

The logo for Warwick Business School (WBS) is located in the top left corner. It consists of the lowercase letters 'wbs' in a white, sans-serif font, set against a solid blue square background. The entire logo is enclosed within a purple frame that has a folded-corner effect at the top left.

wbs

WARWICK BUSINESS SCHOOL
THE UNIVERSITY OF WARWICK

Full-time MBA Talent Book 2020

For the Change Makers





Our Full-time MBA
is ranked first in
the UK and 18th
in the world by
the *Economist*/
WhichMBA? 2018
Full-time MBA
ranking

First UK business school to be triple accredited and to receive the Athena SWAN Silver Award for improving gender equality.



Full-time MBA, for the Global Citizens

Our MBA students

Our vision is to be Europe’s leading University-based business school, developing transformational ideas and people that shape how we do business. With our innovative learning culture, world-class teaching, practical skill development, and personalised careers support, we challenge and motivate all of our students to unlock their full potential and achieve their goals for the greater good.

Warwick MBA students come to study with us from all over the world because they’re ready for personal and professional transformation. They’re Change Makers who live and breathe our CORE values of Curiosity, Openness, Restlessness, and Excellence.

Taught by some of the world’s leading academics alongside senior business people who join us as Professors of Practice and share their knowledge from years of board-level experience, our students learn from the best. Our transformative research seeks to lead debate and create impact and this underpins our teaching, helping to develop inquisitive and entrepreneurial minds that will make a positive contribution to your organisation.

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.

While many MBA courses offer optional study tours, at WBS we see the international element as an essential experience for personal development. That’s why we include a compulsory week long trip to an overseas partner institution as part of one of our required Full-time MBA modules. Alongside this, we offer our students practical experiences in which they can apply their learning. Your organisation could work with our students on group or individual consultancy projects, or you could employ our students as permanent appointments.

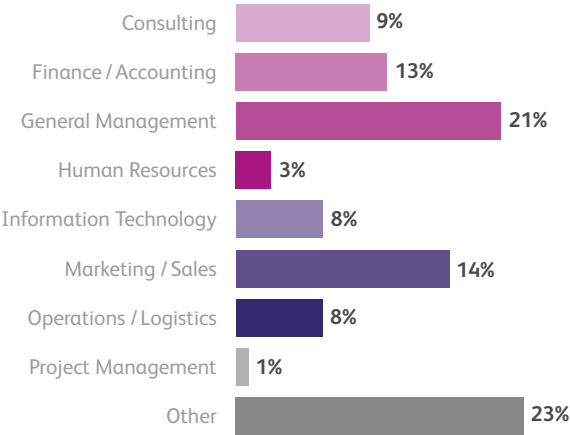
Class profile 2019-20

Class profile 2019–20

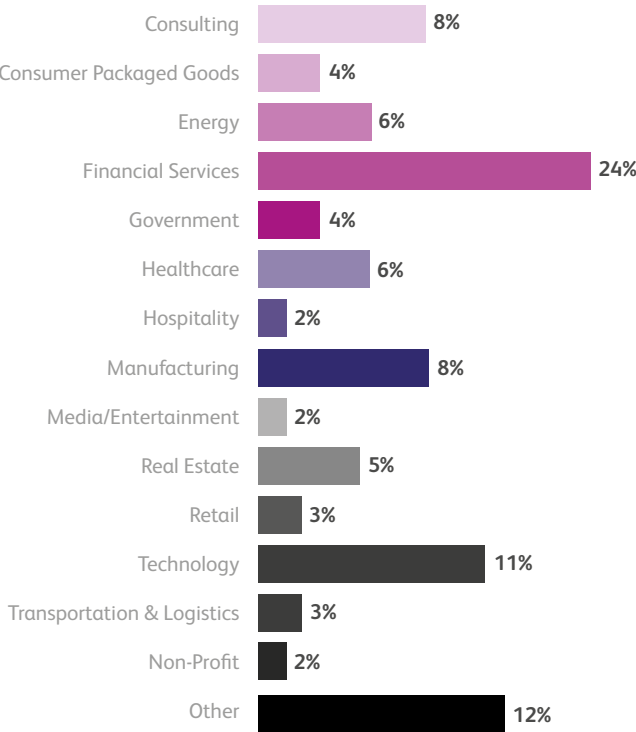
We carefully select each cohort to ensure diversity in terms of gender, country of origin, work experience and industry sector.



Pre-MBA function



Pre-MBA sector



Recruiting our MBAs

There are many ways you can engage with our highly valued MBA students during their time at WBS and beyond.

Student consultancy projects

Student projects are a high-impact opportunity to engage directly with our MBA students.

Group projects – through our LeadershipPlus module, a team of six to eight students will work for a three-month period from January 2020, to analyse your business challenge and provide recommendations.

Individual projects – our students all undertake an individual consultancy project, working alongside an organisation for 10 to 12 weeks over the summer period to provide their insights, analysis and recommendations. We will work with you to define the scope and deliverables of your project and help manage the student selection process.

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 peer graduate event to showcase the breadth of organisations employing our alumni, 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.

Contact us

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

- T** +44 (0)24 7657 4862
- E** business@wbs.ac.uk
- W** wbs.ac.uk/go/recruitment

Full-time MBA For the Big Picture Thinkers



Khalid Abdulrahman

linkedin.com/in/khalidabdulrahman88

- **Career History:** Corporate Communication Officer, Diyar Al Muharraq, Bahrain
Graphic Designer, Al Watan, Bahrain
Graphic Designer, Miracle Graphics, Bahrain
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Fine Arts, New York Institute of Technology, Bahrain
- **Nationality:** Bahraini
- **Languages:** Arabic (native), English (fluent)
- **Achievements:**

Successfully implemented an online system for engineers and architects to issue penalties for infringement of regulations on site, which reduced average time of resolution from seven to three days.

Proposed and launched a marketing campaign for high-end luxury villa ‘Al Bareh Villas’, resulting in 80% of villas sold on the first day of the launch.

Organised the opening event for the first Chinese themed mall in the Kingdom of Bahrain, attended by the Prime Minister of Bahrain along with 400 VIP guests. Received around 500,000 visitors in its first month.



Jerome Agyemang

linkedin.com/in/jeromeagyemang

- **Career History:** Relationship Manager, Zenith Bank Ghana, Accra, Ghana
Cheque Clearing Officer, Zenith Bank Ghana, Accra, Ghana
Research Analyst, Millicom Ghana (TIGO), Accra, Ghana
- **Education Highlights:** MBA, Warwick Business School, UK
ACCA (Level 2), Ghana
BSc, Statistics and Computer Science, University of Ghana, Ghana
- **Nationality:** Ghanaian
- **Languages:** English (native), Twi (native)
- **Achievements:**

Supervised the growth of a business unit by more than 70% to emerge as one of the top three performing branches of Zenith Bank Ghana in 2019.

Coached three team members to become business unit heads in three new locations, which enabled internal promotions and avoided external recruitment costs.

Successfully implemented an intelligence gathering and market research programme at Millicom Ghana to effectively monitor the deployment of promotional marketing products and apply insights to new product development.



Daniel Akpan

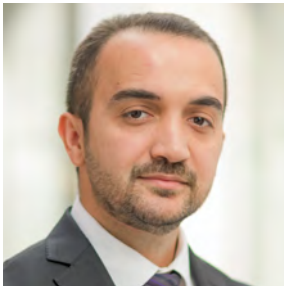
linkedin.com/in/daniel-akpan

- **Career History:** Finance Manager, Agro Ideas International Ltd, Uyo, Nigeria
Senior Accountant, Agro Ideas International Ltd, Uyo, Nigeria
Financial Analyst, Inyama Ukoha & Co, Abuja, Nigeria
Accountant, Prudential Micro-Finance Bank, Abak, Nigeria
- **Education Highlights:** MBA, Warwick Business School, UK
ACA, Institute of Chartered Accountants of Nigeria (ICAN), Nigeria
ANIM, Nigerian Institute of Management (NIM), Nigeria
Bachelor of Science, Accounting, University of Uyo, Nigeria
- **Nationality:** Nigerian
- **Languages:** Annang (native), English (fluent)
- **Achievements:**

Analysed and proposed consolidation of company reports for Agro Ideas International Ltd group (parent and four subsidiaries), facilitating additional investment of 300 million naira, which resulted in a 20% increase in annual return on investment.

Selected a benchmark company in the industry, analysed its operations and production processes and submitted findings recommendations to management. Implementation of recommendations resulted in 30% savings in material costs, 40 million naira reduction in annual operations cost and 700 million naira increase in annual revenue.

Prepared and submitted over 200 tax returns covering value added tax (VAT), education tax and company income tax and aided the company in expanding its tax service base, leading to about 25% increase in client base and over five million naira increase in annual revenue.



Kamal Aliyev

linkedin.com/in/kamalaliyev

- **Career History:** Brand, Advertisement and Research Manager, Formula 1 Azerbaijan Grand Prix, Baku, Azerbaijan
Brand and Advertisement Manager, Nar (Azerfon LLC), Baku, Azerbaijan
Marketing Management Trainee, British American Tobacco, Baku, Azerbaijan
- **Education Highlights:** MBA, Warwick Business School, UK
Certified Digital Marketing Professional, Digital Marketing Institute, UK
Masters in Production and Operation Management, Azerbaijan State Oil Academy, Azerbaijan
Bachelor’s Degree, Marketing, Azerbaijan State Economic University, Azerbaijan
- **Nationality:** Azerbaijani
- **Languages:** Azerbaijani (native), English (fluent), Russian (fluent), Turkish (intermediate)
- **Achievements:**

Developed and managed the execution of integrated marketing stunts including image, entertainment, loyalty campaigns and diversified sales promotions, which led to increase of Azerbaijan Grand Prix online sales by 47% and 30% in two consecutive years.

Led the development and execution of 30+ communication campaigns including five TV commercials which resulted in an increase of subscriber base by 9%.

Created and fully managed the activation of marketing sponsorship rights of Nar in cooperation with the Baku 2015 European Games, beginning from the elaboration of the roadmap and ending at the implementation of on-ground and digital activities, which boosted brand top-of-mind awareness by 11%.



Kritapart Amarapiban

linkedin.com/in/kritapart-amarapiban

- **Career History:** Head of Business Development, Horizon Group, Bangkok, Thailand
Project Manager, PrimeStreet Consulting, Bangkok, Thailand
Associate, PrimeStreet Advisory, Bangkok, Thailand
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Business Administration, Thammasat University, Thailand
- **Nationality:** Thai
- **Languages:** Thai (native), English (fluent)
- **Achievements:**

Achieved 10% company revenue growth by creating omni-channel marketing opportunities for more than 200 clients and introduced offline expansion initiatives in Thailand and Taiwan.

Successfully negotiated supplier product discounts to reduce cost of goods by 15%.

Conducted market study and recommended growth strategies for Thailand’s natural gas pipeline company, resulting in additional job creation for 300 posts.



Abhimanyu Argal

linkedin.com/in/abhimanyuargal

- **Career History:** Partner, Emerald Developers, Pen, Maharashtra, India
Engineer (Sales & Marketing), Unitek Engineers Pvt Ltd, Bangalore, India
Software Engineer, Accenture Services Pvt Ltd, Bangalore, India
- **Education Highlights:** MBA, Warwick Business School, UK
BTech, Electronics and Telecommunications, KIIT University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent), Oriya (intermediate), Malayalam (intermediate)
- **Achievements:**

As Managing Partner, spearheaded the organisation in devising cost reduction initiatives through stringent control over labour resources, which resulted in a 20% saving on payment of wages thereby increasing the profitability of the firm.

Responsible for restructuring the construction schedule to maximise overlap of sequential processes thus ensuring the completion of the project concerned 12 months ahead of the targeted date.

As Engineer (Sales & Marketing), focused on publicising the capability of the company to manufacture highly specialised material handling equipment like those required by nuclear power plants. In subsequent years, this paid rich dividends with a 300% increase in the sales of high speed skip winches.



Rizal Mukriz Anuar

linkedin.com/in/rizal-anuar

- **Career History:** Manager, Strategic Cost Management, AmBank Berhad, Kuala Lumpur, Malaysia
Branch Manager, AmBank Berhad, Kuala Lumpur, Malaysia
Relationship Manager, CIMB Bank Berhad, Kuala Lumpur, Malaysia
- **Education Highlights:** MBA, University of Warwick, UK
BComm, Accounting & Finance, Curtin University of Technology, Perth, Australia
- **Nationality:** Malaysian
- **Languages:** Malay (native), English (fluent)
- **Achievements:**

Led team to reduce group-wide costs by testing and implementing new methodologies, attaining a cost reduction of 80 million Malaysian ringgit. In addition, the Bank realised 10 million Malaysian ringgit in tax savings in 2019.

Supervised a committee that developed a more simplified and time saving account opening and over-the-counter transaction processes. This led to over 50% reduction in time to open an account, and an improved customer experience.

Converted a non-performing branch to a top-ten performance branch (nationwide) within 18 months of takeover. Through supporting staff with networking and identifying business opportunities, two sales team members were awarded top five best performers nationwide.



Elsy Buligwa Asena

linkedin.com/in/elsyasena/

- **Career History:** Africa Inventory Champion and Ultrasound Project Management Coordinator (East, West and Central Africa), GE, Nairobi, Kenya
Sub-Saharan Africa Commodity Leader (MRO Tools), GE, Nairobi, Kenya
Sub-Saharan Africa Sourcing Programs Leader, GE, Nairobi, Kenya
- **Education Highlights:** MBA, Warwick Business School, UK
BA, Management Science and Micro-finance, Strathmore University, Kenya
- **Nationality:** Kenyan
- **Languages:** Swahili (native), English (fluent)
- **Achievements:**

Coordinated the manufacturing, shipment (from USA, China, Europe) and in-country distribution of a US\$240 million medical equipment deal under the Kenya Ministry of Health Project – the single largest deal in GE Healthcare history in the region.

Led the design and launch of two General Electric (Sub-Saharan Africa) sourcing tools that improved the order process between GE and external suppliers by 50%.

Awarded the GE Africa (Healthcare) CEO Award in 2017 and the GE Africa (Healthcare) Employee of the Year Award in 2018 for excellence in tracking orders across East, West and Central Africa, which led to fast delivery to customer sites, and exceeded quarterly revenue targets by 75%.



Marianela Loza Ballarte

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

- Career History:** Accounting Specialist, General Accountant, Merck Sharp & Dhome, Lima, Peru
Accounting Analyst, Scania del Peru, Lima, Peru
Accounting Analyst, Pluspetrol Norte, Lima Peru
Accounting Trainee, SK Innovation, Lima, Peru
- Education Highlights:** MBA, Warwick Business School, UK
BSc, Accounting and Finance, University of Lima, Peru
- Nationality:** Peruvian
- Languages:** Spanish (native), English (fluent)
- Achievements:**

Successfully led the new ERP implementation to integrate a range of processes across Merck Sharp & Dhome. As a result, the response time to suppliers and customers reduced by 50% and information can be taken from one source in the new ERP.

As the General Accountant for Peru, led a tax team of three to implement new procedures, which reduced the effective income tax rate, resulting in 75% tax payable savings.

Led an entrepreneurial and innovative project that reduced dog waste in public areas by transforming it into fertiliser and energy. Chosen as a top ten finalist out of 260 entrepreneurial projects in the University of Lima Entrepreneurial Contest 2018.



Sresha Banerjee

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

- Career History:** Quality & Regulations Project Manager, Ability Matters Group, Abingdon, UK
Customer Operations Manager, Ortho Europe (Ability Matters Group), Abingdon, UK
Business Graduate Management Trainee - Marketing & Bids, Ability Matters Group, Abingdon, UK
- Education Highlights:** MBA, Warwick Business School, UK
MSc (Hons), Biomedical Engineering, University of Warwick, UK
BSc (Hons), Biomedical Science, Royal Holloway University of London, UK
- Nationality:** British
- Languages:** English (native), Bengali (fluent), Hindi (fluent)
- Achievements:**

Led a major company-wide project, re-launching the complaint handling procedure in more than 30 sites across the UK, in compliance with the quality standard. This resulted in the correction of a major non-conformance in the certification, quicker customer response, and process effectivity.

