

The logo for Warwick Business School, featuring the lowercase letters 'wbs' in white on a blue square background.

wbs

WARWICK BUSINESS SCHOOL  
THE UNIVERSITY OF WARWICK

# Full-time MBA Talent Book 2021

For the Change Makers



# Full-time MBA

## For the Global Citizens

Warwick Business School's vision is to be Europe's leading University-based business school, developing transformational ideas and people that shape how we do business. We challenge and motivate all of our students to unlock their full potential and achieve their ambitions.

### Our MBA students

Warwick MBA students come to study with us from all over the world and are shaped by our CORE values: Curiosity, Openness, Restlessness, and Excellence. With our challenging and innovative learning culture, world-class teaching, practical skill development, and personalised careers support, our students are prepared for success in their future careers.

Our students learn from 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.

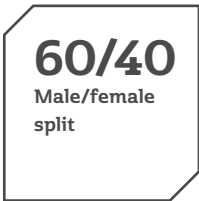
Our transformative research seeks to lead debate and create impact and this underpins our teaching, helping to develop inquisitive and entrepreneurial minds that will make a positive contribution to your organisation.

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. 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.

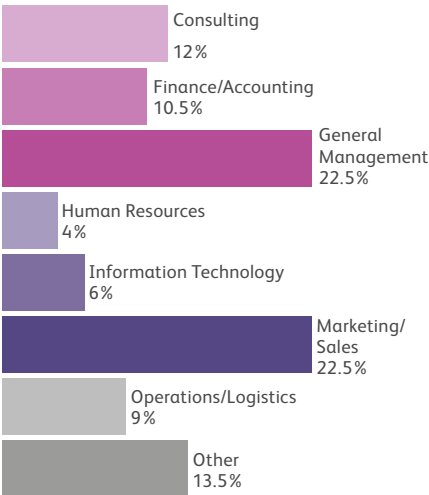


# Class profile 2020-21

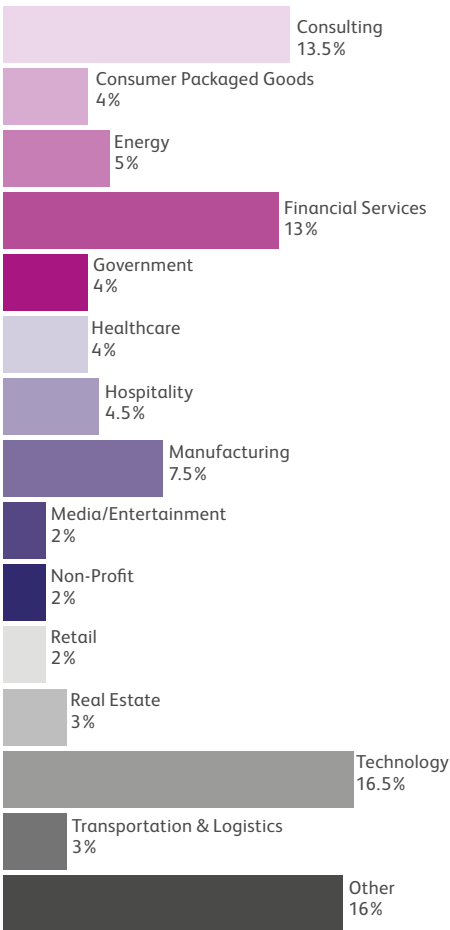
We carefully select each cohort to ensure diversity in terms of gender, country of origin, work experience and industry sector.



## 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.

## Group projects

Through our LeadershipPlus module, a team of six to eight students will work with you for a three-month period 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.

## Employer treks

Site visits, either virtually or in person, 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.

## Recruitment presentations

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 bespoke events throughout the year and are happy to work around your recruitment plans and deadlines.

## 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:

**W** [wbs.ac.uk/go/recruitment](https://wbs.ac.uk/go/recruitment)  
**T** +44 (0)24 7657 4862  
**E** [business@wbs.ac.uk](mailto:business@wbs.ac.uk)





# Esther Adjei-Baah

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

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## ■ Career history:

Junior Talent Recruiter - Europe, Middle East, and Africa (EMEA), Bank of America, UK

Business Development and Marketing Analyst, Shaaba Group Ltd, Ghana

Global Human Resources Summer Analyst, Bank of America Merrill Lynch, UK

Finance and Commercial Analyst, Kosmos Energy, Ghana

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## ■ Education highlights:

MBA, Warwick Business School, UK

BSc, Business Administration, Ashesi University, Ghana

Translation Summer Course, University of Exeter, UK

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## ■ Nationality:

Ghanaian

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## ■ Languages:

English (native)

Twi (native)

French (basic)

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## ■ Career achievements:

Executed roadshows in Nigeria and Ghana, managed vendor relationships, and liaised with university careers services to promote events, which attracted over 1,500 attendees and 2,000 programme applications. Resulted in 37 African students being hired into Bank of America's New York, London, Chester, Dublin, and Paris offices.

Designed and ran in-person and virtual assessment centres across Europe and Africa. Hired 73 candidates and managed the firm's first virtual internship programme, with a 100% offer rate for my cohort at the end of the programme.

Led a team of seven in analysing petroleum agreements, articles and financial documents, to prepare and deliver sector insights presentations to the management team. Successfully coordinated roadshows across universities, educating over 500 students on the oil and gas industry.

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# Joseph Agbaji

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

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## ■ Career history:

Co-Founder and CEO, Relieved Security Services Ltd, Nigeria

Co-Founder and Lead Engineering Consultant, Energentia Engineering and Consulting Services Ltd, Nigeria

Senior Reservoir Management Engineer, ExxonMobil, Nigeria

Bank Officer, Diamond Bank Plc, Nigeria

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## ■ Education highlights:

MBA, Warwick Business School, UK

PhD, Natural Resources and Environmental Management, University of Port Harcourt, Nigeria

MSc, Petroleum Engineering, Heriot-Watt University, UK

BEng, Chemical Engineering, Federal University of Technology, Nigeria

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## ■ Nationality:

Nigerian

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## ■ Languages:

Idoma (native)

English (fluent)

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## ■ Career achievements:

Coordinated and co-designed the start-ups of two business, raising initial capital, developing the business model and making strategic adjustments. Achieved 85% growth plan of customer base and the successful subsurface technical evaluation of a US\$750 million oil and gas asset divestment.

Improved oil and gas production by recommending an optimised integrated drilling-production schedule plan for a US\$1.2 billion drilling campaign. Led to output of over 200% of base production and received letter of recommendation for exceeding all-time peak production in 40 years of asset production life.

Reduced production downtime and improved production output by initiating and executing the first ever self-gas lifted oil production well. Managed the implementation across other production assets, leading to 30% incremental base volume production and revenue in upstream ExxonMobil Nigerian business.

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# Maxwell Damilola Akerele

[linkedin.com/in/maxwell-damilola-akerele](https://www.linkedin.com/in/maxwell-damilola-akerele)

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## ■ Career history:

Project Controller - West Hub Development Projects, Eni Angola SpA (Seconded from Eni International UK), Angola

Lead Cost Controller - EHRA North Phase 2 Project, One Subsea Ltd (a Schlumberger Company), Nigeria

Lead Cost Controller - Drilling & Completions Usan OML 138 Development Project, Total Upstream and Production Nigeria Ltd, Nigeria

Budget & Control Analyst, Saipem Contracting Nigeria Ltd, Nigeria

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## ■ Education highlights:

MBA, Warwick Business School, UK

MSc, Logistics & Supply Chain Management, Cranfield School of Management, UK

Advanced Diploma, Maintenance & Reliability Management, North Carolina State University, USA

BSc, Accounting, Rivers State University of Science & Technology, Nigeria

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## ■ Nationality:

Nigerian

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## ■ Languages:

Yoruba (native)

English (fluent)

Portuguese (basic)

Italian (basic)

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## ■ Career achievements:

Led a multi-disciplinary, cross-continental team of eight project control professionals to support the delivery of the Eni Angola US\$8 billion oil and gas, five-year development project. Project was delivered on schedule and under budget.

