulgarian
- ⌘ **Languages:** Bulgarian (native), English (fluent), French (fluent)
  
- ⌘ **Achievements:**
  - As a Business Development Manager for BILLA Bulgaria Ltd., increased the store network by 25% in eight years by detecting, analysing and negotiating more than 20 locations appropriate for the company expansion. This resulted in a 3% increase in the company's turnover on a yearly basis.
  - Formulated and executed the business plan, budget and rent contract framework for a complicated expansion project, thus limiting risk factors and securing an investment of €1 million.
  - Developed and maintained a network of BILLA Bulgaria Ltd's external partners – international investors, leading real estate international brokers and private landlords in Bulgaria – thus receiving, observing and analysing around 300 real estate locations per year.



# Akan Ukwak

Reference: FTMBA1540

<https://uk.linkedin.com/in/akanukwak>

- ⌘ **Career History:** Technologist, BP, Sunbury-on-Thames, UK  
Cased Hole Geoscientist, Expro, Aberdeen, UK  
Logging Geologist, Geoservices, Aberdeen, UK  
Intern, TGS-Nopec, Surbiton, UK
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK  
Masters of Science, Petroleum Geoscience, Imperial College London, UK  
Bachelor of Science, Geology, University of Calabar, Nigeria
- ⌘ **Nationality:** Nigerian/British
- ⌘ **Languages:** Annang (native), English (fluent)
  
- ⌘ **Achievements:**
  - As Technologist at BP, managed a team of 18 to analyse and deliver key subsurface technical data to a buyer during BP North Sea Assets divestments. BP transferred all assets to the new buyer within the deadline and agreed standards, which resulted on a commendation from the group's vice president.
  - At Expro, initiated a process that cleared a backlog of data awaiting processing, resulting in US\$60,000 additional revenue within six months.
  - Introduced a new process to conduct pre- and post-job checks on tools to avoid failures which saved the company US\$40,000 and 720 downtime hours within a year at Expro.

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# Qing (Westin) Xia

Reference: FT MBA1534

<https://uk.linkedin.com/in/westinxia>

- ⌘ **Career History:**
  - Senior Manager, Baker Tilly China, Beijing, China
  - Supervisor, Baker Tilly Corporate Finance LLP, London, UK
  - Audit manager, Baker Tilly China, Beijing, China
  - Project manager, Peking Certified Public Accountants, Beijing, China
- ⌘ **Education Highlights:**
  - MBA, Warwick Business School, UK
  - Bachelor's Diploma in Accounting, China University of Petroleum, Beijing, China
- ⌘ **Nationality:**
  - Chinese
- ⌘ **Languages:**
  - Mandarin (native), English (fluent)
- ⌘ **Achievements:**
  - Re-established the 40-member cross-functional team after one third of senior staff and partners resigned. Supervised the team in conducting an annual audit of two listed companies and one group company, with £155 billion in overall assets and £52 billion in revenues.
  - Managed 70 staff, including two senior managers and seven supervisors, in undertaking due diligence for one of the biggest state-owned companies in China, conducting strategic analysis, and identified strengths and weaknesses. Successfully presented recommendations to the board of directors, and supervised the client in implementing them.
  - Led an audit team of 30 staff to conduct an IPO project for a listed company in Hong Kong, raising £81 million on the Shanghai stock exchange.

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