As Customer Operations Manager, coached all direct reports through implementation of a robust 'Personal Development Plan', establishing KPIs against a set skills criteria and personal objectives. As a result, 31% of direct line reports have progressed internally and 12% externally.

Established measurable department objectives in line with our company core values to improve service delivery in Customer Operations. As a result, error percentage decreased from 1.21% to 0.21%, late orders percentage decreased from 5.6% to 0.1%, and lead time compliance increased from 36% to 90%.



Ameya Bhalerao

[linkedin.com/in/ameya-bhalerao-823604151/](https://www.linkedin.com/in/ameya-bhalerao-823604151/)

- Career History:** Architect, Reliance Industries Ltd, Mumbai, India
Principal Architect, AmeyaBhalerao Design Studio, Mumbai, India
Junior Architect, Architect Rushikesh H, Mumbai, India
Architectural Intern, Space Matrix Architects & Planners, Mumbai, India
- Education Highlights:** MBA, Warwick Business School, UK
Registered Architect (CA/2017/83629), Council of Architecture, India
Bachelor of Architecture, University of Mumbai, India
- Nationality:** Indian
- Languages:** Marathi (native), English (fluent), Hindi (fluent), French (basic)
- Achievements:**

Led end-to-end project management of a US\$2.5 billion infrastructure development, slated to be the largest single mixed-use building in the Indian Subcontinent and measuring 8 million sq. ft.

Conceived and managed implementation of multi-million dollar virtual/augmented reality tools, physical & BIM models and mobile applications to streamline design development, project execution, marketing and leasing operations. Resulted in 25% increase in operational efficiency and promoted profitability for the company.

Founded an architecture and interior design practice, providing comprehensive turnkey solutions for residential, commercial, and hospitality projects. Managed teams of various multi-disciplinary streams, and delivered projects with construction budgets exceeding US\$1 million.



Nikhil Bhasin

[linkedin.com/in/nikhil-bhasin](https://www.linkedin.com/in/nikhil-bhasin)

- Career History:** Senior Manager, Business Development and Intelligence, Powerica Ltd, Mumbai, India
Senior Business Development Analyst, TresVista Financial Services, Mumbai, India
Junior Financial Analyst, TresVista Financial Services, Mumbai, India
- Education Highlights:** MBA, University of Warwick, UK
PGPDM Data Science and Machine Learning, University of Chicago, USA
BSc, Computer Science, University of Mumbai, India
- Nationality:** Indian
- Languages:** English (native), Hindi (native), Marathi (basic), Punjabi (basic)
- Achievements:**

Collaborated with managing directors in multiple roles, requiring significant cross departmental interaction and adaptability. Supported founders in their initial US\$3.5 million funding effort.

Developed a bespoke order management system that automated Powerica's sales processes, managing US\$130 million annually.

Identified and implemented improvements in data management and process, resulting in error reductions and efficiency gains worth an estimated US\$1.95 million annually.



Frederico Bonfante

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

- **Career History:** Sales and Business Development Manager, CommProve, Rio de Janeiro, Brazil
Wireless Product Manager, Huawei Technologies, Rio de Janeiro, Brazil
Core Network & Technology Engineer, Ericsson, São Paulo and Aachen, Brazil and Germany
3GSM System Test Engineer, Motorola Electronics, Turin, Italy
- **Education Highlights:** MBA, Warwick Business School, UK
Master's Degree, Wireless and Mobile Technologies, Politecnico di Torino, Italy
BSc, Telecom Engineering, National Institute of Telecommunications (INATEL), Brazil
- **Nationality:** Brazilian, Italian
- **Languages:** Portuguese (native), English (fluent), Italian (fluent), Spanish (intermediate)
- **Achievements:**

Identified and developed new customer relationships in Brazil, Argentina, Colombia, Uruguay and Paraguay, reaching 195% of Latin America annual sales quota and increasing the region recurring revenue by 80%.

Managed a sales team to break through to the public sector, achieving threefold growth in innovative products/services revenues whilst diversifying and growing revenue streams.

Designed and delivered training programmes to over 100 engineers in Brazil, Finland and India, giving them skills to develop advanced Mobile Network Architecture.



Shreyas Brahmbhatt

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

- **Career History:** Founder and CEO, disCrete Villas, Crete, Greece
Customer Propositions Trainee, HSBC Bank Plc, London, UK
Marketing Analyst, DMC Business Machines Plc, Croydon, UK
Marketing Trainee, Altran Technologies UK, London, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MSc, Business Economics, Mediterranean Agronomic Institute of Chania, Greece
MA, Marketing, Kingston University, UK
- **Nationality:** British
- **Languages:** Gujarati (native), English (fluent), Hindi (fluent), Greek (intermediate)
- **Achievements:**

Successfully founded a villa/hotel management company in Crete, Greece, at the height of the Greek economic crisis. By identifying real estate opportunities, the company has grown to its current annual turnover of nearly €450,000.

Led a multifunctional team through the renovation of a Venetian-era heritage property and converted it to an award-winning boutique hotel, which led to an 18% increase in the company's annual turnover.

Successfully shifted business practices of an established copier company from transactional sales to client partner relationships. By adding services to client sales offerings, gross profits rose by 20% annually. At close of the consultancy project, a full-time position was offered and accepted.



Adrija Chakraborty

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

- **Career History:** Application Development Analyst, Accenture, India
Intern, C. Doctor Pvt Ltd, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Engineering, M.S. Ramaiah Institute of Technology, India
- **Nationality:** Indian
- **Languages:** Bengali (native), English (fluent), Hindi (basic)
- **Achievements:**

Successfully deployed a new medical data system. Through implementing new technology, data assessment time was reduced from 10 minutes to real-time feedback. Data handling became simpler and faster and client experience was enhanced.

Managed a team supporting client technology issues. Resolution to close target 95% of issues reported increased to 100% through cooperating with the team and driving outcomes. This improved turnaround, received high commendations from clients, and led to monetary rewards from the employer.

Developed Java code to automate document retrieval process. The prior retrieval time of an average of 10 hours a week was reduced to five minutes through automation.



Wei Chen

[linkedin.com/in/weichen0731](https://www.linkedin.com/in/weichen0731)

- **Career History:** Founder & CEO, Tuoluo Asset Management Co, Ltd, China
Senior Investment Consultant, CITIC Securities Co, Ltd, China
- **Education Highlights:** MBA, Warwick Business School, UK
MSc, International Securities, Investment and Banking, ICMA Centre, Henley Business School, University of Reading, UK
BA (Hons), Finance with Business Communication, University of Portsmouth, UK
- **Nationality:** Chinese
- **Languages:** Mandarin (native), English (fluent)
- **Achievements:**

As founder, designed the start-up's business model from scratch, raised initial capital of £10 million, and built partnerships with financial institutions, including more than 50 of China's leading hedge funds.

Transformed the company's business model by making crucial strategic adjustments that ensured the survival of the business during the 2015/2016 Chinese stock market turbulence.

Managed a FOF (Fund of Funds) product with £25 million total asset value and created a low-risk annual return of 12% by innovatively integrating arbitrage trading strategy with structured funds.



Anuj Chetan

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

- **Career History:** Module Lead, Persistent Systems, Bengaluru, India
Senior Associate Consultant, Callidus Cloud, Hyderabad, India
Senior Executive, Vodafone India, Pune, India
Software Engineer, Accenture, Bengaluru, India
- **Education Highlights:** MBA, Warwick Business School, UK
BTech, Electronics and Communication, Ideal Institute of Technology, UPTU, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent), French (basic)
- **Achievements:**

Developed commissioning models that resulted in simplification of complex payment computations, over 60% reduction in human error costs and over 80% increase in efficiency.

Collaborated with marketing management and led walkthroughs with stakeholders to uncover new business opportunities and to strengthen relationships with high-profile accounts. During this period, over 100 new customers were added and revenues improved by 31%.

Led a team responsible for delivery of pan-India sales IT automation projects, impacting over two million prepaid and post-paid channels of Vodafone India. The automations resulted in improved processes, higher productivity and greater governance within the sales channels.



Calvin Cheung

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

- **Career History:** Data Scientist, Trade Credit Insurance, Euler Hermes (Allianz), Hong Kong
Data Scientist, Algorithmic Trading, GSG Ltd, Hong Kong
Post-Doctoral Fellow, Institute of Environment, Energy and Sustainability, The Chinese University of Hong Kong, Hong Kong
Research Assistant, Co-Combustion process, Hong Kong University of Science and Technology, Hong Kong
- **Education Highlights:** MBA, Warwick Business School, UK
PhD, Geography, The University of Hong Kong, Hong Kong
MSc, Environmental Science, The University of Birmingham, UK
MEng, Chemical Engineering, The University of Surrey, UK
- **Nationality:** Hong Kong
- **Languages:** Cantonese (native), English (fluent), Mandarin (intermediate)
- **Achievements:**

Successfully implemented a prediction model to forecast customer churn rate (non-renewal of insurance policies). With an overall accuracy above 60% in identifying customers at risk of churn, the model also provided explanations that helped the marketing team to formulate strategies to retain customers.

Created a data analytics tool to monitor data quality in a global trade credit insurance company. Automated analysis of terabytes of data and generated data visualisations. It provided a useful tool for a feasibility study on digitalisation process and project prioritisation in the top management.

Assisted start-up of a new research institute. Managed a supercomputer system, supervised research students and communicated with collaborators, including RCEC (Taiwan) and JMA (Japan). Doubled the size of the institute after two years, with over 10 research projects and publications in major journals and conferences.



Chaarvi Chiduruppa

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

- **Career History:** Team Leader, Consumer Products & Retail, Verity Knowledge Solutions, Hyderabad, India
Investment Banking Associate, Consumer Products & Retail, Verity Knowledge Solutions, Hyderabad, India
Investment Banking Analyst, Consumer Products & Retail, Verity Knowledge Solutions, Hyderabad, India
- **Education Highlights:** MBA, Warwick Business School, UK
BCom (Hons), Finance & Investment, Christ University, India
- **Nationality:** Indian
- **Languages:** Telugu (native), English (fluent), Hindi (fluent), French (basic)
- **Achievements:**

Led a team of more than 10 analysts through restructuring and high attrition, all while ensuring smooth on-boarding of new employees and managing client liaison globally.

Conducted a deep dive analysis of the beauty and direct selling industries that was key to delivering a landmark US\$3.8 billion acquisition for a priority client as part of its transformational strategy.

Structured a financial model to arrange a €800 million capital raise as a part of a key client's restructuring process.



Sukruthai Chirdchutham

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

- **Career History:** Business Coordinator, Mitsui Oil Exploration Co. Ltd, Thailand
Petroleum Engineer, Chevron Thailand Exploration and Production Ltd, Thailand
Asset-team Reserves Coordinator, Chevron Thailand Exploration and Production Ltd, Thailand
Reservoir Engineer, Chevron Thailand Exploration and Production Ltd, Thailand
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Petroleum Engineering (Hons), Chulalongkorn University, Thailand
- **Nationality:** Thai
- **Languages:** Thai (native), English (fluent), Chinese (basic)
- **Achievements:**

Delivered a long-term economic analysis to evaluate future investments. Collaborated with business partners and presented a proposal to senior stakeholders to generate net cash flow of US\$220 million.

Developed and implemented new tools to plan mid/long term gas production. Trained colleagues to use the tools to mitigate the problem of reduced oil production due to insufficient gas, which increased subsequent oil production by 15%.

Led a cross-functional team of seven to accelerate production from drilling on a project worth US\$120 million, which enabled the contractual volume to be met and avoided a US\$7million penalty.



Antigoni Chrysina

[linkedin.com/in/antigoni-chrysina](https://www.linkedin.com/in/antigoni-chrysina)

- **Career History:** Charging System & Controls Design Lead Engineer, Jaguar Land Rover, UK
Hybrid Controls System Verification Lead Engineer, Jaguar Land Rover, UK
Hybrid Controls Design Verification Engineer, Jaguar Land Rover, UK
Research and Technology Graduate Trainee, Intelligent Energy, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MSc, Advanced Chemical Engineering with Process Systems Engineering, Imperial College London, UK
Diploma (MEng & MSc), Chemical Engineering, University of Patras, Greece
- **Nationality:** Greek
- **Languages:** Greek (native), English (fluent), French (intermediate)
- **Achievements:**

Contributed to achieving a competitive charging performance, working from verification to control design, on the first all-electric Jaguar SUV (iPace) released in 2019.

Started a new verification team, developing new review processes including test methods and results report reviews. Resulted in capturing software bugs before software build phase and reduced software build iterations, saving the department £15,000 per model release per year.

Modified team structure by dividing the team into smaller function specific sub-teams. Each sub-team member was selected based on their experience/expertise, aiming to create teams with strong technical skills. This concept improved team efficiency and accelerated delivery time by more than 50%.



Fiona Crabb

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

- **Career History:** Key Account Manager, Collins Aerospace, Wolverhampton, UK
Commercial Manager, Mature Large Engine Programmes, Rolls-Royce Plc, Derby, UK
Customer Business Manager, Rolls-Royce Plc, Toulouse, France
- **Education Highlights:** MBA, Warwick Business School, UK
BA, Combined Honours English and French, University of Exeter, UK
- **Nationality:** British
- **Languages:** English (native), French (intermediate)
- **Achievements:**

As Commercial Manager, single-handedly negotiated a comprehensive long-term service agreement with a major national airline worth US\$800 million in revenue.

Led a series of two-day culture workshops over an 18-month period, across all areas of the business, to equip colleagues with tools and skills to be at their best personally and professionally. This was an organisation-wide initiative to improve culture, wellbeing, and drive performance.

After negotiating and achieving signature on purchase and service contracts worth US\$700 million, successfully managed delivery of resulting commitments relating to bespoke test programme. This included identification and successful mitigation of complex risks with a potential impact of c. US\$5 million.



Philippe d'Auriol

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- **Career History:** Commercial Leasing Executive, Business Banking, Banco Pichincha, Lima, Peru
Commercial Junior Leasing Executive, Business Banking, Banco Pichincha, Lima, Peru
Commercial Leasing Assistant, Business Banking, Banco Pichincha, Lima, Peru
Marketing Assistant, Pinkberry, Delosi SA, Lima, Peru
- **Education Highlights:** MBA, Warwick Business School, UK
Business Banking Credit Program, University of the Pacific, Peru
Bachelor of Business Administration, University of Lima, Peru
- **Nationality:** Peruvian, Swiss
- **Languages:** Spanish (native), English (fluent)
- **Achievements:**

Achieved the highest commercial KPI results (129.6%) of the Leasing Department in the first semester of 2018.

Reduced the leasing portfolio delinquency rate by 3.21% from 2017 to 2018, bringing down default provisions in a similar amount and improving the net profit margin of the Department.

Achieved US\$766,000 additional credit placements within a four-month period in 2016, by leading the '0% Down Payment Vehicular Leasing Campaign.'



Marcel Da Rocha

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- **Career History:** Regional Pricing Manager, Belcorp, Lima, Peru
Senior Pricing Analyst, Belcorp, Lima, Peru
Pricing Analyst, Belcorp, Panama City, Panama
Pricing Assistant, Belcorp, Panama City, Panama
- **Education Highlights:** MBA, Warwick Business School, UK
Postgraduate Diploma, Strategic Marketing, Adolfo Ibáñez University, Peru
BEng, Computer Engineering, Simon Bolivar University, Venezuela
- **Nationality:** Venezuelan, Portuguese
- **Languages:** Spanish (native), English (fluent), Portuguese (fluent)
- **Achievements:**

Managed a pricing team of six analysts to create successful and competitive price strategies in seven countries, which resulted in revenue increase by US\$20 million in the last two years.

Developed new pricing software, using algorithms to define the price list of each country. Allowed the pricing team to create effective price strategies and reduced processing time from one month to four days.