Improved the purchase-to-pay (P2P) process for Usan D&C project, through meetings between stakeholders and facilitating vendor feedback. Led to a 50% reduction in overall P2P workflow cycle processing time and 30% savings in processing costs.

Coached five local colleagues in Eni Angola SpA which led to their promotion and development, and enabled the company to meet its local development commitments whilst reducing HR costs by 20%.

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# Simon Åkerlund

[linkedin.com/in/simon-akerlund](https://www.linkedin.com/in/simon-akerlund)

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## ■ Career history:

Relationship Manager - Large Corporates, Svenska Handelsbanken, Sweden

Corporate Banking Manager - Small and Medium-sized Enterprises, Svenska Handelsbanken, Sweden

Account Manager - Individuals and Small Corporates, Svenska Handelsbanken, Sweden

Trainee, Svenska Handelsbanken, Sweden

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## ■ Education highlights:

MBA, Warwick Business School, UK

Licensed Financial Advisor, SwedSec, Sweden

MSc, Business and Economics, Linköping University, Sweden

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## ■ Nationality:

Swedish

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## ■ Languages:

Swedish (native)

English (fluent)

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## ■ Career achievements:

Managed a portfolio of large corporate clients within construction, real estate and finance. Led client teams, made credit analyses and negotiated terms, growing the combined outstanding credit portfolio by 45% to more than £1 billion in less than one and a half years.

Coordinated, negotiated and managed the relationship with one of Sweden's largest and most influential investment companies, signing three financing deals of combined value of more than £300 million and two NGA Cash Pools, resulting in an increased revenue of circa 400%.

Engaged one of the bank's largest branches in selling occupational pension contracts by providing training and designing a challenge to stimulate product knowledge, awareness and motivation amongst colleagues. Resulted in 91% higher premiums and 400% more contracts signed compared to the previous year.

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# Ekpes Akpanudoh

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

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## ■ Career history:

Project Engineer, Associated Engineering, Canada  
Water and Wastewater Engineer, Integrated Sustainability Consultants, Canada  
Programme Engineer, Severn Trent Plc, UK  
Water and Wastewater Engineer, Arup, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
MEng (Hons), Chemical Engineering with Industrial Experience, University of Birmingham, UK

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## ■ Nationality:

Canadian  
Nigerian

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## ■ Languages:

English (native)  
Anaang (native)  
French (basic)  
Yoruba (basic)

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## ■ Career achievements:

Performed the economic, operational and technical feasibility study for wastewater treatment options for three neighbouring towns. Analysed data to derive insights and identify risk and opportunities, developing a strategic solution that achieved a capital cost savings of 56%.

Developed a design solution, allowing for an increase in water needed to increase oil supply to meet business demand. Resulted in the ability to increase fracking operation from four to 12 months per year to meet increased business demand.

Managed the development of a catalogue of case studies titled "Managing Water Use in Scarcity Environment". The publication covered 72 types of intervention for water use efficiency from 12 countries and was showcased at the Stock World Water Week 2013.

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# Boluwatife Amure

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

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## ■ Career history:

Assistant Operations Manager, Access Bank Plc, Nigeria  
Human Resources Personnel, Pinefield, Nigeria

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Associate, Chartered Institute of Bankers (ACIB), Nigeria  
Bachelor of Science, Psychology, Redeemers University, Nigeria

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## ■ Nationality:

Nigerian

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## ■ Languages:

English (native)  
Yoruba (fluent)  
French (fluent)  
Mandarin (basic)

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## ■ Career achievements:

Deployed a cost effective recruitment and employee compensation framework, which reduced employee attrition by 70%.

Developed a marketing and sales campaign, which led to a 120% increase in customer acquisition compared to previous years.

Identified a time effective method for analysis and reconciliation of automated teller machine journals.

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# Samuel Agyin Ansah

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

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## ■ Career history:

CEO, La Vita Ghana Ltd, Ghana

CEO, SpeedPrints Ghana Ltd, Ghana

Member of The Management Board, Ghana Football Association (Male U15 Team), Ghana

Co-Owner/CEO, YoungWise Football Club, Ghana

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Science, Logistics and Supply Chain Management, Pentecost University, Ghana

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## ■ Nationality:

Ghanaian

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## ■ Languages:

English (native)

Fanti (fluent)

Italian (intermediate)

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## ■ Career achievements:

Proposed a freight loading pattern to multinational companies, Kasapereko Company Ltd and Voltic Ghana Ltd, in a role of third-party logistics partner, that saved over US\$1 million after successful implementation.

Launched an innovative brand awareness campaign for SpeedPrints Ghana Ltd, reached target audience of 10,000 by collaborating with vendors in a local grocery market complex which resulted in a saving of US\$180,000.

As the Chief Executive Officer, implemented strategic business processes that have seen SpeedPrints Ghana Ltd become a leader in the printing industry within a period of five years.

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# Kwame Antwi

[linkedin.com/in/kwame-antwi](https://www.linkedin.com/in/kwame-antwi)

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## ■ Career history:

Business Strategy Associate, CT Strategies Consulting, USA  
Investment Banking Analyst, Cambridge Associates, USA  
Equity Analyst Intern, T Rowe Price, USA

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BSc, Investment Finance, Salisbury University, USA

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## ■ Nationality:

American  
Ghanaian

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## ■ Languages:

English (native)

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## ■ Career achievements:

Designed a strategic four-phase border surveillance and security for 12 ports in the Kingdom of Saudi Arabia and implemented US Customs and Protection procedures. Resulted in a reduction in smuggling and US\$12.7 million in potential savings for the Saudi customs agency.

Expanded the firm's business development initiative in 2019 by creating a consolidated pipeline that targeted opportunities in the supply chain industry. This led to deals with three retainer clients who contribute to 37% of the firm's annual revenue.

Led a team of investment analysts to onboard a private family structured portfolio by asset allocation, worth US\$275 million. We successfully benchmarked the portfolio and produced a pitch book detailing positive revenue and margin growth for all funds invested.

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# Awotunde Awoyokun

[linkedin.com/in/awoyokun-awotunde-moyosola](https://www.linkedin.com/in/awoyokun-awotunde-moyosola)

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## ■ Career history:

Regional Manager, Health Partners Ltd, Nigeria  
Manager - Provider & Client Services, Avon Healthcare Ltd, Nigeria  
Care Coordinator, Hygeia HMO Ltd, Nigeria  
Co-Founder, Food-i-like.com, Nigeria

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## ■ Education highlights:

MBA, Warwick Business School, UK  
MBChB, Obafemi Awolowo University, Nigeria

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## ■ Nationality:

Nigerian

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## ■ Languages:

Yoruba (native)  
English (fluent)

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## ■ Career achievements:

Negotiated and closed a deal worth US\$6 million with a health agency to manage health policies for local government area.

As the Regional Manager, led the re-structuring of the regional office, which led to improved operational efficiency in all units and a 300% increase in sales and retention revenue.