Led the development of the Price Architecture of Belcorp, a tool that allowed the company to create price strategies, taking into account the real value for each product. As a result, Belcorp increased prices above the level of inflation in the last three years.



Julio Cesar de Barros Sequeira

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

- **Career History:** Product Specialist, UnitedHealth Group, Rio de Janeiro, Brazil
Senior Product Analyst, Unimed-Rio, Rio de Janeiro, Brazil
Marketing Consultant, Edenred Brasil, Rio de Janeiro, Brazil
Guest Show, International College Program, Walt Disney World, Orlando, USA
- **Education Highlights:** MBA, Warwick Business School, UK
MBA, Marketing, Fundação Getúlio Vargas, Brazil
Bachelor's Degree, Advertising, Escola Superior de Propaganda e Marketing, Brazil
- **Nationality:** Brazilian
- **Languages:** Portuguese (native), English (fluent)
- **Achievements:**

Developed two new health insurance products; Amil 350 was designed to be the best cost-benefit available, and Amil 550 was designed with the best service and quality for Brazilian upper middle class. Amil 550 sales performed 30% above forecast and Amil 350 was sold to TAP (Portuguese Airline) with more than 2,000 members ahead of the official product launch.

Developed a new analysis report to unify KPIs and benchmarking, supporting decision making in pricing, churn, product lifecycle, opportunities, trends and innovation. Membership numbers decreased 0.5% between 2017 and 2018 due to recession but revenue surged 8%.

Launched a new health insurance product portfolio that was more suitable for member needs and company revenue and cost goals. After one year, the company's medical loss ratio reduced 3% overall and gained around 93,000 new members.



James Dykes

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

- **Career History:** Senior Engineering Operations Manager, Permanent Joint Headquarters, Northwood, UK
Engineering Operations Manager, British Army, Baghdad, Iraq
Company Second in Command, British Army, Catterick, UK
Vehicle Workshop Manager, Mount Pleasant, Falkland Islands
- **Education Highlights:** MBA, Warwick Business School, UK
Incorporated Engineer, Institute of Mechanical Engineers, UK
BEng (Hons), Civil Engineering, University of Southampton, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Oversaw the withdrawal of more than £20 million worth of equipment within three months; including 30 vehicles from Iraq to the UK and 30 vehicles to Afghanistan. This led to the timely closure of a large base and allowed the MOD to deploy greater troop numbers to another region.

Provided advice to a key stakeholder during the development and execution of a project delivering new equipment capability to the MOD, which resulted in an average £4.1 million savings per annum.

Led a 54 strong workshop responsible for the maintenance, repair and servicing of over 300 vehicles at the end of an 8,000 mile logistic supply chain in the Falkland Islands.



Grace Farías

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- **Career History:** Development and Innovation Project Manager, Airports & On Board Service, Latam Airlines, Santiago, Chile
Change Management Project Manager, Latam Airlines, Lima, Peru
Head of Passenger Service Operations, Latam Airlines, Lima, Peru
Passenger Service Operations Analyst, Latam Airlines, Lima, Peru
- **Education Highlights:** MBA, Warwick Business School, UK
Industrial Engineer, Peruvian University of Applied Sciences, Peru
- **Nationality:** Peruvian
- **Languages:** Spanish (native), English (fluent)
- **Achievements:**

Conducted the design and implementation of 'baggage payment at gate' in all domestic flights in Peru, Chile, Colombia and Ecuador, with an original budget of US\$350,000, generating sales of US\$1 million in the first year.

Re-engineered the check-in process for the six main Latin-American airports and directed 600 people, which resulted in US\$10 million cost savings in the first year and 40% reduction in passenger processing time.

Led a change management project in Peru after the merge of LAN and TAM airlines. Designed and rolled out more than 60 passenger experience initiatives and a leadership development programme, which resulted in greater employee autonomy and satisfaction.



Kofo Fasanmi

[linkedin.com/in/kofo-fasanmi](https://www.linkedin.com/in/kofo-fasanmi)

- **Career History:** Business Development Director, WUDE Contracting Ltd, Lagos, Nigeria
Assistant General Manager (Business Development), Index Brook Ltd, Lagos, Nigeria
Business Development Manager, Index Brook Ltd, Lagos, Nigeria
- **Education Highlights:** MBA, Warwick Business School, UK
MSc, Engineering Business Management, University of Warwick, UK
BEng, Mechanical Engineering, University of Ado Ekiti, Nigeria
- **Nationality:** Nigerian
- **Languages:** English (native), Yoruba (fluent)
- **Achievements:**

Expanded and developed business relationships that increased company average revenue earnings by 80% over a period of six years through effective engagement with major stakeholders.

Pioneered acceleration and development of a company branch in neighbouring Accra, Ghana. Secured regulatory permits required for rental services that generated over US\$500,000 in 15 months.

Promoted the business plan of a consultancy firm by leading a dedicated team of two junior business development managers to grow the business. This resulted in increased revenue of 40% and three new clients within one year.



Alexandru Fugariu

linkedin.com/in/fugariu

- **Career History:** Regional Materials Planning Manager, Asahi Breweries Europe, Prague, Czech Republic
Operations Planning Manager, SABMiller, Bucharest, Romania
Supply Planning Integration Manager, SABMiller, Bucharest, Romania
Supply Network Senior Planner, Coca Cola Hellenic, Bucharest, Romania
- **Education Highlights:** MBA, Warwick Business School, UK
MSc, Procurement, Logistics and Supply Chain Management, University of Salford, UK
BA (Hons), Business Management, Edinburgh Napier University, UK
Project Management Professional, Project Management Institute, USA
- **Nationality:** Romanian
- **Languages:** Romanian (native), English (fluent), French (basic)
- **Achievements:**

Successfully devised and implemented upstream supply chain partnerships for direct materials supply, bringing combined working capital reduction of €1.3 million in the 2019 fiscal year.

Reshaped and integrated functional planning processes across European grid, which significantly improved the regional operating model, resulting in 86% reduction of the workload and improved reporting turnaround time by 200%.

Converted key planning and operating methodologies for returnable containers in global export markets, achieving 20% reduction of reverse logistics costs and decreasing net CAPEX requirements by €5.1 million.



Salome Gaolekwe

linkedin.com/in/salome-gaolekwe

- **Career History:** Business Development Officer, Botswana Communications Regulatory Authority, Botswana
Compliance Officer, Botswana Communications Regulatory Authority, Botswana
Sales and Marketing Officer, Lenong Communications, Botswana
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor's in Business Administration and Marketing, University of Botswana, Botswana
- **Nationality:** Botswanan
- **Languages:** Setswana (native), English (fluent)
- **Achievements:**

Led a team to develop and consolidate the Botswana Communications Regulatory Authority (BOCRA) repository database for regulatory statistics. The consolidated database improved efficiency in handling of data and BOCRA is now able to meet 98% of all information request deadlines.

Reviewed the industry Quality of Service guidelines (QoS) and developed Quality of Experience (QoE) guidelines for the telecommunications and ICT sectors in Botswana. This led to a 35% decrease in QoS/QoE related consumer complaints.

Influenced a significant decrease of departmental turnaround times for the assessment of new product offers through the engagement of operators. After implementation, turnaround times improved by 50%, improving customer service and satisfaction.



Eshan Goel

linkedin.com/in/eshangoel

- **Career History:** Team Leader, Marketing and Sales, IDBI BANK, Chennai, India
Relationship Manager, IDBI Bank, Chennai, India
Asset Officer, IDBI Bank, Chennai, India
Operations Manager, IDBI Bank, Chennai, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology, CCS University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent), French (basic), Tamil (basic)
- **Achievements:**

Achieved financial year 2018-19 incremental liability business target of US\$11 million while heading the marketing and sales team and acquired 2,500 accounts, leading to low cost deposits and product and risk diversification.

Expanded bank's asset portfolio worth US\$42 million through consistent focus on acquisition and deepening of high net worth and government relationships, resulting in lower provisioning costs for bad loans.

Managed the Southern Zone Digitalisation team, responsible for doubling the number of on board customers through digital marketing in various digital platforms, and advised the Digital team for product innovation.



Samantha Gosnell

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- **Career History:** Audit & Assurance Senior Manager, Deloitte Deutschland, Munich, Germany
Audit & Assurance Manager, Deloitte US, Washington DC, USA
Audit Senior, Deloitte US, Washington DC, USA
- **Education Highlights:** MBA, Warwick Business School, UK
Certified Public Accountant (CPA), USA
BA, Economics – International Area Studies, University of California, USA
- **Nationality:** American
- **Languages:** English (native), Spanish (fluent), German (intermediate)
- **Achievements:**

Designed and deployed a series of simulation-based workshops across Germany, tailored to remediate weaknesses in documentation quality and overcome auditing pitfalls. This resulted in the successful rehabilitation of a non-compliant audit to a peer-group leader in one six-month season.

Optimised the execution of an EMEA subsidiary audit of a public US Fortune 1000 company, including the implementation of data analytics to assess trends in revenue, which yielded a 16% reduction in overall hours incurred, and illustrated key sales insights to client management.

Delivered advisory services ranging from coaching a successful ASC 606 revenue recognition adoption and transition, to performing a US\$1 billion purchase price accounting assessment, enabling the client to smoothly combine the acquisition into their existing business.



Ganesh Gowtham

linkedin.com/in/gowthamganesh

- **Career History:** Project Controls Analyst, Bhaggyam Constructions, Chennai, India
Head of Operations (Marketing & Accounts), Sree Saayee Vivekananda Matriculation School, Chennai, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Engineering, Mechanical Engineering, College of Engineering Guindy, Anna University, India
- **Nationality:** Canadian
- **Languages:** Tamil (native), English (fluent), Hindi (intermediate)
- **Achievements:**

Designed a cost-effective alternative by performing value engineering through the introduction of gypsum plastering, as opposed to traditional cement plastering, in a mid-sized construction company, cutting project costs by 30%.

Identified patterns of costs incurred due to external suppliers and sourcing through the analysis of monthly financial reports. Cash flows were then streamlined by introducing the company's own concrete batching plant, which offset costs by 15%.

Set up an online platform for support of a non-profit school enabling both alumni and philanthropists to provide feedback and be actively involved in the development of the school. This successfully secured US\$7,000 in donations in its first cycle of implementation.



James Graham

linkedin.com/in/jgraham1/

- **Career History:** Senior Operations Manager, IAG Cargo, British Airways, London, UK
Senior Operations Manager, Airline Operations, DHL, London, UK
Operations Manager, Airline Operations, DHL, London, UK
Graduate Management Trainee, Oil, Gas and Specialist Services, DHL, UK wide
- **Education Highlights:** MBA, Warwick Business School, UK
BSc (Hons), Air Transport and Logistics Management, University of Huddersfield, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Led the development and implementation of a new hub command and control centre for IAG Cargo, Heathrow. Implemented new technology to improve operation wide visibility of over 1 million sq. ft. of automated warehouse space, as well as a comprehensive renewal of business contingency procedures.

Led a team of over 500 cargo operations staff to deliver new performance reporting tools and metrics to accelerate productivity improvements in Airside Logistics at IAG Cargo. Budget contribution of over £300,000 in annualised departmental labour savings and achieved record efficiency gains of over 5% above stretch targets.

As Champion Lead, achieved record increases in colleague engagement and satisfaction metrics with improvements from 62% to 84%.



Tabita Sola Gratia

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- **Career History:** Executive Assistant for Board of Commissioners, Bank Mandiri, Jakarta, Indonesia
Account Manager Corporate Banking, Bank Mandiri, Jakarta, Indonesia
Customer Service Officer, Bank Mandiri, Bandung, Indonesia
Officer Development Program, Bank Mandiri, Jakarta, Indonesia
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Economics, Accounting, University of North Sumatera, Indonesia
- **Nationality:** Indonesian
- **Languages:** Indonesian (native), English (fluent)
- **Achievements:**

Initiated and prepared the loan proposal for an Indonesian state-owned infrastructure company for airport rejuvenation and construction, totalling £550 million.

Generated £3 million fee-based income from both loan bookings and transactions. Exceeded the average fee-based income per employee by 7500%.

Led the acquisition and implementation of a customer payroll project involving one of the largest textile manufacturing companies in Indonesia; this resulted in over 15,000 new saving accounts opening in just four months.



Disha Gupta

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- **Career History:** Senior Manager, Sales & Marketing, Heapro, Gurgaon, India
Assistant Manager, Client Servicing, Isobar – Dentsu Aegis Network, Gurgaon, India
Senior Account Executive, Client Servicing, Digital Quotient – Hindustan Times Media, Gurgaon, India
Digital Marketing Trainee, GSK Consumer Healthcare, Gurgaon, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Arts Programme, Economics & Mathematics, Jesus & Mary College, Delhi University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

As an assistant manager, managed a team of 20 to deliver 360° digital marketing campaigns for Maruti Suzuki India, which increased revenues by £1 million in one year for Isobar.

Managed the digital launch of Kwaliti Milk to reach 22 million in a span of three months and mitigated production related challenges by building brand identity through online awareness and engagement.

Developed business strategy for revamping the GSK corporate website. Coordinated with cross-cultural and cross-functional teams, improving 80% of the website's overall functionality, with a 30% increase in time spent on the website and 40% increase in page views.



Viraj Gupta

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- **Career History:** Deliver Team Lead, IBM India Private Ltd, Bengaluru, India
SAP SD Senior Consultant, Wipro Technologies Ltd, Bengaluru, India
SAP SD Consultant, Wipro Technologies Ltd, Bengaluru, India
SAP SD Associate Consultant, Wipro Technologies Ltd, Bengaluru, India
- **Education Highlights:** MBA, Warwick Business School, UK
BTech, Mechanical and Automation Engineering, Amity University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

As a senior consultant, I initiated and drove the Service Level Agreement (SLA) monitoring activity for Deliver tower, which was later adopted by five other towers within the Johnson and Johnson (J&J) support team, achieving SLA of 99% for five consecutive months.

Led a problem management initiative to provide permanent solutions to 12 critical issues which reduced the number of support tickets raised by 30% and increased revenue by 5% as an associate consultant.

Won ‘Best Functional Expert’ award out of 150 for exceptional performance in the J&J account while at Wipro Technologies. Selected out of 300 colleagues to travel to Canada and Colombia, to provide onsite support for the J&J Back to Basics Project go-live.



Yapeng Han

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- **Career History:** Sales & Marketing Director, SKYFM Group, Wuxi, China
General Manager, SKYFM Nanjing Branch, Nanjing, China
Business Development Manager, Aden Services, Nanjing, China
 - **Education Highlights:** MBA, Warwick Business School, UK
 - **Nationality:** Chinese
 - **Languages:** Chinese (native), English (fluent), Korean (intermediate)
 - **Achievements:**
- Established the Sales & Marketing Headquarter for SKYFM Group, managed 13 sales branches and achieved 25% annual revenue growth. Expanded the group to an enterprise with more than 7,000 employees and annual turnover of approximately £45 million.
- Launched the Nanjing branch, structured the process and strategy for the core team including operations, business development, human resources and finance. Led the branch to become a company of more than 800 employees with an annual turnover of approximately £4.5 million.
- Coordinated with CITIC Capital to acquire 60% shareholding in SKYFM Group, which will enable SKYFM to achieve their ‘5-Year Growth Plan’ and reach target annual revenues of approximately £9 million in 2023.



John Hancq

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

- **Career History:** Operations Manager, Hancq International LLC, USA
Police Officer/Hostage Negotiator, City of Alexandria, USA
Operations Manager, Game Truck, Northern Virginia, USA
 - **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Arts, Global Affairs International Development, George Mason University, USA
 - **Nationality:** American
 - **Languages:** English (native), Spanish (intermediate), Portuguese (basic)
 - **Achievements:**
- As a hostage negotiator, negotiated in over 100 high-risk situations. Received the Chief’s Commendation Medal for exemplary performance in the line of duty that resulted in the preservation of innocent lives.
- Founded an NGO within Tanzania to microfinance beekeepers. Developed a network of over 200 beekeepers while fostering a relationship with the Tanzanian Wildlife Research Institute to implement more sustainable and economically viable beekeeping techniques.
- Established a warehouse in Tanzania and collaborated with a local businessman to collect and export honey which increased the income of participating beekeepers by an average of 45%.



Rob Harrison

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- **Career History:** APAC Technology Platform Manager, Macquarie Bank, Sydney, Australia
Technical Analyst/Project Manager, Macquarie Bank, Sydney, Australia
Integration Project Manager, Macquarie Bank, Seoul, South Korea
Lead Integration Engineer, Macquarie Bank, Vienna, Austria
 - **Education Highlights:** MBA, Warwick Business School, UK
Level 1 Proficiency in Korean (TOPIK), Sogang University, South Korea
BSc (Hons), Computer Science, Cardiff University, UK
 - **Nationality:** British
 - **Languages:** English (native), French (basic), Korean (basic), German (basic)
 - **Achievements:**
- Led the sales and marketing technology platform in APAC for Macquarie Asset Management. Main highlight was delivering a key Australian-based strategy worth 250,000 Australian dollars, which improved data analytics and grew sales-operations efficiency by 25%.
- Delivered a successful 18-month technology integration of Macquarie’s newly acquired Korean asset manager, six months ahead of two-year schedule and around 20% under the 2.5 million Australian dollars budget.
- Received two company excellence awards; the first for enabling a newly acquired business to capitalise on opportunities while still integrating, and the other for exemplary leadership of a five person off shore team.



Kathryn Heppinstall

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- **Career History:** Director of Logistics Operations, NATO Elite Special Forces, Mons, Belgium
Executive Director (Support Services), British Forces South Atlantic Islands
Deputy Director Logistic Transformation, Australian Defence Force, Sydney, Australia
Head of Corporate Communications and Recruiting, Royal Logistic Corps, Deepcut, UK
- **Education Highlights:** MBA, Warwick Business School, UK
PGDip, Leadership and Management, ILM, UK
PGDip, Food Logistics Management, Bournemouth University, UK
BSc (Hons), Food Manufacture, Marketing and Management, University of Reading, UK
- **Nationality:** British
- **Languages:** English (native)

■ **Achievements:**

Redesigned the international supply chain process for the Falkland Islands, improving high priority resupply times and maintaining customer satisfaction, despite a concurrent reduction of shipping capacity by 22% and airfreight by 27%.

Recruited and led a team to create a new corporate brand for The Royal Logistic Corps. Increased attendance at interactive promotion days by over 10 fold, gaining national media exposure.

Developed joint solutions with the US Marine Corps for the provision of bottled water throughout Helmand Province, improving supply chain resilience and reducing exposure of marines and soldiers to insurgent attacks. Potential savings of US\$118,000 per day.



Aurel Hunkeler

[linkedin.com/in/aurel-hunkeler](https://www.linkedin.com/in/aurel-hunkeler)

- **Career History:** Project Manager, Material Flow, Distribution and Fulfilment Centre, Magazine zum Globus AG, Otelfingen, Switzerland
Logistics Consultant/System Designer, Retail E-Commerce, Swisslog, Buchs, Switzerland/Redditch, UK
Member of the Board, Keilzinkwerk Hunkeler AG and Hunkeler Immobilien AG, Altishofen, Switzerland
Automation Engineer, Müller Martini, Zofingen, Switzerland
- **Education Highlights:** MBA, Warwick Business School, UK
BSc (Hons), International Engineering Business Management, Coventry University, UK
BSc, Business Engineering Innovation, Lucerne University of Applied Sciences and Arts, Switzerland
- **Nationality:** Swiss
- **Languages:** German (native), English (fluent), French (intermediate), Polish (basic)

■ **Achievements:**

Managed a major change in software and material flow, ensuring the forecasted online sales growth of 300% per year while reducing the order lead-time by three hours.

Implemented lean principles for the packing processes and consumable replenishment, increasing the peak hour throughput of the online fulfilment by 55%.

As System Designer, successfully sold three automated logistics systems totalling £5.8 million and led several concept studies worth £590,000 in turnover.



Purva Jain

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- **Career History:** Tech Lead, Fiserv India Pvt Ltd, Noida, India
Analyst, Fiserv India Pvt Ltd, Pune, India
Project Lead, Atos-Syntel, Pune, India
Business Analyst, Atos-Syntel, Manila, Philippines
- **Education Highlights:** MBA, Warwick Business School, UK
BE, Electronics and Communication Engineering, Rajiv Gandhi Technical University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

Led a company-wide consumer experience initiative to upgrade an existing product requiring extensive end use client training, resulting in multi-million revenue growth in new client development.

Developed an automation processing tool, improving execution time by 30% for the new business line worth \$10 million revenue.

Expanded the off-shore team in the Philippines to work with global clients. Hired and trained 15 local staff in six months.



Christopher Daniel Jeyaseelan

[linkedin.com/in/chris-dany/](https://www.linkedin.com/in/chris-dany/)

- **Career History:** Scientist (Aerospace), National Aerospace Laboratories (NAL), Council of Scientific & Industrial Research (CSIR), Bangalore, India
Lecturer, Hindustan Institute of Engineering & Technology (HIET), Chennai, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Engineering, Aeronautical Engineering, Anna University, India
- **Nationality:** Indian
- **Languages:** Tamil (native), English (fluent), French (basic), Kannada (basic), Hindi (basic)
- **Achievements:**

Led a cross-functional team of over 60 engineers and technicians in building India's largest aerospace autoclave, MARK IV, which enabled manufacturing of larger aircraft structural components for use in SARAS, India's indigenous civil aircraft. Won the 'CSIR-NAL Outstanding Achievement Shield' for the achievement.

Spearheaded a team of engineers and technicians in the development and commercialisation of compact aerospace-class autoclaves, which were successfully marketed to several engineering institutions and small scale manufacturing industries across India.

Developed state-of-the-art fabrication technologies for de-lamination resistant Aero-3D composites, which reduced manufacturing costs by 40%.



Joice Joseph

linkedin.com/in/joycejoseph12

- **Career History:** IT Service Specialist, Erste Group Bank AG, Vienna, Austria
IT Service Analyst, Erste Group Bank AG, Vienna, Austria
‘Commercial service and Staff Travel’ CSDOB IT Analyst, Austrian Airlines, Vienna, Austria
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Clinical Engineering, Fachhochschule Campus Wien, Austria
- **Nationality:** Austrian
- **Languages:** German (native), Malayalam (native), English (fluent), Tamil (basic), Latin (basic)
- **Achievements:**

Led the office 365 change management process for board-level and selected senior managers, including Company Secretariat, through defining the change approach, enabling user needs, and ensuring long-term adoption.

Defined and implemented an IT service portal process to gather all special solutions, requested on a specific business need, which enabled employees to work efficiently and innovatively.

Initiated the contract change of an IT service (Brainloop) from Erste Group Holding to Erste Group IT (EGIT) including all seven entities and savings banks, as IT services should be routed via our captive IT service providers (sIT & EGIT), for cost saving and legal purposes.



Rubeen Singh Kamal

linkedin.com/in/rubeensinghkamal

- **Career History:** Associate Consultant, Advisory Services (Governance, Internal Audit, Risk & Compliance Services), KPMG, Gurugram, India
Analyst, Advisory Services (Governance, Internal Audit, Risk & Compliance Services), KPMG, Gurugram, India
- **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons), Economics, University of Delhi, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

Analysed the buying, assortment planning and merchandising functions for the Indian venture of a multinational retailer; identified anomalies in its replenishment tool, which contributed to an increase in sell through of mainline SKUs by up to 40%.

Led a team of 12 analysts and consultants across India to conduct a review of the internal operating model of McDonald’s Corporation, exploring fundamental change in channels like McDelivery and All Day Breakfast.

Collaborated with the L&D team as the brand ambassador for KPMG India at campus placement activities across the University of Delhi, engaging with over 5,000 students and encouraging them to apply to KPMG.



Bolaji Keem-Salami

linkedin.com/in/bolajikeem-salami

- **Career History:** Relationship Manager, Transport & Logistics Sector, Access Bank Plc, Lagos, Nigeria
Head, Banks, PFA & Internationals, Access Bank Plc, Lagos, Nigeria
Head, Insurance Business Unit, Access Bank Plc, Lagos, Nigeria
Team Lead, Currency Trading, Access Bank Plc, Lagos, Nigeria
- **Education Highlights:** MBA, Warwick Business School, UK
Association of Chartered Certified Accountants (ACCA), UK
Bachelor of Science, Sociology, University of Ilorin, Nigeria
- **Nationality:** Nigerian
- **Languages:** Yoruba (native), English (fluent)
- **Achievements:**

As Relationship Manager, led the Aviation team to reduce the Bank’s FX exposure by 91% within six months and restructured operations that resulted in a 25% increase in operational efficiency.

Led team of four to establish and build new relationships, exceeded profit before tax target by over 178% which was duly recognised by the bank via ‘The Profit Centre Award of the Year 2017.’

Supervised the Currency Trading Team in delivering over 200% of the team’s target in 2015 and subsequently won ‘The Profit Centre Award of the Year 2015.’



Rashmi Khadatkar

linkedin.com/in/rashmikhadatkar

- **Career History:** Manager, Investigations (Quality assurance), Lupin Ltd, Bhopal, India
Senior Executive, Investigations (Quality assurance), Lupin Ltd, Bhopal, India
Senior Executive, Production Cardiovascular Unit, Lupin Ltd, Bhopal, India
Senior Executive, Process Engineering, Lupin Ltd, Bhopal, India
- **Education Highlights:** MBA, Warwick Business School, UK
BTech, Chemical Engineering, National Institute of Technology Karnataka, India
- **Nationality:** Indian
- **Languages:** Marathi (native), English (fluent), Hindi (fluent)
- **Achievements:**

Managed cross-functional teams identifying root causes of non-conformities in cardiovascular and cephalosporin manufacturing, including 16 multistage products with an annual turnover of US\$157 million. Implemented effective actions that continuously improved product quality compliance, reduced batch rejection/re-processing costs, and met market demands.

Supervised a team of 18 per shift in Lisinopril active pharmaceutical ingredient production, upgraded the workplace safety and product quality systems. Attained level 6 in ISRS (International Sustainability Rating System) audit and received no major observations in USFDA/other customer audits.

Designed and led a number of major projects including a green field project, which reduced carbon oxygen demand by 300kg/day, and a Green belt (Six-Sigma) project of Tri Fluro Acetic Acid Isopropyl Ester recovery improvement by 10%.



Mohammed Raees Khan

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

- **Career History:** Restructuring Consultant, Medicare Chemists Ltd, West Yorkshire, UK
Solicitor, Shearman & Sterling LLP, London, UK
Solicitor, Trowers & Hamlins LLP, London, UK
- **Education Highlights:** MBA, Warwick Business School, UK
Legal Practice Course, Nottingham Law School, UK
LLB Law, University of Leeds, UK
- **Nationality:** British
- **Languages:** English (native), Punjabi (native), Urdu (native), Arabic (basic)
- **Achievements:**

Led a strategic consolidation of a UK Pharmacy, restructured poorly performing parts of the business and sold these to a national pharmacy chain raising £2.3 million in net revenue.

Negotiated the settlement of a £12 million industrial disease class action claim against a national employer. This involved establishing liability and quantum assessment and resulted in one individual claimant receiving over £1.1 million in compensation.

Negotiated and drafted Murabaha Master Agreements, Ijara Agreements and novel ISDA based hedging documents for the US\$4 billion Bahrain Bay Development using Islamic Finance. This led to the development of one of the most environmentally sustainable multi use, artificial island habitations in the world.



Sharad Khandelwal

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

- **Career History:** Founder, Reghon Solutions (Finrek, Qiymat), Jaipur, India
Managing Editor, Neelkanth Publishers Private Ltd, Jaipur, India
Investment Advisor, Penguin Capital Investment, Jaipur, India
- **Education Highlights:** MBA, Warwick Business School, UK
M.Tech, Malaviya National Institute of Technology, India
BTech, AMITY University, India
- **Nationality:** Indian
- **Languages:** Hindi (native) English (fluent), French (basic)
- **Achievements:**

As the Managing Editor, led more than 15 teams in producing over 200 titles every year through optimum restructuring and automation of day-to-day processes that resulted in 35% increase in operational efficiency.

Researched and identified new areas including primary schools, industrial training institutes and polytechnics that resulted in pan-India expansion of the company, boosting revenues by 55%.

As Investment Advisor, provided proficient financial guidance, which promoted profitability and increased client base by 25%.



Aleksandr Khmelevskoi

[linkedin.com/in/aleksandr-khmelevskoi/](https://www.linkedin.com/in/aleksandr-khmelevskoi/)

- **Career History:** Head of Finance, Scholae Mundi Charity Foundation, Russia
Senior Financial Analyst, SIBUR, Russia
Financial Analyst, Gazprom Neft, Russia
- **Education Highlights:** MBA, Warwick Business School, UK
ACMA, CGMA, Chartered Institute of Management Accountants (CIMA), UK
Specialist in Engineering, Development and Operation of Oil and Gas Fields, Industrial University of Tyumen, Russia
Specialist in Economics, Crisis Management, Ural Federal University, Russia
- **Nationality:** Russian
- **Languages:** Russian (native), English (fluent), German (intermediate)
- **Achievements:**

Designed a business model for an international social impact project ‘Just Dilijan It’ (summer camps for children) and led the project to breakeven by formulating effective pricing policy, products structure and margin optimisation initiatives.

Integrated working capital data into budgeting system and aligned working capital targets with the overall company goals, reducing annual costs at SIBUR by £2.5 million.

Co-led the divestment of the Oilfield Services Division at Gazprom Neft: prepared finance forecasts and detailed finance analytics for the sale of oilfield subsidiaries that helped to close the deal for £550 million.



Isariya Kijmahatrakul

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

- **Career History:** Special Asset Management Officer, Credit Management, Bangkok Bank PCL, Thailand
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Business Administration, Financial Analysis and Investment, Chulalongkorn University, Thailand
- **Nationality:** Thai
- **Languages:** Thai (native), English (fluent)
- **Achievements:**

Managed portfolio of corporate groups, from a wide range of industries, with non-performing loans of no less than US\$16 million each. Successfully reduced potential financial loss of one corporate group by 22% in Q2 2018.

Led a team of four through a troubled debt restructuring process which prevented US\$32 million from turning into non-performing loans and avoided additional US\$11 million in bank reserves in Q2 2019.

Implemented a personalised Working Capital Financing workflow for customers that improved efficiency, reduced operational risk, and decreased customer waiting time by 30%.



Kristina Kim

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

- **Career History:** Head of Marketing and CSR Department, CJSC Kyrgyz Investment and Credit Bank, Kyrgyzstan
Brand Manager, Imperial Tobacco Group, Kyrgyzstan
Head of Telemarketing Projects, Clienterra, Kyrgyzstan
- **Education Highlights:** MBA, Warwick Business School, UK
MBA, American University of Central Asia, Kyrgyzstan
Bachelor of Economics, Kyrgyz Russian Slavic University, Kyrgyzstan
- **Nationality:** Kyrgyzstani
- **Languages:** Russian (native), English (fluent)
- **Achievements:**

Defined and carried out media and user activation strategies for the first digital wallet. Resulted in brand awareness and customer base growth to 500,000 users and over 4,000 merchants.

Planned, coordinated and launched new international and local tobacco brands in high, mid and low segments to increase the company’s market share by 3%. Designed and coordinated sales force motivation programmes to achieve targets, and stimulation campaigns for retail and wholesale PoS, resulting in 20% increase in sales.

Designed and implemented a new structure and motivation programme for sales agents that resulted in increase of sales by up to 40%.