Designed and implemented value-based case management, which led to a 3.5% reduction in Medical Loss Ratio across the region.

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# Akshay Bansal

[linkedin.com/in/akshaybansal220](https://www.linkedin.com/in/akshaybansal220)

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## ■ Career history:

Founder and Chief Operations Officer, Camelia Beverages Private Ltd, India

Manager - Senior Innovation Specialist, Invest India, India

Founder and CEO, Reina Industries Private Ltd, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

Certified Financial Planner (CFP), George Brown College, Canada

Bachelor of Science, Information Science and Technology, Pennsylvania State University, USA

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## ■ Nationality:

Indian

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## ■ Languages:

Hindi (native)

English (fluent)

French (basic)

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## ■ Career achievements:

Ideated, strategised and launched a consumer goods company with operations in manufacturing, institutional and retail sales and e-commerce, generating over US\$500,000 in annual revenue.

Partnered with suppliers globally to achieve the minimum production cost with the best product design and quality. The e-commerce brand became the bestselling brand in its category on Amazon India and was featured in the largest Indian national daily newspaper.

Executed growth strategy by hiring and developing a team of 22 people across all business verticals, resulting in the establishment of pan-India retail and an institutional supply chain within two years.

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# Rahala Begum

[linkedin.com/in/rahala-begum](https://www.linkedin.com/in/rahala-begum)

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## ■ Career history:

Head of Strategic Finance, Holland & Barrett Ltd, UK

Consultant, Mazars LLP, UK

Commercial Finance Manager, MiHomecare Ltd, UK

Finance Project Manager, Monster Group Ltd, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)

Bengali (intermediate)

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## ■ Career achievements:

Led a commercial financial review, identifying issues of increased operational costs and lack of controls in billing processes. Introduced cost reduction targets and renegotiated crucial supplier contracts, achieving annual savings of 22%. Also completed a comprehensive review of the billing process and charge rates, implementing new processes and controls that resulted in a reduced revenue loss of 75% in six months.

Designed and implemented a five-year strategic financial model, with KPI dashboards identifying key activities, targets and outcomes derived from strategic activities. Updated monthly to enable the business to identify bottlenecks and make informed, timely business critical decisions.

Led a team to redesign key month end processes to reduce monthly reporting time by 50%, which enabled the company to focus on management analysis and the development of business plans.

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# Ali Beheshti Ardakani

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

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## ■ Career history:

Founder and CEO, Namvar Ab Tose'e Company (NAT), Iran  
Co-Founder and Business Developer, Satgin Vision Fidar Company, Iran  
Commercial Manager, Machine Sazi Vijhe Company, Iran  
Sales Manager, TechTalk General Trading LLC, UAE

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## ■ Education highlights:

MBA, Warwick Business School, UK  
PhD, Environmental Engineering, Islamic Azad University, Iran  
MSc, Environmental Engineering, Islamic Azad University, Iran  
BSc, Civil Engineering, Water & Power Industry University, Iran

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## ■ Nationality:

Iranian

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## ■ Languages:

Farsi (native)  
English (fluent)  
German (intermediate)

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## ■ Career achievements:

Created and implemented the idea of tokenizing treated water on a digital platform by applying Blockchain technology, financing a US\$48 million reverse osmosis plant project.

Provided inspired leadership to change NAT's strategic plan, developing its activity from engineering to consulting by restructuring the organisation. Achieved US\$12.3 million revenue in two years by developing collaborations with three government clients and two banks.

Boosted Huber SE equipment's market share in Iran by 250%, by increasing clients' technical knowledge through more than 20 workshops, conferences, presentations and training programmes, and advising the German office on product customisations based on local market trends and needs.

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# ChandraPaul Bethapudy

[linkedin.com/in/chandrapaul-bethapudy](https://www.linkedin.com/in/chandrapaul-bethapudy)

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## ■ Career history:

Senior Manager - IIOT Program, R&D - Industry Automation,  
Schneider Electric Pvt Ltd, India

Manager - Projects Software, R&D - Industry Automation,  
Schneider Electric Pvt Ltd, India

Deputy Manager - Transition & Transformation Project  
Management, Accenture Services Pvt Ltd, India

Team Lead - Operations, Hewlett Packard Global eBusiness  
Operations Pvt Ltd, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

Postgraduate degree, Business Management, Mahatma Gandhi  
University, India

Bachelor of Arts, Public Administration, Nagarjuna University, India

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## ■ Nationality:

Indian

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## ■ Languages:

Telugu (native)

English (fluent)

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## ■ Career achievements:

Led a strategic initiative programme, with an objective to retain Schneider cost advantage as incumbent supplier for PLC modernisation, by launching a suite of sustainable automation software for PLC programme conversion. Reduced up to 75% of migration time and 40% of the overall modernisation project cost.

Strategised product release using MVP technique (minimum viable product), in alignment with the programme objectives and successfully delivered a reasonably bug-free product to budget and timescale commitments. Resulted in high customer satisfaction and acquired new projects in the automation portfolio worth €1.5 million.

Completed a cost-saving initiative programme for PLC migration, which concluded by developing a cost effective test automation tool with buffer resources without overloading them. It improved the overall testing efficiency and saved 60% of testing costs for every migration.

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# Stefano Bettinelli

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

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## ■ Career history:

Manager - Banking, Ingenico Italia SpA, Italy  
Manager - Customer Support, Ingenico Italia SpA, Italy  
Manager - QA Department, Ingenico Italia SpA, Italy  
Technical Consultant, Nexi SpA, Italy

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BSc, Economics, University of Bergamo, Italy

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## ■ Nationality:

Italian

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## ■ Languages:

Italian (native)  
English (fluent)  
French (basic)

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## ■ Career achievements:

Led a team of 10 to manage the Italian banking customers which accounted for 75% of the annual revenue for Ingenico. Coordinated the introduction of WeChat and Alipay in-store payment methods, which innovated the payment experience of the three million Chinese tourists who visit the Italian cities each year.

Member of the Italian committee of 15 professionals, from different payment industries, which coordinated the roll out of contactless payments in Italy. This allowed circa 57 million Italian cardholders to enhance and speed up their in-premises payment experience.

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# Jaish Bhakuni

[linkedin.com/in/jaishbhakuni75](https://www.linkedin.com/in/jaishbhakuni75)

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## ■ Career history:

Senior Software Quality Assurance Consultant, Immigration, Refugees and Citizenship Canada (IRCC), Canada

Product Quality Assurance Manager - Lead Quality Assurance Analyst, CISION/CNW Group, Canada

Lead Quality Assurance Tester - European Team, Fuel Industries, Canada

Lead Quality Assurance Analyst, BlackBerry, Canada

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor's degree, Computing Science, Thompson Rivers University, Canada

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## ■ Nationality:

Canadian

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## ■ Languages:

English (native)

Hindi (native)

German (basic)

Rajasthani (basic)

Punjabi (basic)

Gujarati (basic)

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## ■ Career achievements:

Restructured the internal software quality assurance methodology and operations of IRCC's passport modernisation project.

Implementation of new features led to a 30% increase in operational efficiency, a significant increase in end user satisfaction, and profitability for the government.

Managed quality assurance walkthroughs for product and system design at CISION/CNW Group. Led software product delivery, maintenance and performance management, and quality assurance reviews. Implemented quality assurance standards and Agile best practices, resulting in a 33% customer base increase in two years and increased profitability.

Led a team of 10 across Canada and the USA and oversaw all testing efforts for software iterations of BlackBerry Ltd, and delivery of enterprise cloud security/cloud software product solutions.