Zoltan Kormoczi

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

- **Career History:** Credit Manager, Arconic Kofem Ltd, Global Shared Services, Szekesfehervar, Hungary
Regional Manager, Erste Bank Hungary, Western region, Szekesfehervar-Budapest, Hungary
AVP Trade Finance, CitiBank Europe Plc, Budapest, Hungary
Director of International Factoring, MKB Bank, Budapest, Hungary
- **Education Highlights:** MBA, Warwick Business School, UK
Certificate in International Trade and Finance, The London Institute of Banking and Finance (LIBF), UK
Postgraduate Diploma, EU-Studies, Corvinus University of Budapest, Hungary
Bachelor’s Degree, Corporate and Entrepreneurial Finance, Budapest Business School, Hungary
- **Nationality:** Hungarian
- **Languages:** Hungarian (native), English (fluent)
- **Achievements:**

Achieved an annual US\$220 million working capital efficiency saving for the Fastening business unit by delivering improved key metrics.

Led the new customer acquisition initiative between 2013-2015, achieving 125% of set targets and increasing annual regional income by 15 million Hungarian forints.

Redeveloped and implemented new strategy for International Factoring (export-import sales volume growth) that led to number one market position among the local competition in 2012.



Ajeet Kumar

[linkedin.com/in/kumar-ajeet](https://www.linkedin.com/in/kumar-ajeet)

- **Career History:** Third Officer, Anglo-Eastern Ship Management Pvt Ltd, Hong Kong
Trainee Navigational Officer, Anglo-Eastern Ship Management Pvt Ltd, Hong Kong
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Nautical Science, Training Ship Chanakya, Indian Maritime University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

Increased chances of survival for 23 people on board the ship ‘M.V Baltic Wasp’ by devising a procedure that reduced lifeboat-boarding time by 58% if the ship had to be abandoned.

Identified and prevented a major oil spill off the Brazil coast during refuelling which saved one of the largest ship manning companies from causing marine pollution and a subsequent penalty of US\$32 million by the Brazilian port authority.

Led a cross-cultural team of 10 in a mooring operation in the Panama Canal. Avoided a major incident after the ship’s engine failed which prevented heavy damage to both the ship and cargo worth approximately US\$3 million.



Charlotte Lavelle

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

- **Career History:** Senior Product Manager, BT Plc, London, UK
Procurement Development Manager, BT Plc, London, UK
Procurement Manager, Conferencing, BT Plc, London, UK
Graduate Buyer, Global Mobility, BT Plc, London UK
- **Education Highlights:** MBA, Warwick Business School, UK
Member of the Chartered Institute of Procurement and Supply (MCIPS)
BA (Hons), History, The University of Sheffield, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Launched new software product with associated proposition and go-to-market strategy into three new global regions, which created a sales pipeline of £142 million and delivered solutions to four leading multinational companies across the financial services, banking, automotive and logistics sectors.

Designed and led delivery of a major change programme across global procurement function (450 people) which resulted in 50% time saving for contract approvals, 100% scores in contract compliance checks, and higher employee satisfaction survey scores.

Managed a team of five from the UK, India and USA, with an annual spend of £110 million across global conferencing category. Developed global category strategy which achieved £5.2 million in savings including renegotiation of one £84 million supply contract for hardware, software and professional services.



Katherine Lee

[linkedin.com/in/katherinelee2122](https://www.linkedin.com/in/katherinelee2122)

- **Career History:** Technology Consultant FATCA/CRS Compliance, Transfer Pricing and Process Solutions for Financial Institutions MENA, Thomson Reuters, Dubai, UAE
Global Assignment FATCA/CRS Compliance, Technology and Market Development for FIs MENA, Thomson Reuters, Dubai, UAE
Product Manager FATCA/CRS Compliance Solutions for FIs Global, Thomson Reuters, London, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MA, Global Media and Communication, University of Warwick, UK
BA (Hons), History of Art with Italian, University of Warwick, UK
- **Nationality:** British
- **Languages:** English (native), Modern Standard Arabic (basic), Italian (basic)
- **Achievements:**
Awarded a global assignment in the Middle East for new market development. Implemented and developed improved market knowledge resources and go to market activities, which concluded in an expansive client footprint in the region, improved client knowledge and a new market for the business.
Managed the customer support technical team in a number of process improvement initiatives globally, which led to improved customer service level agreement response times and client retention rates.
Established an organising committee to promote events for a UK based charity to teach girls to code. Built strong relationships with internal stakeholders, developed supporting materials and secured executive level sponsorship. 500 children participated in 10 worldwide coding events.



Huanling Li (Sara)

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

- **Career History:** Business Owner, Hopus Technology Inc, Taiwan
Independent Business and Marketing Consultant, Shanghai, China
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Arts, Hebei University of Engineering, China
Professional Certifications: QMS Auditor, General Business Accounting Practices, Quality Control Technician
- **Nationality:** Taiwanese
- **Languages:** Chinese (native), English (fluent)
- **Achievements:**
Established and implemented ISO9001 accredited quality management system across all product lines for an equestrian helmet company, achieving certification from SEI USA, BSI UK, SGS China, and TUV Germany.
Spearheaded exhibiting at ‘Spoga Horse’ in Germany to open up direct exporting channels for the European market, which increased company turnover 10 fold between 2009 and 2019.
Upgraded the ERP system to help streamline factory operations, reducing delivery time from 45-60 days to under 30 days and improved cyber security.



Kiira Lizza

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

- **Career History:** Business Development Representative, Selligent Marketing Cloud, New York, USA
Enterprise Account Manager, EcoLicious Equestrian, Remote Account Based Sales Development, PhotoShelter Inc, New York, USA
FEI (International Level) Manager/Rider, Bayhill Farm, CT & FL, USA
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Management and Business, Skidmore College, USA
- **Nationality:** American, Finnish
- **Languages:** English (native), Finnish (native), Spanish (fluent), French (intermediate)
- **Achievements:**
Led a team of 10 sales development representatives on best sales prospecting practices to increase efficiency on the team and onboard new hires faster.
Developed repeatable and scalable processes for brand new Account Based Sales Development role. This role promoted greater alignment with marketing-engagement at every touch point and utilised fewer leads to develop stronger opportunities leading to US\$300,000 new revenue over 33 deals.
Pioneered the PhotoShelter ‘PS Green’ Initiative – a company-wide initiative to increase awareness on eco-friendly/green topics and practices in the workplace which led to reduction in ‘non-green’ practices/products and an increase in bio-friendly practices/products in the office.



Yu-Ping Lo

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

- **Career History:** Executive Assistant to General Manager, Sisley Cosmetics, Taiwan
Junior Corporate Planner, Shiseido Cosmetics, Taiwan
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Business Administration, National Chung Hsing University, Taiwan
- **Nationality:** Taiwanese
- **Languages:** Chinese (native), English (fluent)
- **Achievements:**
Met quarterly sales targets for Sisley’s new hair care brand through innovative marketing strategies and dynamic competitive sales methods.
Successfully coordinated the launch campaign for a new hair brand from Sisley cosmetics including a press conference, influencers programme, pop-up stores and customer events, which reached over seven million fans and followers.
Led a cross-functional team of 20 and controlled the event budget for a department store outdoor customer event, which achieved approximately 20% purchase rate and established excellent partnerships with Samsung, Dyson and CTBC HQ in Taiwan.



Bianca Machado

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

- **Career History:** Consultant, Flow Executive Finders, São Paulo, Brazil
Human Resources Analyst, Latam Airlines, São Paulo, Brazil
Talent Acquisition Analyst, Latam Airlines, São Paulo, Brazil
Process Improvement Internship, Georgia Health & Science, Augusta, USA
- **Education Highlights:** MBA, Warwick Business School, UK
MBA, Augusta University, USA
Bachelor of Business Administration, Marketing Major, Augusta University, USA
- **Nationality:** Brazilian, Portuguese
- **Languages:** Portuguese (native), English (fluent), Spanish (intermediate)
- **Achievements:**

Conducted a structuring project at Flow Executive Finders for a startup in the education sector, by assisting the company to hire its first top management executives in key areas including business development, finance and HR, which enabled the company to establish growth strategies.

Implemented a new centralised area in the HR department that assisted all LATAM Airlines employees on HR matters, leading to more efficient HR processes and higher satisfaction rates of the employees as they had a better understanding of the company’s benefits, HR policies, and people management procedures.

Led a change management project for the implementation of a new self-service HR system, which enabled LATAM managers to undertake procedures on their own, making the process 25% faster and reducing personnel costs in HR.



Tapish Malik

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

- **Career History:** Manager, PV Operations, PAREXEL International, Chandigarh, India
Pharmacovigilance Specialist, PAREXEL International, Chandigarh, India
Pharmacovigilance Analyst, Quantum Solutions India, Chandigarh, India
Pharmacovigilance Scientist, Quantum Solutions India, Chandigarh, India
- **Education Highlights:** MBA, Warwick Business School, UK
MSc (Hons), Biophysics, Panjab University, India
BSc (Hons), Biophysics, Panjab University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (native), Punjabi (fluent)
- **Achievements:**

Led 150 strong Operations & Vendor management team and integrated convergence and change management as a component of daily deliverables that improved performance delivery of 200,000 evidence based reports annually and resulted in 40% improvement in annual profits.

Designed and implemented company wide risk-based strategic training and audit planning process to ensure best practice compliance and regulatory adherence that helped the organisation achieve a quality standard of 99.3%.

Co-led new business development proposals and client meetings resulting in four new clients and an increased revenue of 30% to the company’s annual profit. Responsible for client account setup, resource management, and efficiency management for new clients.



Damian Manire

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

- **Career History:** Senior Consultant, PwC, Prague, Czech Republic
Communications Associate, Assurant, New York, USA
Project Manager, Joseph Chlebnik, CPA, Detroit, USA
Editor, PwC, Prague, Czech Republic
- **Education Highlights:** MBA, Warwick Business School, UK
BGS, International Studies, University of Michigan, USA
- **Nationality:** American
- **Languages:** English (native)
- **Achievements:**

Wrote/edited proposals and engagements in collaboration with PwC leadership in the areas of corporate tax, legal, transfer pricing, and international taxation. Oversaw 60% of PwC Czech Republic’s client-facing engagements and tax advice, which contributed toward an annual turnover of 448 million Czech koruna (US\$19.1 million) for PwC’s tax and legal services.

Coordinated US\$16 million of budget documentation for major film studio clients in cooperation with CPAs and lawyers, which led to clients earning US\$5 million in government tax credits.

Trained groups of more than 30 directors, managers, and consultants in client communications and achieved a 35% rate of improvement in client communications across PwC’s tax and legal services.



Cebo Mayekiso

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

- **Career History:** Finance Business Partner, Cash Management, Absa Bank Group Ltd, Johannesburg, South Africa
Management Accountant, Toyota South Africa Manufacturing, Durban, South Africa
Graduate Tax Trainee, South African Revenue Service, Durban, South Africa
- **Education Highlights:** MBA, Warwick Business School, UK
Chartered Management Accountant, Chartered Institute of Management Accountants (CIMA), UK
Postgraduate Diploma, Management Accounting, University of South Africa, South Africa
BCom, Accounting and Finance, University of KwaZulu Natal, South Africa
- **Nationality:** South African
- **Languages:** IsiXhosa (native), English (fluent)
- **Achievements:**

Led the strategic implementation of activity based costing in the Retail Banking function of Cash Operations, which optimised and significantly improved the operating model resulting in £4 million operating cost savings.

Identified and recommended financial and commercial opportunities for a process-benchmarking project, which resulted in a 10% savings in operating costs by optimising standard processing times and localisation of the procurement of input materials.

Identified compliance tax risks and advised on payment arrangements through analysis of financial statements, which resulted in the collection of £2 million towards the fiscal tax revenue target.



Liliya Mergaliyeva

linkedin.com/in/llmm

- **Career History:** Professor, Doctor of Economics and Head of Economics and Management Department, West-Kazakhstan State University of M. Utemisov, Kazakhstan
Managing Director, Business IQ Ltd, Kazakhstan
Financial Analyst, JSC DB ‘TAIB Kazakh Bank’, Kazakhstan
- **Education Highlights:** MBA, Warwick Business School, UK
Degree of Doctor of Economic Sciences, Turan University, Kazakhstan
Scientist Degree of Candidate of Economic Sciences, Turan University, Kazakhstan
International Economic Relations (Oil Industry), Economist-Internationalist, Diploma with Honors, Kazakh State Academy of Management, Kazakhstan
- **Nationality:** Kazakh
- **Languages:** Kazakh (native), Russian (fluent), English (fluent)
- **Achievements:**

Published 120 research papers and articles and seven books focusing on strategic economic issues, state ownership, globalisation, and the Eurasian Economic Union and the impact on Kazakhstan’s development.

Established own business venture ‘Business IQ’ in 2004, building it to 100 employees and implementing business automation strategies to help boost turnover by 300%.

Launched and led Economics and Management master programmes, and was awarded ‘Best teacher of the Universities of the year’ at the Ministry of Education and Science state awards.



Salvador Miramontes

linkedin.com/in/salvador-miramontes/

- **Career History:** Director, Senior Portfolio Manager, Grupo Corde Asesores, Mexico
Associate Portfolio Manager, Grupo Corde Asesores, Mexico
Portfolio Analyst, Grupo Corde Asesores, Mexico
Market Research Trainee, Bristol Myers Squibb de Mexico, Mexico
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Actuarial Science, Instituto Tecnológico Autónomo de Mexico (ITAM), Mexico
Chartered Financial Analyst (CFA) Charterholder
- **Nationality:** Mexican
- **Languages:** Spanish (native), English (fluent), German (basic), French (basic)
- **Achievements:**

Developed three new business relationships after a key partner responsible for the custody of 35% of the assets unexpectedly terminated their agreement. The new financial institutions across the US and Europe account for over 40% of total assets.

Led the restructure of the International Unit (which oversees more than US\$60 million), improving communication between the sales force and back office which grew the client base by 10% during 2018-2019.

Achieved a ‘Spot Award’ for the successful implementation of an automated daily sales report which enabled regional managers to assess individual impact of over 100 sales representatives around the country.



Mohamed Mohamed

linkedin.com/in/mohamedabizhermohamed

- **Career History:** Property Investment Consultant, DeVere Investment Group, Dubai, UAE
Personal Asset Manager, Family Wealth, Dubai, UAE
Senior Business Development Executive, Reflex Value Concepts, Dubai, UAE
- **Education Highlights:** MBA, Warwick Business School, UK
- **Nationality:** American
- **Languages:** English (native), Hindi (intermediate), Arabic (basic)
- **Achievements:**

Generated a profit of over 20% with assets worth approximately US\$2 million in the second year of managing the Family’s Investment Portfolio, which included property and equity investments in the US and India.

Launched the online portal of Reflex Value Concepts (a garments retail company) which outperformed the majority of physical stores by 25% or more in terms of revenue in the course of a few weeks and eventually equalled the highest performing retail store which generated upwards of 1 million Emirati dirhams of revenue annually.

Founded a children’s nursery in Dubai, hired key personnel, secured trade licenses and negotiated crucial government bureaucratic procedures. The nursery generated upwards of 2 million Emirati dirhams in revenue each year.



Rankopa Herman Molefi

linkedin.com/in/rankopahermanmolefi

- **Career History:** Internal Audit Specialist, Sanlam, Johannesburg, South Africa
Internal Audit Manager, African Alliance, Johannesburg, South Africa
Internal Audit Supervisor, SNG Grant Thornton, Johannesburg, South Africa
Business Risks Senior Associate, Ernst & Young, Johannesburg, South Africa
- **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons), Information Science, Rand Afrikaans University (now University of Johannesburg), South Africa
BA, Corporate Communication, Rand Afrikaans University, South Africa
- **Nationality:** South African
- **Languages:** Tswana (native), English (fluent), Zulu (fluent), Afrikaans (intermediate)
- **Achievements:**

Identified £40,550 of fraudulent transactions in supply chain operations in Kenya and implemented key business control processes to prevent future financial loss.

Implemented a data analytics audit tool to detect erroneous, fraudulent and duplicate transactions, and improved operational efficiency and financial monitoring processes.