Coordinated quality process development and conducted verification, achieving a 20% increase in overall testing efficiency and stability.

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# Keila Calderón

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## ■ Career history:

Regional Research Design Analyst - Insights Division, Kantar, Guatemala

Marketing Coordinator - Corporate Banking Marketing, BAM-Bancolombia, Guatemala

Regional Commercial Analysis Trainee, Movistar, Guatemala

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## ■ Education highlights:

MBA, Warwick Business School, UK

BSc (Hons), Industrial Engineering, Del Valle University, Guatemala

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## ■ Nationality:

Guatemalan

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## ■ Languages:

Spanish (native)

English (fluent)

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## ■ Career achievements:

Initiated a quantitative market study for Ina Pasta brand, to seek new business opportunities. Proposed three new products and an increase in digital presence of the brand, leading to a 7% increase in market place and return to first position.

Increased Customer Net Promoter Score for BAM's corporate banking segment from 81 to 92 by leading market research studies, identifying key insights for optimising the customer experience, and targeting key factors to enhance the customer journey.

Designed the credit and debit card BAM country campaign for the 2018 Russia Soccer World Cup Visa winners. Led to an increase of 22% in revenue for a three-month period. Accomplished by analysing credit and debit card historical data and gaining consumer behavioural insights.

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# Natalie Callinan

[linkedin.com/in/natalie-callinan](https://www.linkedin.com/in/natalie-callinan)

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## ■ Career history:

Digital Marketing Manager, Ricemedia, UK  
Senior Associate, Goldman Sachs, USA  
Analyst, Goldman Sachs, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Certified Professional Coach, iPEC, USA  
BSc (Hons), Economics, University of Bath, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)

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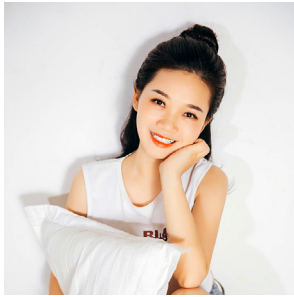
## ■ Career achievements:

Led a high-profile global change programme for the Goldman Sachs Electronic Trading (GSET) business. Resulted in improved front-to-back scalability, faster trading execution speeds, increased market share and the ability to better service clients.

Enhanced the careers of analysts and associates globally through leadership role on the Business Architecture and Change Management Strategy Pillar. Promoted personal development opportunities for analysts and associates, established a knowledge sharing series to build relationships between Engineering and Operations and developed the department's global Mentorship Programme.

Successfully implemented a migration plan to move onboarding out of Middle Office and into a separately designated function. Through synergies with the Cash Middle Office, created headcount savings globally and improved expertise resulted in a significant reduction in client issues.

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# Yanxia (Katy) Chai

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

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## ■ Career history:

Head, Kaidi Memory Training School, China

Region Director of Europe & Asia, Zhuoli Imaging Technology Company, China

Senior Manager, Lothian Shelf 731 Ltd, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK

BSc, International Economic and Trade, Zhongyuan University, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)

English (fluent)

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## ■ Career achievements:

Founded the Kaidi Memory Training School, specialising in Arts. Grew student numbers from 115 to over 300 and increased profits by 15% each year (2016-2018).

Created partnerships with label printing companies in Italy, Spain and Serbia, which enabled Zhuoli Imaging to increase revenue by US\$510,000 in 2019.

As Senior Manager, undertook cost optimisation and market analysis, which enabled Lotihan Shelf to make a profit for the first time in five years in 2018.

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# Ashraya Chakraborty

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## ■ Career history:

Trade Marketing Manager, Pernod Ricard, India  
Senior Manager - Customer Marketing, Diageo, India  
Key Account Manager, Diageo, India  
Marine Engineer, Mediterranean Shipping Company, Hong Kong

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Postgraduate Diploma, Management, BIMM Pune, India  
Bachelor of Technology, Marine Engineering, C.V. Raman College of Engineering, India

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## ■ Nationality:

Indian

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## ■ Languages:

Bengali (native)  
English (fluent)  
Hindi (fluent)

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## ■ Career achievements:

Implemented a strategic consumer engagement programme for the brand, Blenders Pride. This initiative integrated artificial intelligence and augmented reality with traditional BTL marketing, which increased market share by 7% during the final quarter.

Formulated and executed the market launch plan for two new brands over 15 cities in Eastern India by developing the go-to-market strategy, co-ordinating human resources and logistics, and developing analytic marketing tools. Led to 18% increased revenue for the region in 2016-17.

Managed commercial relationship for Diageo India's brands with key accounts, gained strategic channel partnerships and sustained market share gain for the imported brands, which led Diageo's Scotch portfolio to a dominating market share of over 50%.

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# Marshall Chan

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

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## ■ Career history:

Senior Technical Service and Development Specialist -  
Interconnect Solutions, DuPont Electronics and Imaging,  
Hong Kong

Senior Engineer - Interconnect Technology, Dow Electronic  
Materials, Hong Kong

Senior Scientist - Interconnect Technology, Dow Electronic  
Materials, Hong Kong

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## ■ Education highlights:

MBA, Warwick Business School, UK

PhD, Chemistry, The University of Hong Kong, Hong Kong

BSc, Chemistry (Medicinal Chemistry), The University of Hong  
Kong, Hong Kong

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## ■ Nationality:

Hong Kong

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## ■ Languages:

Cantonese (native)

English (fluent)

Mandarin (fluent)

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## ■ Career achievements:

Successfully commercialised two circuit board metallisation processes. One process reduced 10% of running cost compared to traditional processes and doubled reliability performance. Another one has less than 12 months of development and fills a gap in the product portfolio.

Secured a US\$2 million a year business from a key MNC customer by effectively resolving a trouble-shooting case in its Vietnam site within two months.

Filed four patent families that present innovative metallisation processes, which potentially either reduce 25% of harmful chemical usage or decrease 20% of total production cost, compared to existing processes.

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# Yuge Cheng

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

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## ■ Career history:

Product Manager, Zhejiang Chouzhou Commercial Bank, China

Account Manager, China Merchants Bank, China

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Economics, Finance, Shanghai University, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)

English (fluent)

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## ■ Career achievements:

Designed and delivered product-related training sessions for 12 sub-branches and 30 sales teams to ensure the best understanding of business policies and enhance product promotion skills. Achieved the second highest average KPI (126%) in branches, with the increase of £280 million in small loans and £27 million in savings deposits.

Developed and managed an online credit product. By applying MGM strategy and diversified sales promotions, negotiating with local regulatory authorities and partnerships channels, 200 households have been added with a total credit amount of circa £4.5 million in three months .

Reshaped and integrated the statistics system of product performance to better encourage cross selling and solve the problem of repeated calculation, reorganising product P&L. Resulted in 76% workload reduction and improved calculating time by 150%.

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# HyeMin Cho

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

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## ■ Career history:

Global Project Manager, Wantedlab Inc, South Korea

Account Manager, Kelly Services Ltd, South Korea

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Arts, Psychology, Knox College, USA

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## ■ Nationality:

South Korean

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## ■ Languages:

Korean (native)

English (fluent)

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## ■ Career achievements:

Created the bid proposal for the team's first major successful bid to win a global client project against stronger market competition, leading to nearly a 20% increase in annual revenue.

Organised multiple small-scale projects to increase effectiveness of global operations in four countries, including time-effective client engagement schemes that helped reduce a three to five day process to less than 24 hours.

Consulted numerous global clients looking for industry and legal advice regarding the South Korean labour market. Established multiple global brands and increased managed accounts by more than 30% within one year.