Developed business relationships with regulators, capital markets and insurance authorities across 16 African countries and contributed to 20% of the company’s turnover.



Karabo Mothapo

linkedin.com/in/karabo-mothapo

- **Career History:** Business Improvement Practitioner, Anglo American, South Africa
Business Improvement Manager, Aveng, South Africa
Business Improvement Specialist, Anglo American, South Africa
Mining Engineer, Anglo American, South Africa
- **Education Highlights:** BEng (Hons), Industrial Engineering, University of Pretoria, South Africa
BEng, Mining Engineering, University of Pretoria, South Africa
- **Nationality:** South African
- **Languages:** Sepedi (native), English (fluent)
- **Achievements:**

Led a mining team at one coal operation that delivered coal production of 20% above annual budget becoming the best performing crew in the organisation.

Initiated a consumables management project that generated a 6% above target improvement and reduced costs by US\$1.5 million by implementing the use of an efficient consumable tracking and analysis system.

Led the implementation of an integrated planning system that reduced raw material inventory by US\$500,000 and improved ‘on time in full’ delivery from four weeks to two weeks. This increased the customer order turnaround time and enhanced the customer experience.



Saiesh Natarajan

linkedin.com/in/saieshn

- **Career History:** Senior Software Engineer, Infibeam Avenues, Bangalore, India
Intern, Aeka Consulting, Bangalore, India
- **Education Highlights:** MBA, Warwick Business School, UK
BE, Computer Science, PES University, India
- **Nationality:** Indian
- **Languages:** Tamil (native), English (fluent), Hindi (fluent), Kannada (fluent)
- **Achievements:**

Managed the catalogue system and the marketplace for Government e-market (GeM), a procurement portal for the Government of India. Planned and executed critical modules for this unique e-commerce portal, aiding the portal to handle transactions of over US\$80 billion annually.

Pioneered the design and development of an innovative cross-platform solution to allow partner organisations to cross-sell from other e-markets on a custom e-commerce site. The solution created a new revenue channel for Infibeam, bringing in more than 40 new organisations, including high profile clients such as Deloitte, Apple and Panasonic, generating revenues of US\$250,000 year-on-year.

Launched a ‘pricing flexibility’ module to the Buildabazaar (BaB) e-commerce platform, based on an analysis of customer needs. The module generated a revenue of US\$30,000 in under 16 months and remains one of the most sought-after additions on the platform.



Dimitris Nisanakis

linkedin.com/in/dimitrisnisanakis

- **Career History:** Financial Analyst Trainee, Eurobank Equities Investment Firm S.A. –
Minas Papadakis (Tied Agent), Heraklion (Crete), Greece
Sergeant, Greek Army, Kos, Greece
Legal Trainee/Junior Associate, Rokas International Law Firm, Athens, Greece
Legal Trainee, Sioufas and Partners Law Firm, Athens, Greece
- **Education Highlights:** MBA, Warwick Business School, UK
Member of the Athens Bar Association, Greece
BA, Law, Democritus University of Thrace, Greece
- **Nationality:** Greek
- **Languages:** Greek (native), English (fluent), French (basic)
- **Achievements:**

Achieved yield returns of 42% for Greek stock index investments and 48% for 10-year government bond investments for a client, contributing to 4% revenue growth for the company.

Organised and presented company-wide briefing to prepare the Athens Office for implications of the restructured 2015 Greek Civil Procedures legislation.

Handled a personal legal case of a former CEO of one of the biggest cement companies in Greece, which generated €100,000 in additional billings for the firm.



Diana Njuguna

linkedin.com/in/diana-n-njuguna

- **Career History:** Senior Investment Analyst, Pearl Capital Partners, Uganda
Investment Analyst, Pearl Capital Partners, Kenya
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Finance, Rutgers Business School, USA
- **Nationality:** Kenyan
- **Languages:** English (native), Swahili (fluent)
- **Achievements:**

Led and successfully executed investments of US\$1.7 million in two pioneer agriculture start-up ventures in Uganda.

Served as a board director for two seed companies in Malawi and one horticulture company in Uganda. As a director, supported in key strategic decisions on growth strategies, improvement of operational efficiency and fundraising of US\$1 million follow-on capital.

Managed and coordinated an international independent impact assessment of a US\$25 million fund. This resulted in the fund being honoured as a global ‘Best for the World Fund’ by B Lab in 2016 and 2017.



Francisco Jose Oria

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- **Career History:** Chief Lawyer, Buenos Aires City Province (Government – Secretary of State), Buenos Aires, Argentina
Senior Lawyer, Baf Capital M&A and Corporate Finance Advisory, Buenos Aires, Argentina
Junior Lawyer, Bourel & Paris-Laplace, Buenos Aires, Argentina
Paralegal, Nicholson & Cano, Buenos Aires, Argentina
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Law, Universidad Catolica, Argentina
- **Nationality:** Argentinian
- **Languages:** Spanish (native), English (fluent)
- **Achievements:**

Appointed as Chief Lawyer of ‘Fundacion Banco Provincia’, a subsidiary of the largest bank in Argentina. Led a team of 20 to attract private investors to fund social purposes, leading to the opening of 27 schools, 19 hospitals, and 67 sports fields, doubling figures of the previous government (2013-17).

Organised the first Regional Committee of Economic and Productive Development attended by 15 regional governors. Led a selection of 11 high potential entrepreneurs with over three closing VC funding deals.

Managed a team of 24 that evaluated and approved key investment decisions and strategic plans for main clients of Baf Capital. This resulted in investments approved for over US\$50 million.



Christian Ostler

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- **Career History:** Vice President, Alto Art Inc, Utah, USA
General Ecommerce Manager and Operations Manager, Banyan Ventures – TFSJ Holdings, Utah, USA
Intern, ONerefugee, Utah, USA
Retail Support Management, Zions Bank, Utah, USA
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Economics and Political Science, Brigham Young University, USA
- **Nationality:** American
- **Languages:** English (native), Italian (fluent)
- **Achievements:**

Conducted in depth logistics analysis and executed logistics overhaul creating efficiencies equal to one FTE. Extra time resulted in US\$150,000 in increased sales at Banyan Ventures – TFSJ Holdings.

Developed and implemented business model change from retail B2B to online B2C. Promoted over 100% year-on-year growth through personal relationships and online optimisation with major retailers including Amazon, Overstock, Wayfair, The Home Depot and Walmart at Banyan Ventures – TFSJ Holdings.

Led implementation of the new transaction forecasting software, tracked 150 financial centres’ complaints and created an internal procedure database, which saved approximately US\$150,000 annually and improved customer experience at Zions Bank.



Ashish Padhi

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

- **Career History:** Senior CFD Aerodynamicist, Mercedes Benz Grand Prix, Brackley, UK
CFD Aerodynamicist, Williams Grand Prix Engineering, Wantage, UK
Engineer-Consultancy, Pacific Mindware Engineering, Pune, India
- **Education Highlights:** MBA, Warwick Business School, UK
MTech, Aerospace Propulsion, Indian Institute of Technology, India
BE (Hons), Mechanical Engineering, University College of Engineering, India
- **Nationality:** British
- **Languages:** English (native), Hindi (native), French (basic)
- **Achievements:**

Managed a six-member team of aerodynamicists and mechanical engineers at Mercedes F1 to develop a high altitude engine testing system for the Mexico Grand Prix that saved over £100,000 in costs.

Coordinated a five-member team of aerodynamicists and engine designers to optimise engine intake duct which increased the Mercedes High Performance Engine’s power output, making the race-car faster by 0.027 seconds per lap.

Led a team of four at Mercedes F1 to develop a vortex tracking algorithm that was five times faster and 50% more accurate than commercially available options.



Rahul Pai

[linkedin.com/in/rahulpai2](https://www.linkedin.com/in/rahulpai2)

- **Career History:** Well Engineer, Blade Energy Partners, Frisco, USA
Process Engineer, ABB, Billingham, UK
Field Engineer, Schlumberger, Aberdeen, UK
- **Education Highlights:** MBA, Warwick Business School, UK
Chartered Chemical Engineer, Institute of Chemical Engineers, UK
MEng (Hons), Chemical Engineering, Imperial College London, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Coordinated technical responsibilities and managed client interaction on multiple simultaneous projects critical to well-timed delivery, with a cumulative value in excess of US\$1 million.

Led a team of experts to develop a state-of-the-art solution to a complex conductor design problem; resulted in a streamlined procedure and computer programme, reducing workflow time by 50%.

Identified the need to promote services in a low oil price environment. Produced marketing material and facilitated client interaction, leading to the award of two projects worth US\$520,000.



Alexandros Papamichalopoulos

linkedin.com/in/alexandros-papamichalopoulos-4532a357

- Career History:** Pipelines Engineer Lvl2, Subsea 7, Aberdeen, UK
Rigid Pipelines Engineer (Grad, Lvl 1), TechnipFMC, Aberdeen, UK
Founder/Director, Hellenic Elixir Ltd, Aberdeen, UK
Professional Doctorate Trainee – Civil Engineer, TU Delft (Volkerwessels), Delft/Amsterdam, The Netherlands
- Education Highlights:** MBA, Warwick Business School, UK
Chartered Certified Civil Engineer (ICE), UK
PDEng, Civil Engineering, TU Delft, The Netherlands
MSc, Structural Engineering, University of Sheffield, UK
- Nationality:** Greek
- Languages:** Greek (native), English (fluent), Dutch (intermediate), German (intermediate)
- Achievements:**

Collaborated in the optimisation of high end engineering calculation tools, formulas and R&D projects in the Oil & Gas industry. Recognised by the Institution of Civil Engineers as a Chartered Engineer member.

Founder of Hellenic Elixir, a wholesaler of Greek products in the UK. Generated funding, organised capital increases and engaged stakeholders as part of a challenging and rewarding start to an entrepreneurship journey.

Led a team of TU Delft PhD researchers and infrastructure industry professionals in Amsterdam (Volkerwessels and Hochtief companies) to develop an optimised inspection and maintenance tool on reinforced concrete bridges.



Kanika Pathania

linkedin.com/in/kanikapathania09

- Career History:** Head of Member Retention and Training, Quintessentially Lifestyle, Gurgaon, India
Duty Manager, Front Office: Taj Mahal Palace and Tower, Mumbai, India
Duty Manager/Account Manager, Corporate Sales, Front Office: Vivanta by Taj, Gurgaon NCR, India
Assistant Manager, Front Office: Taj Mahal, New Delhi, India
- Education Highlights:** MBA, Warwick Business School, UK
BA (Hons), Hotel Management, Institute of Hotel Management, India, and University of Huddersfield, UK
- Nationality:** Indian
- Languages:** English (native), Hindi (native)
- Achievements:**

Created retention plans for ‘Quintessentially India’ members by targeting their niche passion points. Resulted in 81% membership renewal and exceeded annual renewal target by 6%.

Built a member journey programme structured over a 12-month membership cycle to maximise member engagement. This resulted in a 50% increase in membership referrals and an 18% increase in gross revenue.

Formed a new process improvement team for front and back office operations at Taj Hotels. This led to increased efficiency and customer satisfaction, thereby increasing the net promoter score from 2.5 to 4.5 out of 5.



Reena Phanichkrivalkosil

linkedin.com/in/reenakosil

- Career History:** Event Marketing Manager, ONE Championship, Singapore
Senior Manager, Human Resources, ONE Championship, Singapore
Senior Manager, Human Resources, Evolve Mixed Martial Arts, Singapore
- Education Highlights:** MBA, Warwick Business School, UK
Graduate Diploma in Training and Development, Aventis School of Management, Singapore
Bachelor of Business Degree, International Hotel Management, Le Cordon Bleu, Australia
- Nationality:** Thai
- Languages:** English (native), Spanish (basic), Thai (basic)
- Achievements:**

Collaborated with event marketing, digital, and content teams on marketing campaigns and initiatives, and attained 90% stadium capacity attendance (8,000 – 10,000 seats) at live martial arts events held in Bangkok, Kuala Lumpur, and Jakarta.

As the first senior manager of human resources, led the department during the company’s rapid expansion and transformation phase, locally and globally, and achieved hiring objective of 100% growth within five months (from 60 to 120 employees).

Reduced attrition rate by 50%, within six months, by implementing comprehensive hiring processes, employee counselling, fine-tuning company policies, and driving a positive culture.



Adam Pilarski

linkedin.com/in/adam-pilarski

- Career History:** Doctor (Core Surgical Trainee and Senior Clinical Fellow in Orthopaedic Surgery), NHS, West Midlands, UK
Anatomy Demonstrator, Cambridge University, UK
3D Designer and Animator, Square Circle, London, UK
Audio Engineer and Broadcast Technician, Disney Cruise Line, USA & Caribbean
- Education Highlights:** MBA, Warwick Business School, UK
MRCS, Royal College of Surgeons of England, UK
MBBS, King’s College London, UK
BA (Hons), Sound Technology, Liverpool Institute for Performing Arts, UK
- Nationality:** British
- Languages:** English (native), French (intermediate)
- Achievements:**

Coordinated and led a large 14-doctor rota for a busy orthopaedic surgical department at the Royal Wolverhampton NHS Trust, working with HR and directorate staff to ensure safe staffing levels whilst maximising educational opportunities and minimising locum costs.

Developed, budgeted and ran a two-day national educational course for surgical doctors taking membership examinations for the Royal College of Surgeons, coordinating eight senior academic tutors in addition to teaching on the course, which continues to run each year. Feedback was excellent, with the course being rated 9.7/10 for usefulness and 9.9/10 for enjoyment.

Identified a routine task taking junior doctors an hour every night at the Royal Sussex County Hospital in Brighton, and worked with the hospital IT Department and senior medical management to develop an automated system, which released the doctor for direct patient care and enabled the day team to correctly identify patient locations.



Tim Price

[linkedin.com/in/timprice85](https://www.linkedin.com/in/timprice85)

- **Career History:** Principal Consultant, Environmental Resources Management Africa, Johannesburg, South Africa
Senior Consultant, Environmental Resources Management Global Risk, Johannesburg, South Africa
Consultant, Environmental Resources Management Africa, Johannesburg, South Africa
- **Education Highlights:** PhD, Chemical Engineering, University of Pretoria, South Africa
MEng, Chemical Engineering, University of Pretoria, South Africa
BEng, Chemical Engineering, University of Pretoria, South Africa
- **Nationality:** British, South African
- **Languages:** English (native), Afrikaans (intermediate)
- **Achievements:**

Awarded Business Unit top detail seller award for the 2019 financial year with sales of approximately US\$900,000. Sectors included oil and gas, mining, chemical, food and beverage, as well as manufacturing.

Initiated the integration of the Africa Business Unit Technical Risk team into the larger Operational Performance team. This enabled five consultants to contribute in more areas with their engineering skillset and broaden their experience as well as increase their value and billability by approximately 10%.

Achieved Technical Signatory status for the South African Major Hazard Installation (MHI) Regulations. This allowed oversight of the preparation of MHI simulations and reports as a representative of the National Department of Labour.



Kelly Quispe

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

- **Career History:** Economic Analyst, Ministry of Production, General Office of Impact Evaluation and Economic Studies (OGEIEE), Lima, Peru
Cost Analyst, Expert Transport S.A.C, Lima, Peru
Economic Analyst, Ministry of Production – Directorate of Economic Affairs, Evaluation and Territorial Competitiveness, Lima, Peru
- **Education Highlights:** MBA, Warwick Business School, UK
Degree in Economics, Pontificia Universidad Catolica del Peru, Peru
Bachelor of Social Sciences, Major in Economics, Pontificia Universidad Catolica del Peru, Peru
- **Nationality:** Peruvian
- **Languages:** Spanish (native), English (fluent)
- **Achievements:**

Led a team of 17 public servants, in the Office of Economic Studies of the Ministry of Production, to implement Performance Management Policy. Pioneered a communicative culture, challenging assignments and regular feedback, resulting in an 80% productivity increase.