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# Joseph Conlon

[linkedin.com/in/josephconlon2020](https://www.linkedin.com/in/josephconlon2020)

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## ■ Career history:

CEO and Founder, Impact Education Software Ltd, UK

Officer Commanding Information Warfare Teams, British Army, Various

Defence Innovation Project Manager, British Army, Various

Troop Commander, Combat Engineer Paratroopers, British Army, Various

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## ■ Education highlights:

MBA, Warwick Business School, UK

Project Management Professional (PMP), PMI, USA

Bachelor of Engineering, Electronic Communications Engineering, Newcastle University, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)

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## ■ Career achievements:

Launched a breakthrough EdTech SaaS company, transforming management of more than £9 billion special educational needs provision, improving outcomes for 1.5 million young people. Spearheaded go-to-market strategy, sales, fundraising and recruitment, taking business to year one pre-seed valuation of £1.5 million, five-year MoM of 16.77 and IRR of 76%.

Commanded the British Army's first Information Warfare Teams from conception to deployed operations across four continents. Tasked to intercept and counter disinformation in the Defence context. Led tactical experimentation, public/private innovation, procurement, recruitment and development of military doctrine. Resulted in continuously deployed units interdicting threats to UK influence overseas.

Led 42 multidisciplinary paratroopers on a €3 million expeditionary engineering programme in the East Mediterranean. Overcame environmental and technical obstacles through transformational high-tempo leadership and earned trust. All projects completed ahead of schedule and within budget whilst providing comprehensive career progression to junior leaders.

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# Michelle Cooper

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

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## ■ Career history:

Event Success Manager – International Markets, Planned, Canada

Manager of Community Events & Operations, Federation CJA, Canada

Manager of Marketing and Operations (TOV), Federation CJA, Canada

Planning and Marketing Coordinator, Media Experts, Canada

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Commerce, Strategic Management and Marketing, McGill University, Canada

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## ■ Nationality:

Canadian

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## ■ Languages:

English (native)

French (fluent)

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## ■ Career achievements:

Successfully pulled together a 200-person event in the span of one week, which catalysed our expansion into the United States, resulting in a 30% increase in client engagement and retention in Planned's international marketplace.

Built and introduced a client interaction and feedback portal on Planned's platform to increase post event success, resulting in a rise of 30 events from returning clients.

Created an international teen volunteer trip. Its success resulted in a mandate to develop the additional infrastructure necessary to expand programming at CJA. By the end of my tenure, I was creating programmes with upwards of 4,000 volunteers, leading to an increase in donations, and allowing CJA to achieve its 55 million Canadian dollar goal.

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# David Cornejo

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

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## ■ Career history:

Senior Inventory Planner, Medtronic, Argentina  
Demand Planner, Medtronic, Argentina  
Production Planner, BGH, Argentina  
Purchasing Analyst, BGH, Argentina

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BSc, Industrial Engineering, Universidad de Buenos Aires, Argentina

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## ■ Nationality:

Argentinian

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## ■ Languages:

Spanish (native)  
English (fluent)  
French (intermediate)  
Portuguese (basic)

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## ■ Career achievements:

Successfully implemented an inventory cost-reduction project in Medtronic South Atlantic Cluster. Significantly improved the Supply Chain Department KPIs and resulted in US\$500,000 cost savings in FY 2018-2019.

Negotiated discounts to reduce outsourcing costs of non-productive materials by 10% and improved payment terms from a pay-in-advance scenario to net 60 days.

Led and coordinated the outsourcing of electronics components and assembly parts for the production and launch to market of the first smart control air conditioner in Argentina. Awarded the Innovation Prize by the CEO.

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# Christopher Dale

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

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## ■ Career history:

Project Manager, KTM E-Technologies GmbH, Austria  
Vehicle Integration Manager, Jaguar Land Rover Ltd, UK  
Supplier Development Engineer, Triumph Motorcycles Ltd, UK  
Commissioned Officer, British Army, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Chartered Engineer, Institution of Mechanical Engineers, UK  
MEng, Mechanical Engineering, The University of Sheffield, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)

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## ■ Career achievements:

Established a multi-organisation team to coordinate military Covid-19 testing provision across South West England. Remotely led an initially disparate group to analyse demand, assign priorities, and allocate resources. Resulted in testing availability across entire region within government travel time targets.

Delivered a signature E-mobility project from clean-sheet concept to functional prototype vehicle. Led a team of technical experts through specification creation, engineering development, assembly, and commissioning. At test stage, resulted in the highest performing prototype electric vehicle created by the company.

Implemented the testing and development programme for a fleet of 200 prototype vehicles. Led an engineering team to coordinate vehicle sign-off, enable testing process, and resolve technical issues. Resulted in on-time production and contributed to the Evoque achieving WhatCar's Car of the Year 2020 (Family SUV).

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# Ankush Deshmukh

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## ■ Career history:

Principal Consultant, Infosys, India  
Senior Consultant, Infosys, USA  
Senior Consultant, Johnson and Johnson, Belgium  
E Business Consultant, Xchange 21, Singapore

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Postgraduate Diploma, Telecom Management, Symbiosis Pune, India  
Bachelor of Engineering (B.E), Electronics and Telecom, Pune University, India

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## ■ Nationality:

Indian

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## ■ Languages:

English (native)  
Hindi (fluent)  
Marathi (basic)

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## ■ Career achievements:

Led the digital transformation journey for fortune 500 clients using ERP tools such as SAP and Oracle Apps. Identified opportunities to optimise key business processes using backward integration and business process reengineering. Resulted in savings of US\$1.2 million over three years.

Spearheaded a COE team that performed benchmarking analysis (process and resource optimisation) by spotting opportunities within existing SAP AMS accounts, using tools such as ML and AI. Resulted in enhanced productivity (5%), profitability (6%), and an 18% spike in enterprise client satisfaction.

Mentored more than 50 employees over a period of eight years by designing a learning and development training module for three cutting-edge technologies. Delivered them through two to eight full-day training workshops. The entire exercise resulted in savings of US\$500,000.

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# Punyabala Dileep

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

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## ■ Career history:

Talent Development and Management Officer - HR, Marina Bay Sands, Singapore

Talent Development and Management Coordinator - HR, Marina Bay Sands, Singapore

HR Assistant - Talent Operations, Marina Bay Sands, Singapore

Marketing Assistant, Arista Networks, Singapore

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Business Management, RMIT University, Singapore Institute of Management, Singapore

Diploma, Human Resource Management with Psychology, Singapore Polytechnic, Singapore

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## ■ Nationality:

Singaporean

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## ■ Languages:

English (native)

Malayalam (native)

Tamil (fluent)

Hindi (basic)

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## ■ Career achievements:

Streamlined the internship process and launched the inaugural intern newsletter, which strengthened internship branding and improved efficiency by 100%.

Spearheaded two successful internship appreciation ceremonies for 130 interns, school liaison officers from 25 educational institutions, and senior management from over 40 departments. Received 100% positive feedback and resulted in 80% increase in internship hiring for the organisation.

Received the "MBS Achievers Award" as Talent Development and Management Officer, given to the top 1.5% of employees in recognition of exceptional contribution in line with corporate values of respect, integrity, passion, creativity and teamwork.

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# Naman Dwivedi

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

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## ■ Career history:

Manager - Business Advisory Consulting, AccuWiz Consulting LLP, India

Co-Founder & Director, Dopetrunk Worldwide Pvt Ltd, India  
Senior Consultant - Assurance Services, Grant Thornton LLP, India

Analyst - Assurance Services, Grant Thornton LLP, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

Chartered Accountant, Institute of Chartered Accountants of India, India

B.Com, Accounting and Finance, Indira Gandhi National Open University, India

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## ■ Nationality:

Indian

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## ■ Languages:

Hindi (native)

English (fluent)

French (basic)

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## ■ Career achievements:

Advised the management and supervised the investment relations team of a client, for the Series C and Series D funding round, resulting in investments of US\$10.8 million from Lightspeed Ventures, Waterbridge Ventures, Samsung Venture, The Bunting Family Private Fund and Moonstone Investments.

Guided a client in establishing a centralised tracking system for its products and their parts, which are under warranty and need replacement. Also helped them negotiate back-to-back warranties with vendors, resulting in reduction of replacement costs by 64%, amounting to 12.7 million Indian Rupees.

Co-founded a global marketplace for Fine Arts, curated for collectors and connoisseurs of art. Convinced artists to adopt technology driven sales and built a strong network of more than 400 artists and galleries around the globe. Earned commission income of 2.5 million Indian Rupees in first year of operation.

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# Nnene Ema

[linkedin.com/in/nnene-ema](https://www.linkedin.com/in/nnene-ema)

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## ■ Career history:

Senior Supply Chain Management Specialist, Nigerstar 7 Ltd, Nigeria

Manager - Web Services, James Cubitt Developments Nig. Ltd, Nigeria

Supply Chain Management Coordinator, Subsea 7 Nig. Ltd, Nigeria

Network Solutions Product Manager, Huawei Technologies Nig. Ltd, Nigeria

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## ■ Education highlights:

MBA, Warwick Business School, UK

MSc, Management, University of Lagos, Nigeria

BSc (Hons), Estate Management, University of Lagos, Nigeria

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## ■ Nationality:

Nigerian

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## ■ Languages:

English (native)

French (intermediate)

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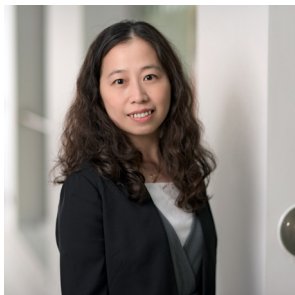
## ■ Career achievements:

Introduced the Procurement Dashboard which used data analytics to enhance project spend visibility. This effectively measured departmental KPIs and led to strategic data-driven decisions.

Built the Web Services department. Led the team of developers to introduce, create and deploy innovative software solutions to digitise James Cubitt Resources Business Management Systems, which increased productivity by 150% and enhanced remote working.

Successfully coordinated the team to win a US\$250,000 project, to build and manage the transmission network solution for West Africa's first submarine cable company, Main One.

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# Xiaojie (Emma) Fang

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

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## ■ Career history:

Head of Exams Distribution Services & Aptis China, British Council, China

Exams Distribution Services Manager China, British Council, China

Exams Distribution Services Manager South & Southwest China, British Council, China

Exams Distribution Services Officer South China, British Council, China

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Arts, Public Administration, University of Sun Yet-Sen, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Mandarin (native)

Cantonese (native)

Teocheu/Chaoshan dialect (native)

English (fluent)

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## ■ Career achievements:

Achieved 300% annual revenue growth to £10 million for exam distribution services within the fast changing China market between 2015 and 2020. Achieved through effective strategic direction and versatile management to enhance business development, operations, customer experience and risk management.

Developed and implemented a go-to-market strategy for a new product to penetrate the international school market in China. Won breakthrough in new segment and doubled revenue to £1.3 million in 24 months.

Initiated and implemented restructuring a strong team of 50, achieving the British Council Global Staff Award for Business Improvement and the highest team morale metrics for two consecutive years.

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# Mumina Fola-Adebiyi

[linkedin.com/in/mumina-mustapha](https://www.linkedin.com/in/mumina-mustapha)

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## ■ Career history:

Project Procurement Lead, Subsea 7, Nigeria

Procurement Planning Lead, Total Exploration and Production, Nigeria

Supplier Management Coordinator, Subsea 7, Nigeria

Project Buyer, Subsea 7, Nigeria

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## ■ Education highlights:

MBA, Warwick Business School, UK

MicroMasters Programme, Supply Chain Management, MITx, USA

MSc, Information Systems and Management, Warwick Business School, UK

BSc, Estate Management, University of Lagos, Nigeria

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## ■ Nationality:

Nigerian

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## ■ Languages:

English (native)

Yoruba (fluent)

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## ■ Career achievements:

Successfully developed and supervised the procurement plan and operations for the company's procurement activities, which led to improved delivery times, overall project visibility and enhanced supplier competitiveness. Managed 1,532 commitments estimated at US\$150 million in two years, with an overall cost savings of US\$1.7million.

Identified and resolved the silo mentality, which existed between two procurement departments. Developed a cross-departmental document and initiated inter-departmental discussions to facilitate free information flow. This fostered company-wide communication and improved deliverables for the procurement team.

Single handedly managed the cleaning of company's supplier database, entailing supplier evaluations, audits and supplier re-categorisation. 47% of the more than 800 suppliers were found to be non-compliant and eventually removed from the database. This led to significant cost savings of 27.5% in one year and improved customer service delivery.

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# Max Frank

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

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## ■ Career history:

Mid-Market Account Executive - Expansion, Procore Technologies, USA

Account Executive, REthink CRM, USA

Commercial Real Estate Associate Broker, Madison Partners, USA

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Science, Political Science & Minor in Biology, University of California at Irvine, USA

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## ■ Nationality:

American

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## ■ Languages:

English (native)

Spanish (intermediate)

French (basic)

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## ■ Career achievements:

Established and grew Procore's Austin, Texas-based sales team to 20 in one year and onboarded two external senior managers, allowing Procore to tap into Austin's large tech hiring pool, seeing quarterly revenue double year-over-year.

Executed contracts totalling US\$3.1 million of new annual recurring revenue, aiding transition of respective sales team to the highest producing sales team at Procore.

Revamped REthink CRM's inbound and outbound Business Development structure. Cut inbound lead response time by 50%, increased outbound outreach by 25%. Broadened the sales pipeline and increased visibility of small start-up to commercial real estate powerhouses, CBRE & JLL.

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# Aishvarya Gadhvi

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

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## ■ Career history:

Senior Drug Safety Physician, Cognizant Technology Solutions Ltd, India

Medical Officer and Medical Advisor, Subham Multispeciality Hospital and Nursing Institute, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

Postgraduate Diploma, Clinical Research, Institute of Clinical Research, India

Bachelor of Medicine and Bachelor of Surgery (MBBS), Dr. D. Y. Patil Medical College, Hospital and Research Centre, India

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## ■ Nationality:

Indian

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## ■ Languages:

Hindi (native)

Gujarati (native)

English (fluent)

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## ■ Career achievements:

Proactively initiated the co-ordination between stakeholders and clients, resulting in reduced error rate for individual case safety reports from 8% to target of below 2%. Received a special client appreciation for achieving 100% quality and beyond target productivity as an individual contributor.

On-boarded and trained medical reviewers and coached 40% of the present team on conventions and product specific guidelines. Regularly consulted by the data processing teams for matters related to medical justification and conventions, resulting in better processing quality.

Managed and carried out triage at the Outpatient department of a multi-speciality hospital. Organised and led more than 10 medical screening camps and awareness drives for non-communicable diseases. Played an effective role in hiring, evaluating and training of medical and nursing staff.