Implemented the first Peruvian National Enterprise Survey (ENE), covering over 19,000 establishments to provide economic indicators that enabled the Government to fund projects to boost underperforming companies.

Managed a team of five to research and diagnose the key problems in the Peruvian wood sector and created the first Peruvian wood industry report. Developed strategies that Peruvian policy makers subsequently implemented, resulting in a sector increase of 5% economic growth.



Pushpam Raj

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

- **Career History:** Engagement Manager, Decision Analytics, EXL Service, Gurgaon, India
Project Manager, Decision Analytics, EXL Service, Gurgaon, India
Assistant Manager, Analytics, Encore Capital Group, Gurgaon, India
Team Lead, Analytics, Global Analytics, Chennai, India
- **Education Highlights:** MBA, Warwick Business School, UK
MSc, Mathematics and Scientific Computing, Indian Institute of Technology Kanpur, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

Led a team of five to develop a new application scorecard and probability of default model, enabling an asset reallocation of £5 billion across the SME and retail business banking portfolio.

Achieved annualised saving of US\$12 million by building a predictive model to enhance fraud detection rates and subsequently reduce fraud losses.

Generated additional US\$4 million profit through strategic development of new loan acquisition segments, implemented with appropriate loan safety reinforcement initiatives.



Ali Ammar Rizvi

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

- **Career History:** Senior Relationship Manager/Assistant Vice President, Corporate Banking, Meezan Bank Ltd, Pakistan
Associate, Corporate & Investment Banking, Meezan Bank Ltd, Pakistan
- **Education Highlights:** MBA, Warwick Business School, UK
BSc (Hons), Mathematics and Finance, City, University of London, UK
- **Nationality:** Pakistani
- **Languages:** Urdu (native), English (fluent)
- **Achievements:**

Managed US\$250 million portfolio, increasing lending book by 25% by on-boarding 20 top tier corporate clients, yielding US\$3 million operating income and US\$70 million balance sheet exposure.

Successfully initiated and executed syndicated and bilateral business loans with various corporate entities, including national government, multinationals and power and energy-based projects.

Achieved 50% improvement in reporting deliverables through team implementation of business re-engineering processes.



Ruchi Sankrit

linkedin.com/in/ruchisankrit

- **Career History:** Program Manager, Renewable Energy, SEWA Bharat, Delhi, India
Consultant, Program Development & Renewable Energy, SEWA Bharat, Delhi, India
Consultant, Fundraising, HomeNet South Asia Trust, Ahemdabad, India
- **Education Highlights:** MBA, Warwick Business School, UK
MA, Social Work, Tata Institute of Social Sciences, India
BA (Hons), History, University of Delhi, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**
Managed the energy access program, valued at £430,000, for low-income households in more than 300 regions in India, resulting in the creation of a women-led renewable energy enterprise.

Negotiated end-user financing from a leading nationalised bank for 4000 low-income households, the first such credit program by the regional bank. Awarded a £100,000 breakthrough innovation grant from US-AID led alliance in India to create clean energy enterprise.

Enhanced livelihood and businesses of more than 10,000 informally employed women in India through skill-training, financial inclusion, market linkages, and services.



Jacopo Serra

linkedin.com/in/jacopo-serra

- **Career History:** Financial Planning & Analyst, Duracell UK, London, UK
Group Financial Controller, Reflex & Allen Group, Guiglia (Modena), Italy
Senior Auditor, EY, Bologna, Italy
Staff Auditor, EY, Bologna, Italy
- **Education Highlights:** MBA, Warwick Business School, UK
Master's Degree, Corporate Management & Business Consulting, University of Modena & Reggio Emilia, Italy
Bachelor's Degree, Business Administration & Economics, University of Modena & Reggio Emilia, Italy
- **Nationality:** Italian
- **Languages:** Italian (native), English (fluent), Spanish (basic)
- **Achievements:**
Led the strategic digitisation of the Duracell management reporting to achieve better visibility and quality of analysis at customer level. Pioneered new business analytics tools and reduced the monthly reporting time by 30%.

Implemented a monthly process to identify potential marketing cost savings versus budget and forecast, resulting in £1.5 million new investments to accelerate the business.

Launched a key rationalisation programme in the Brazilian subsidiary, involving re-structure of industrial analytical ledger. This led to increased efficiency within work centres and overhead cost savings of £500,000.



Suyash Shahra

linkedin.com/in/suyash-shahra

- **Career History:** Project Manager, Avantee Mega Food Park Pvt Ltd, Indore, India
Assistant Head, Procurement and Sales, Ruchi Agri Fresh Pvt Ltd, Indore, India
Trader, Ruchi Global Ltd, Indore, India
- **Education Highlights:** MBA, Warwick Business School, UK
MSc, Manufacturing Systems Engineering and Management, Warwick Manufacturing Group (WMG), UK
BTech, Mechanical Engineering, Vellore Institute of Technology, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**
Successfully negotiated and executed contracts worth US\$10 million for development of Mega Food Park's project infrastructure (roads, buildings and utilities) and plant and machinery for grain processing.

Established a general trade distribution network for retailing of wheat flour and allied products through India's extensive channel of small brick-and-mortar stores, adding 28% to monthly sales.

Developed a new trading desk for glycerine, troubleshooting supply chain and finance issues, delivering profits worth US\$150,000 in a span of 10 months.



Suraj Shetty

linkedin.com/in/shettysuraj/

- **Career History:** VP, Products & Solutions, Cheers Interactive (I) Pvt Ltd, Mumbai, India
Project Manager, Tejora Pvt Ltd (formerly RTEngines Pvt Ltd), Mumbai, India
Software Engineer, Infosys Limited, Pune, India
Manager, Projects, Mallak Specialties Pvt Ltd, Mumbai, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Engineering, Computer Branch, University of Pune, India
- **Nationality:** Indian
- **Languages:** English (native), Tulu (native), Hindi (fluent), Marathi (intermediate), Gujarati (intermediate), French (basic)
- **Achievements:**
Managed the digital transformational planning and organisational change as part of the core leadership think tank team to foster a culture of innovation. Generated new revenue streams and improved business processes by approximately 500%.

Spearheaded product innovation in the areas of disruptive technologies, research & advisory, intellectual property management, and lead generation, enabling over US\$10 million in revenue annually.

Drove new technology adoption and automation which reduced IT infrastructure costs by US\$250,000 annually, improved marketing and sales outreach from 50 to more than 200 prospect meetings a month, and resulted in more than 20 new customer accounts.



Xinlin (Simon) Si

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

- **Career History:** Manager, International Business, State Power Investment Corporation, China
Manager, State Nuclear Power Technology Corporation, USA Office, USA
Project Manager, State Nuclear Power Technology Corporation, China
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Arts, English, Xi'an Jiaotong University, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent), French (intermediate), Japanese (intermediate)

■ **Achievements:**

As a project manager, successfully completed a Sino-US energy technology transfer and sub-license project, which enabled the company to achieve self-reliance and become a major player in the energy sector.

Completed a management information system project for the Nuclear Power Technology Corporation which significantly enhanced collaboration of project team members and increased productivity.

Researched and compiled market reports of advanced nuclear power, solar, wind and hydrogen energy in North America for executives and the strategy department to identify opportunities.



Tushar Singh

[linkedin.com/in/tusharsingh92](https://www.linkedin.com/in/tusharsingh92)

- **Career History:** Research Analyst, The Economist Group/FiscalNote, Gurgaon, India
Data Researcher II, S&P Global Ratings, Gurgaon, India
Research Associate, S&P Global Ratings, Gurgaon, India
- **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons), Economics, Amity University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent), French (intermediate)

■ **Achievements:**

Worked closely with State and Federal legislatures in the North American market for The Economist/ FiscalNote, resulting in new and unique fiscal data, which helped increase exposure and magazine sales by 50% across USA and Canada. The American market now represents over half of the subscription base.

Spearheaded a project at S&P to bring down hours spent by employees on manual projects from eight hours to three hours by automating certain parts of the backend S&P information portals. This helped increase efficiency and resulted in our team winning best Lean project for the month of March 2017 globally.

Set up a 10-member team at S&P, which worked on finding solutions to automate and retire outdated work processes. This resulted in the freeing up of hundreds of hours of employee input, effectively used in other areas from that point onwards. Recognised at the annual leadership summit for my personal contribution.



Akhauri Kushagra Sinha

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

- **Career History:** Associate, HSBC Global Banking and Markets, India
Software Analyst, IBM Labs, UK
Senior Engineer (Software development and management), Dell EMC,
Harman International, Pine-Labs, Nagarro, India
Associate Technology, Sapient Global Markets, India
- **Education Highlights:** MBA, Warwick Business School, UK
BTech, Indian Institute of Technology (BHU), India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (native)

■ **Achievements:**

Modelled and developed the Bond forward curve market introspection feeds at HSBC. This proved beneficial for the traders and significantly improved the accuracy of market sensitivity data of the financial instrument by nearly 3%.

Delivered two major acquisitions for IBM Labs. Analysed the technical infrastructure and business models of the target organisations leading to the successful acquisition of both organisations for a sum of approximately US\$150 million.

Strengthened the client relationships at Sapient Global markets to build credibility and client loyalty. This resulted in four additional projects at higher rates and improved revenues by around 15%.



Raghav Srivastava

[linkedin.com/in/raghavsrivastava90](https://www.linkedin.com/in/raghavsrivastava90)

- **Career History:** Senior Research Associate, S&P Global Market Intelligence, Gurgaon, India
Co-founder, TAABIIR, New Delhi, India
Artist Relations Manager, Sofar Sounds Delhi NCR, New Delhi, India
Co-founder/Tastemaker, The Melomaniac Society, New Delhi, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Financial and Investment Analysis, Shaheed Sukhdev College of Business Studies, Delhi University, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (native)

■ **Achievements:**

Executed and managed several initiatives to enhance the quality of data across products that resulted in a US\$1.45 million increase in revenue. Devised and implemented functional mechanisms that increased operational efficiency by 16% and also helped align multiple vendor feeds with Standard & Poors' integrated data service.

Co-founded TAABIIR, an independent record label and artist management agency specialising in talent management and music business strategy. Released more than 10 EPs and albums internationally, achieving over 2.75 million plays across major streaming platforms.

Spearheaded the creative direction and programming at Sofar Sounds Delhi, booking more than 95 unique artists across a vast spectrum of genres. Expanded outreach which increased the number of applicants per show from 200 to more than 1,200. Nominated to the Sofar Sounds Global Review Team to help new cities across the globe assess potential performers.



James Stephen

[linkedin.com/in/james127](https://www.linkedin.com/in/james127)

- **Career History:** Regional Sales Manager, Vyaire Medical Inc (formerly Carefusion), India
Assistant District Manager, Johnson & Johnson Medical India, India
Sales Executive, Fisher & Paykel Healthcare, India
- **Education Highlights:** MBA, Warwick Business School, UK
BTech, Electronics & Communication Engineering with a Biomedical Specialisation, Mahatma Gandhi University, India
- **Nationality:** Indian
- **Languages:** English (native), Malayalam (native), Hindi (fluent), Punjabi (basic)
- **Achievements:**

Led the launch of the direct business model for tender bidding, liaising with global stakeholders to create a huge presence in the imported ventilator market. Drove the business from US\$790,000 to US\$3.1 million in five years, which catapulted Carefusion’s growth into the premium segment, with CAGR of more than 31% for the region.

Established the India country liaison office and executed the India Go to Market strategy for Carefusion. Increased India market share from around 4% to around 14% for imported ICU Ventilator to US\$6 million.

Won various awards at Johnson & Johnson including Asia Pac awards for growth, and super sales awards for J&J’s ASP division. Effectively managed distributors and sales team, resulting in triple digit growth to US\$550,000.



Clara Storti

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

- **Career History:** Portfolio Assistant Manager, Negma Group, Dubai, UAE
Human Resources Coordinator, Ibis and Novotel World Trade Centre and Ibis One Central, Dubai, UAE
- **Education Highlights:** MBA, Warwick Business School, UK
Master in Business Law (LL.M), Aix-Marseille University, France
Bachelor degree in Business Law (LL.B), Aix-Marseille University, France
- **Nationality:** French
- **Languages:** French (native), English (fluent), Turkish (intermediate)
- **Achievements:**

Proactively participated with top management in the negotiation of debt financing agreements for distressed companies. Drafted contractual documents such as non-disclosure agreements, term sheets and letters of intent, conducted due diligence review and basic analysis of targeted companies’ financial health and wealth, which led to a total of €45 million worth of investments.

Successfully managed the crypto currency portfolio of the company, with assets of €2 million. Participated in the negotiations of Initial Coin Offering contracts and traded crypto money on multiple crypto currency exchanges.

Assisted and supervised the restructure of Negma Group by targeting potential new clients via cold calls and biotech-med tech conferences, while maintaining the relationship with existing customers. Thus, Negma secured the transfer of its previous client portfolio into the newly created structure without any loss and five significant new clients were acquired within the first four months after the spin-off.



Atif Habib Syed

[linkedin.com/in/atifhabib81](https://www.linkedin.com/in/atifhabib81)

- **Career History:** Manager, Sales & Marketing, NEC Corporation, Islamabad, Pakistan
Assistant Manager, Global Corporate Sales, NEC Corporation, Tokyo, Japan
Senior Solutions Engineer, Pre-Sales, NEC Corporation, Islamabad, Pakistan
- **Education Highlights:** MBA, Warwick Business School, UK
Certified Business Analysis Professional (CBAP), IIBA, Canada
Project Management Professional (PMP), PMI, USA
BEng (Hons), Electronic and Communication Engineering, University of Bath, UK
- **Nationality:** Pakistani
- **Languages:** Urdu (native), English (fluent), Japanese (intermediate)
- **Achievements:**

As an account manager for NEC Corporation, created, managed and expanded the account of Telenor Pakistan (second largest telecom operator in Pakistan). During the six-year tenure, sales amounted to US\$200 million, over-achieving sales targets each fiscal year.

Led a multicultural team of 11 from four nationalities, to persuade Asian Development Bank to initiate the Smart Energy programme in Pakistan. As a result, a US\$500 million Automated Metering Infrastructure investment programme was approved, aiming to improve energy provision to five million people.

Successfully established a market for an innovative energy restoration system in Pakistan which resulted in 35% CapEx and OpEx savings per year for the two largest telecom operators in Pakistan, PTCL and Telenor Pakistan.



Yao Tao

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

- **Career History:** Senior Manager, Investment Bank Division, Ping An Securities Co. Ltd, Shanghai, China
Associate, Auditing Division, Mazars Accounting Firm, Shanghai, China
Senior Auditor, BDO China Shu Lun Pan CPAs, Hangzhou, China
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Management, Accounting (CPA), Zhongnan University of Economics and Law, China
- **Nationality:** Chinese
- **Languages:** Mandarin (native), English (intermediate)
- **Achievements:**

Led an overseas M&A project of a state-owned listed company, contributing to the enrichment of its products and a subsequent stock price rise of around 8%.

Facilitated the implementation of an IPO project of a third-party payment industry company. Collaborated with several parties to finalise the key statements of this project and accelerated its listing process.

Helped a client company to list on the OTC market after clearly assessing its eligibility and risk; this resulted in improved company reputation and boosted its sales by around 33%.



David Tarigan

linkedin.com/in/davidtarigan

- **Career History:** Senior Manager, PT Bank Mandiri (Persero) Tbk, Indonesia
Manager, PT Bank Mandiri (Persero) Tbk, Indonesia
Research Assistant, State Ministry For Research and Technology, Indonesia
- **Education Highlights:** MBA, Warwick Business School, UK
BSc (Hons), Biochemistry, Bogor Agricultural University, Indonesia
- **Nationality:** Indonesian
- **Languages:** Indonesian (native), English (fluent)
- **Achievements:**

Managed a team of 20 including customer service representatives and managers, to generate 105% of the 2017 funding target.

Acquired five new customers each month and maintained relationships with existing customers, which increased total funding by 46% from 2014 to 2016 in Tangerang Duta Garden Branch.