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# Princy Marin George

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

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## ■ Career history:

Director - Strategic Initiatives and Institutional Research & Assistant Professor of Practice (International Affairs), O.P. Jindal Global University, India

Assistant Director - Strategy and Institutional Research, Office of the Vice Chancellor, O.P. Jindal Global University, India

Analyst (Armed Forces Desk) - Middle East and South Asia, Jane's, India

Research Associate (Middle East and North Africa) & Project Coordinator, Manohar Parrikar Institute for Defence Studies and Analyses, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

MA, International Affairs, George Washington University, USA

BTech, Computer Science and Engineering, Cochin University of Science and Technology, India

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## ■ Nationality:

Indian

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## ■ Languages:

English (native)

Malayalam (native)

Hindi (intermediate)

Arabic (basic)

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## ■ Career achievements:

Authored the 15-year strategic plan for the O.P. Jindal Global University (JGU), directed a 15-member team, and led university-wide consultations as part of JGU's application to be recognised as an 'Institution of Eminence.' JGU became one of only 10 private universities in India to be awarded the status.

Produced JGU's first ever report on diversity and inclusion, identifying 16 unique indicators of progress and key gaps, leading to increased institutional focus on improving diversity and inclusion indices.

Developed JGU's first ever 10-year strategic vision, following three years of stakeholder consultations. Strategic Vision 2029 identified five broad objectives to achieve institutional excellence, and led to enhanced resource utilisation, teaching/learning practices and inter-departmental collaboration.

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# Kapil Gohil

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

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## ■ Career history:

Trent XWB Programme Management, Rolls-Royce Plc, UK  
Aircraft Availability Officer - Aircraft Availability Centre  
(Airlines), Rolls-Royce Plc, UK

Trent 700 Services Business Officer & Team Leader - Civil  
Aerospace Business Centre, Rolls-Royce Plc, UK

Graduate Engineer, Ricardo Consulting Engineers, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK

Chartered Mechanical Engineer (CEng MIMechE), Institution  
of Mechanical Engineers, UK

MEng, Mechanical and Electrical Engineering, Durham  
University, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)

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## ■ Career achievements:

Led the Boeing 787 Trent 1000 engine durability issues for customer availability. Contributed to achieving zero aircraft on the ground (AOG), announced in the media by the introduction of strategic governance, planning, and operational execution to improve fleet health globally.

Selected to go on secondment to Singapore Airlines, based on high performance. Spearheaded cross-functionally a financial change management project worth £25 million in revenue, through Business case re-evaluation of a new service. Delivered margin optimisation and cost management initiatives.

Managed an £8 billion business plan in the Civil Aerospace Business Centre, achieving signature of our customer long-term service agreements forecasts to the City. Improved accuracy of the team output, delivered variance summaries of £470 million and presented to customers at varying levels of the business.

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# Zhenlong Gu

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

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## ■ Career history:

Senior Manager, Cushman & Wakefield, China

Manager, Jones Lang LaSalle, China

Assistant Manager, Cushman & Wakefield, China

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor's degree, Public Service Administration, China

University of Geosciences, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)

English (fluent)

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## ■ Career achievements:

As project manager, led a consulting team to win a landmark urban renewal project in Nanjing, with a contract price five times that of other similar projects, by understanding client's demands, devising work plans and excellent presentations.

Successfully implemented a unique transit-oriented mix-used project in Shanghai and promoted the project through a white paper on the company's official website, and advertisements in new media, which increased the chances of the company getting the same type of business by 50%.

Led a team that successfully implemented an internal collaboration process, which improved work efficiency by 30% on all reporting deliverables. Set up a brand new material library, a new reporting writing standard, and an innovative bonus incentive system.

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# Hikmat Guluzade

[linkedin.com/in/hikmat-guluzade](https://www.linkedin.com/in/hikmat-guluzade)

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## ■ Career history:

Tax Consultant 3, KPMG, Azerbaijan  
Tax Consultant 2, KPMG, Azerbaijan  
Tax Consultant 1, KPMG, Azerbaijan  
Intern, KPMG, Azerbaijan

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Science, Commerce and Business Administration,  
Culverhouse College of Commerce - University of Alabama,  
USA

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## ■ Nationality:

Azerbaijani

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## ■ Languages:

Azerbaijani (native)  
Russian (native)  
English (fluent)  
French (intermediate)

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## ■ Career achievements:

Volunteered to complete a managerial responsibility and successfully mitigated the risks of fines from the SEC by bringing two corporate tax engagements to compliance with auditor independence rules.

Volunteered for a task of the company's accounting team and within two weeks successfully collected the payments (approximately US\$20,000), which had been outstanding for more than a year. Received a Bravo Standing Ovation award for the completed task.

Took initiative for training and teaching the company guidelines and processes on risk management procedures and technologies for service provision to new entry-level team members. Within a week, new members could independently perform the task assigned by the manager.

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# Danya Hannah

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

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## ■ Career history:

Head of International Sales, Wide Management, France  
Partnerships Manager, Secret Cinema, UK  
TV Advertisement Producer, Grey Group (WPP Group), UK  
Education Consultant to UHNW Families, Russia and worldwide

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## ■ Education highlights:

MBA, Warwick Business School, UK  
MA, Film Business, London Film School, UK  
BA, French & Film, University College London, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)  
French (fluent)  
Russian (intermediate)  
Spanish (intermediate)  
Chinese (basic)

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## ■ Career achievements:

Headed up the sales team, securing distribution deals for a portfolio of more than 35 films. Co-created marketing materials, identified client needs, and delivered back-to-back pitches to buyers. This led to first of a kind partnerships with entertainment titans (including HBO) and increased annual turnover by 50%.

Identified a new product with a unique SP, networking with talent to win the acquisition. Liaised with key stakeholders and drafted press releases, strategically ensuring publication in leading trades. Increased sales, generated publicity for clients and prestige for the company.

Developed, delivered and marketed an event centered on the relationship between car and cinema, culminating in the road movie. Secured prestigious London arts venue, film rights, equipment and well-known industry figures for the panel, all free of charge. Resulted in an original, critically acclaimed, and sold out event.

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# Jewel Hermonstine

[linkedin.com/in/jewel-hermonstine](https://www.linkedin.com/in/jewel-hermonstine)

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## ■ Career history:

Digital Producer (Senior) - Multimedia Unit, National Centre for Educational Resource Development, Ministry of Education, Guyana

Event Coordinator, United Bridge Builders Mission, Guyana

Media Producer - Multimedia Unit, National Centre for Educational Resource Development, Ministry of Education, Guyana

Freelance Producer and Youth Programme Coordinator, National Communication Network (NCN), Guyana

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## ■ Education highlights:

MBA, Warwick Business School, UK

MA (Hons), Education Leadership, University of Bedfordshire, UK

BSc (Hons), Communication Studies, University of Guyana, Guyana

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## ■ Nationality:

Guyanese

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## ■ Languages:

English (native)

Spanish (basic)

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## ■ Career achievements:

Identified opportunities to produce and launch a series of interactive programmes for broadcast and/or dissemination across Guyana. Collaborated with external stakeholders to develop content, leading to a 30% increase of local content for broadcast.

Identified conflicting roles and uncertainty in roles and responsibilities due to flat organisational structure. Researched external companies, sought employee opinion and assessed impact. Presented recommendations, including role descriptions and salary adjustments, to Head Office. All recommendations were implemented.