Managed third party funding of over US\$10 million and approximately US\$15 million in various-segmented loans, which exceeded the bank’s profit target by 10%.



Colin Tebbett

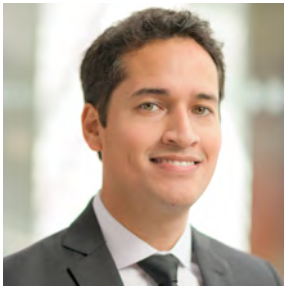
linkedin.com/in/colinteb

- **Career History:** Director, Aperture Eight Ltd, Royal Leamington Spa, UK
Senior Portfolio Manager, Palm Hills Developments SAE, Cairo, Egypt
Business Development Manager, DIVERT Technologies GmbH, Ingelheim am Rhein, Germany
- **Education Highlights:** MBA, Warwick Business School, UK
- **Nationality:** British
- **Languages:** English (native), Arabic (intermediate), German (intermediate)
- **Achievements:**

Developed deal terms for two key projects through 2018/19 that more than doubled a real estate developer’s land bank and added US\$1.3 billion to the company’s net asset value.

Led the team revamping the reporting and decision-making structures of over 14 real estate projects. The team was subsequently awarded full P&L accountability, after which the company achieved 12% growth in revenue and 21% in EBITDA.

Directed a tech start-up through Series B financing with mixed private equity, venture capital and KfW (German state-owned development bank) investment, to a total value of €1 million.



Ronny Salazar Thieroldt

linkedin.com/in/ronny-salazar-thieroldt/

- **Career History:** Principal Banking Supervisor, Superintendency of Banking, Insurance and Private Pension Funds (SBS), Peru
Banking Analyst, Superintendency of Banking, Insurance and Private Pension Funds (SBS), Peru
Market Conduct Supervisor, Superintendency of Banking, Insurance and Private Pension Funds (SBS), Peru
- **Education Highlights:** MBA, Warwick Business School, UK
Master of Economics, Pontificia Universidad Católica del Perú, Peru
Industrial Engineering Degree, Pontificia Universidad Católica del Perú, Peru
Bachelor of Science, Pontificia Universidad Católica del Perú, Peru
- **Nationality:** Peruvian
- **Languages:** Spanish (native), English (fluent)
- **Achievements:**

Led a team of five financial supervisors in charge of the permanent monitoring of one of Peru’s largest banks (assets to Peruvian GDP: 12%), supervising the bank’s risk management system, both extra-situ and in-situ, corporate governance and financial statements.

Managed a web platform allowing more than 50,000 users each month to compare fees of financial products. Implemented new comparison schemes resulting in a 20% visitor increase to the website.

Cofounded a non-profit organisation with a mission to inform college students about capital markets. Reached more than 400 students and devised a platform which allowed students to simulate managing a portfolio in the Peruvian Stock Market.



Kim Chi Tran

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- **Career History:** Social Business Analyst, Capgemini, Ho Chi Minh, Vietnam
Senior Consultant, Hebronstar Strategy Consultant, Ho Chi Minh, Vietnam
Associate Consultant, Hebronstar Strategy Consultant, Ho Chi Minh, Vietnam
In Country Analyst, Euromonitor International, Ho Chi Minh, Vietnam
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor in Economics, Foreign Trade University, Vietnam
- **Nationality:** Vietnamese
- **Languages:** Vietnamese (native), English (fluent)
- **Achievements:**

Investigated new home care business opportunities for a leading FMCG player, integrating consumer insights into product launches and campaigns to help the brand become regarded as more innovative in Vietnam.

Formulated successful market entry strategies to the Vietnamese market for 45 Korean enterprises, achieving best employee performance evaluations in 2016, 2017 and 2018.

At Euromonitor, conducted more than 200 trade interviews with industry experts to deliver in-depth insights in niche markets, helping more than 15 foreign investors penetrate sufficient investments in Vietnam.



Abybah Traoré

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- **Career History:** Lead Engineer/Cell Manager, Drilling & Measurements – Operations, Schlumberger Oilfield Ltd, Abidjan, Côte d’Ivoire
Field Engineer/Cell Manager, Drilling & Measurements – Operations, Schlumberger Oilfield Ltd, Abidjan, Côte d’Ivoire
Field Engineer Trainee, Drilling & Measurements – Operations, Schlumberger Oilfield Ltd, Takoradi, Ghana
- **Education Highlights:** MBA, Warwick Business School, UK
Design Engineering Diploma, Energy, Institut National Polytechnique Félix Houphouët-Boigny, Côte d’Ivoire
Preparatory Classes for Engineering schools, Institut National Polytechnique Félix Houphouët-Boigny, Côte d’Ivoire
- **Nationality:** Ivorian
- **Languages:** French (native), Senufo (native), English (fluent)
- **Achievements:**

Recommended and set up an optimised local centre for post drilling deliverables printing, which decreased the costs by 20% and reduced turnaround time by one third.

Led multicultural teams of four to six engineers to execute offshore deep-water projects in Sub-Saharan Africa for major E&P companies, resulting in US\$1 million monthly average revenue with excellent customer satisfaction reports.

Participated in the setup and roll-out of a standardised work process, using the Lean DMAIC method. Resulted in improved quality control and archiving of customers’ data, with a score increase of 7%. Generated increased revenue of US\$1 million over one year from new services provided.



Adit Suketu Trivedi

linkedin.com/in/aditstrivedi

- **Career History:** Manager, Occupier Solutions, Knight Frank, Mumbai, India
Assistant Manager, Occupier Solutions, Knight Frank, Mumbai, India
Intern, Capital Markets, Knight Frank, Mumbai, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Commerce, Financial Markets, H.R. College of Commerce and Economics, Mumbai, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (native), Gujarati (fluent)
- **Achievements:**

Negotiated a 19% below-market rental price for a premium-rental office space on behalf of a global fashion school to establish its Mumbai campus.

Successfully won a competitive pitch to expand the Mumbai office space portfolio and achieve rent reduction for a global insurance group.

Achieved 50% reduction in the head rental for a stock exchange in Mumbai, whilst negotiating additional space to satisfy expansion need, alongside 18% cost saving on total rental outflow.



Olga Usacheva

linkedin.com/in/olgausacheva

- **Career History:** Talent Business Partner, Audit & Assurance, Deloitte CIS, Russia
Learning & Development Leader, Audit, Deloitte CIS, Russia
Learning & Development Specialist, Audit, Deloitte CIS, Russia
- **Education Highlights:** MBA, Warwick Business School, UK
SPHRi Certificate, HRCI, Russia
Specialist (Hons), Public Relations, People’s Friendship University, Russia
- **Nationality:** Russian
- **Languages:** Russian (native), English (fluent), French (basic)
- **Achievements:**

Implemented a new technology based performance management system in a number of offices. This improved efficiency, leading to a decrease of 5,000 hours spent on annual goal setting and performance assessment.

Adapted an existing software tool to meet the evolving business needs of talent management including recruitment, on-boarding and performance management. This resulted in more than £300,000 in annual savings from administrating those activities.

Led transformation of talent policies and practices and managed their implementation across various offices leading to 5% decrease in annual staff turnover.



Nivedita Vaidya

linkedin.com/in/niveditavaidya

- **Career History:** Mechanical Engineer, Bechtel Corporation, Gurgaon, India
Business Analyst, Wipro EcoEnergy, Minneapolis, USA
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Nuclear, Plasma and Radiological Engineering, University of Illinois at Urbana Champaign, USA
International Baccalaureate, Indus International School, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (fluent), French (basic)
- **Achievements:**

Successfully designed and optimised multiple complex engineering systems worth up to US\$800,000 for several US natural gas power plants, eliminating re-work costs at construction sites.

Launched the Delhi chapter of the Society of Women Engineers, managed digital campaigns to promote the April 2019 conference in Bangalore and organised STEM events with corporate partners to encourage diversity.

Advised and assisted a large US based retail client to achieve a record reduction of 33% in energy consumption, qualifying them to win the U.S Department of Energy’s ‘Better Buildings Challenge’ in 2014.



Pedro Pablo Valdebenito Petersen

linkedin.com/in/pedro-valpet

- **Career History:** Key Account Manager, Mondelez International, Santiago, Chile
Commercial Director, Brandfit, Santiago, Chile
Key Account Manager, CMPC Tissue, Santiago, Chile
Sales Engineer, CMPC Tissue, Santiago, Chile
- **Education Highlights:** MBA, Warwick Business School, UK
Industrial Engineer, Professional Degree, Cum Laude, Universidad del Desarrollo, Chile
Bachelor of Science, Universidad del Desarrollo, Chile
- **Nationality:** Chilean
- **Languages:** Spanish (native), English (fluent)
- **Achievements:**

Defined and implemented the commercial strategy for every brand/product of Mondelez in Walmart stores (the largest supermarket chain in Chile with +45% market share). This strategy led Oreo biscuits to grow over 40% in revenue year to date and increased Oreo’s market share from 7% to 10%.

Managed the stock of every Mondelez product in 380 Walmart stores in Chile achieving both commercial and logistics targets. Improved in-stock availability to 97%, and increased fill rate by 12%, ensuring a better relationship with the key account and enhanced in-store product availability.

Led the commercial team of seven sales executives and commercial analysts at Brandfit. Managed commercial relations and new business projects with large retail brands including Agrosuper, Pernod Ricard and ABInBev. This resulted in a 225% increase in revenue within Brandfit’s second year of operation, achieving a profit margin target of 25%.



Aditya Vikram

linkedin.com/in/aditya-vikram

- **Career History:** Head of Operations & Strategy, Barsys India Pvt Ltd, India
Co-founder, Plush Store, India
Business Development Executive, Vulcantronics, India
- **Education Highlights:** MBA, Warwick Business School, UK
BEng, Mechatronics Engineering, Manipal Institute of Technology, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

Established and led the supply chain for Barsys, an automated cocktail maker within the special economic zone, saving over US\$100,000 in operational costs and import duties.

Identified strategic partners in over six countries including the UK, Switzerland and USA, to set up a distribution and service network and achieve expansion into six new markets within a year.

Built a cross-functional supply chain and production team from five to 18 within nine months by personally hiring and conducting training at work, saving the company US\$90,000 in hiring costs.



Julian Villalta

linkedin.com/in/julianvillalta

- **Career History:** IT Project Manager, Equifax, Heredia, Costa Rica
ESB/Fusion Middleware Developer/Admin, Equifax, Heredia, Costa Rica
Technical Team Leader, SOIN, San Jose, Costa Rica
Software Developer, SOIN, San Jose, Costa Rica
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Management Information Systems, Florida State University, USA
- **Nationality:** Costa Rican, American
- **Languages:** English (native), Spanish (native)
- **Achievements:**

Responsible for implementing, updating and supervising the order to cash business process for a telecommunication client. This process received and processed approximately 250,000 monthly orders through this integration.

Spearheaded the middleware integration for Local Number Portability in Costa Rica for the country’s largest mobile telecommunications provider. Completed project in half the industry standard time using Agile methodologies and not exceeding budget limitations.

Designed and developed Costa Rica’s country-wide online Company Registration and Activation Platform, lowering execution time from 77 to 24 days to register and activate a company.



Miguel Vitoria

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- **Career History:** Clinical Transfer Coordinator, Healthcare at Home, Portsmouth, UK
Charge Nurse, Portsmouth Hospitals NHS Trust, Portsmouth, UK
Patient Flow Coordinator, Portsmouth Hospitals NHS Trust, Portsmouth, UK
Registered Nurse, Portsmouth Hospitals NHS Trust, Portsmouth, UK
- **Education Highlights:** MBA, Warwick Business School, UK
Assessment and Learning in Practice Settings, University of Southampton, UK
Licentiate in Nursing, Nursing Lisbon School, Portugal
- **Nationality:** Portuguese
- **Languages:** Portuguese (native), English (fluent), Spanish (intermediate)
- **Achievements:**

Eased the capacity challenges of one of the largest acute hospital trusts in the country, maintained 100% occupancy in the virtual ward and increased bed capacity by 3.5% at Portsmouth Hospital NHS Trust.

Coordinated with key hospital stakeholders to improve the effectiveness of the transfer of patients to the Home Virtual Ward, which resulted in a 50% increase in patients transferred from medical departments including renal and older person’s medicine.

Part of the team of clinical transfer co-ordinators that implemented health care guidelines used by medical professionals to provide exceptional continuation of clinical care and high safety standards. 96% of patients surveyed would recommend our nursing services.



Lei Wan

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- **Career History:** HR Specialist, FedEx Express, Beijing, China
HR Specialist-Associate, FedEx Express, Beijing, China
Government Affairs Assistant, China Literature and History Press, Beijing, China
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Industrial Design, Beijing University of Technology, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent)
- **Achievements:**

Successfully led Merit Pay project team for 10,000 permanent staff, winning the FedEx award for leadership expertise.

Planned and implemented successful post acquisition transfer from TNT to FedEx of more than 1,000 employees across 10 cities in Northern China.

Organised opening and closing ceremonies and national panel discussions with political advisors whilst seconded to the Chinese People's Political Consultative Conference (CPPCC).



Hui Wang

[linkedin.com/in/hui-wang712](https://www.linkedin.com/in/hui-wang712)

- **Career History:** Senior Customer Service Manager, New Oriental School, New Oriental Education and Technology Group, China
Subject Leader, Chemistry of Monash University Foundation Year, New Oriental School, New Oriental Education and Technology Group, Beijing, China
Manager, Elite Programme, New Oriental School, New Oriental Education and Technology Group, Beijing, China
Customer Service Executive, Elite Programme, New Oriental School, New Oriental Education and Technology Group, Beijing, China
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Engineering, Polymer Material and Engineering, East China University of Science & Technology (ECUST), China
Bachelor of Arts (Minor), English, East China University of Science & Technology (ECUST), China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent)
- **Achievements:**

Developed the follow-up service team with on line quality control management system. The number of trainees in service increased from 300 to over 1,000, resulting in turnover of US\$25 million.

Organised the syllabus and teaching progress training of Chemistry in the Monash University Foundation Year Program. Ensured all 20 candidates met the requirements with one of them achieving No.1 rank across the world.

Expanded the Elite Programme team from five employees to 18 and increased the annual turnover from US\$1.5 million to US\$3 million. Won the award for 'Outstanding Employee of the Year' in New Oriental Education and Technology Group in China.



Yourong Wen

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- **Career History:** Founder and General Manager, Shanghai Yunrong Trading Co Ltd, Shanghai, China
International Trading Sales Manager, USmoon Co Ltd, Shanghai, China
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Engineering, Marine Science and Technology, Shanghai Ocean University, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent)
- **Achievements:**

Developed the company from two employees to 20 employees, with income increasing from £20,000 to £800,000 in 2018.

Built long-term relationships with several factories, enhancing the stable supplier chain, resulting in a more efficient manufacturing process and an increase in revenue of 30%.

Led the team expanding the business worldwide with five international brands invented in five fields. The products were exported to more than 200 counties in the world. Developed numerous return customers.



Juan Pablo Zeballos

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- **Career History:** CEO, Founder and Business Development Manager, Seven Robotics, Lima, Peru
Operations Engineer, Manufacturing and Supply Operations, Alicorp, Lima, Peru
Production Engineer, Manufacturing Operations, Alicorp, Lima, Peru
Maintenance Engineer, Mineral Processing Plant, Antamina, Ancash, Peru
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Electronic Engineering, Pontificia Universidad Católica del Perú, Peru
- **Nationality:** Peruvian, Polish
- **Languages:** Spanish (native), English (fluent)
- **Achievements:**

Designed and implemented finished product stock strategy, accruing savings of US\$150,000 per annum, and developed a plan for labour optimisation, reducing overtime by 50% and accruing further savings of US\$40,000 annually.

Achieved annual savings of US\$450,000 in waste reduction by optimising industrial asset usage and creating new production culture.

Improved plant equipment efficiency to 85% by reducing downtime losses, identifying repetitive failures in critical equipment and improving waste control processes.



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