Coordinated NGO event within a short timeline. Selected stakeholders through research and negotiated sponsorship. Demonstrated leadership by fostering teamwork and team contribution to prepare meals, resulting in a reduction of operational cost. Executed event on time and six new contributors joined the cause within the first two weeks.

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# Humaya Hernández Grijalva

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

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## ■ Career history:

Director for International Projects, World Trade & Investment Group Ltd (Mexico - Canada - Hong Kong), Mexico

Head of Public and Governmental Affairs, World Trade & Investment Group, Mexico

Management Coordinator, Executive Directorate for Civic Education and Electoral Training (DEECyC), Mexico City Electoral Institute (IECM), Mexico

Assistant Project Manager, World Trade & Investment Group, Mexico

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## ■ Education highlights:

MBA, Warwick Business School, UK

BA, Politics and Public Administration, El Colegio de México, Mexico

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## ■ Nationality:

Mexican

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## ■ Languages:

Spanish (native)

English (fluent)

French (basic)

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## ■ Career achievements:

As Director of International Projects, scouted new SME clients for the firm, increasing the number of contracts for the division by 30%, heading the negotiation of 10 international contracts for these clients. These opportunities represented more than US\$65 million in sales for clients.

Established relations with the company and city governments across Mexico through the promotion, negotiation of terms, and signing of 17 MOUs to support SMEs in their international projects. Fostered collaboration with federal agencies by following up on policy for FDI and SMEs, strengthening relations with the Secretaries of Economy and Foreign Relations.

Spearheaded the design of the Public and Governmental Affairs division, by identifying the firm's need for greater public-private collaboration, to better serve clients. Analysed the firm's network, reach, and services, and designed new processes and task forces for marketing, product development, and export business planning. The division increased total utility by 25% annually, bringing on five long term (four year) contracts.

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# Kamal Idrissi

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## ■ Career history:

Senior Manager - Entity Reporting and Tax, Western Europe,  
Marriott International, UK  
Managing Partner, Astral Property Services, UK  
Group Finance Manager, Yoo Worldwide, UK  
Treasury Manager, London Clubs International, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
12/14 exams passed, Association of Chartered Certified  
Accountants (ACCA), UK

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## ■ Nationality:

Moroccan  
UK Resident

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## ■ Languages:

Arabic (native)  
English (fluent)  
French (fluent)

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## ■ Career achievements:

Implemented hedging strategy for Yoo Worldwide LLP, which moved away from using bank rates on conversion of all foreign income, to buying forex contracts. As a significant portion of the revenue was in USD, achieved Forex gains of just over £200,000 for the first year.

Created a financial model for the valuation of Yoo group to help raise expansion/growth fund of £150 million, which eventually led to the creation of a chain of white label hotels and Harrods concession shops.

Founded and managed Astral Property, recruited and trained nine field engineers, attained various business accreditations including ISO 9001 and ISO 14001, and won the bid for a local government contract worth £300,000 per year.

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# Aaron Jaan

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## ■ Career history:

End-User Consultant, Siemens Plc, UK

Team Manager, Keyence Corporation, UK and Ireland

Senior Industrial Automation Consultant, Keyence Corporation, UK

Industrial Automation Consultant, Keyence Corporation, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK

BEng, Engineering Management, University of the West of Scotland, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)

Punjabi (fluent)

Urdu (intermediate)

French (basic)

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## ■ Career achievements:

Reversed significant market share erosion by identifying a niche area in the marine sector and subsequently spearheading a new business model in a market valued at £100 million. Generated new revenue of £5.6 million within 24 months.

Inherited a division that struggled to break even since its inception in 2013. Turned it around in 2016 by leading a team of consultants and implementing a commercial strategy, resulting in a long-term sustainable revenue stream of £2 million per annum within 18 months. Ranked Top Manager across seven consecutive quarters.

Led a strategic consulting project for a major power and infrastructure client in which renewable energy trends, revenue generation models, and government policies, in particular renewable markets, mitigated investment risks (valued at £3 million) of critical infrastructure investments.

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# Bulat Kaliev

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## ■ Career history:

Head of Blockchain Lab, Deloitte CIS, Russia  
Innovation Manager, Deloitte, Russia and Ireland  
Principal, Elephant Marketing & Consulting, Russia  
Principal/COO, Viciterm startup, Russia and Malaysia

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Specialist of Science degree, Physics, Bashkir State University, Russia  
Executive Certificate, Strategy and Innovation, MIT Sloan  
Executive Education, USA

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## ■ Nationality:

Russian

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## ■ Languages:

Russian (native)  
English (fluent)  
Dutch (basic)

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## ■ Career achievements:

Identified operational inefficiency and created new B2C and B2B sales platforms. Partnered with new suppliers to provide a wider range of products, resulting in attracting new customers, which doubled the firm's profit in the following year.

Created a technical department from scratch, which helped a company to propose new services such as software development and technology consulting, and increased its revenue by 300%.

Implemented new client-first approach of serving customers and R&D evaluation based on ROI for a given investment, ensuring smooth workflow of projects. This resulted in overall increase in performance by 30% and advanced the company's profitability.

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# Priyanka Kaur

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## ■ Career history:

Impact Customer Relations & Sales Manager (National),  
Fusion Lifestyle, UK

Presale Customer Relations & Sales Manager, Fusion Lifestyle,  
UK

Operations Coordinator, SKT Consulting, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK

BSc, Psychology, University of Nottingham, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)

Hindi (fluent)

Spanish (basic)

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## ■ Career achievements:

Led the presale and launch of a premium gym and spa post £8 million investment. Conducted market research, established value proposition and designed offers to market. Scoped and closed B2B and B2C sales, resulting in revenue targets being exceeded by 12%.

Identified an opportunity to streamline the company wide staff expense claiming process by proposing use of an external app. Subsequently led implementation of the recommended solution, decreasing operational workload by 10%.

Hired and developed a cross functional team of 54 employees for a mobilisation project. Delivered comprehensive sales and service training. The team surpassed the Net Promoter Score target by 24%.

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# Sarvpreet Kaur

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## ■ Career history:

Assistant Manager - Product Marketing (International Business), Great Learning, India

Senior Analyst - Marketing, Mindler Education Pvt Ltd, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

Master of Arts, Applied Psychology, University of Delhi, India

B.A (Honours), Applied Psychology, University of Delhi, India

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## ■ Nationality:

Indian

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## ■ Languages:

English (native)

Hindi (native)

Punjabi (basic)

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## ■ Career achievements:

Led a team of five to launch three e-learning products at Great Learning. Performed market penetration, white space and opportunity analysis to optimise product portfolio across global markets, which generated 40 million Indian Rupees.

Devised a data-led marketing communication and engagement strategy, collaborating with the sales, operations, content and product teams to increase conversion rates by 120%.

Managed the development and launch of Mindler's Machine Learning driven career assessment and guidance tools, which helped over 1.2 million high school students map their career options and generated approximately 18 million Indian Rupees in annual revenue.

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# Jacek Kogut

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## ■ Career history:

Senior Project Manager, Siemens Energy, Germany  
Head of Risk Assurance, Siemens AG, Germany  
Senior Project Manager, Dornier Consulting GmbH, Germany  
Design Engineer - A380 Project, Airbus Deutschland GmbH, Germany

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Business Administration (BBA), RMIT University, Australia  
BEng (Hons), Aerospace Engineering, RMIT University, Australia  
Project Management Professional (PMP), PMI, USA

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## ■ Nationality:

Australian  
Polish

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## ■ Languages:

Polish (native)  
English (fluent)  
German (fluent)  
Italian (fluent)  
Spanish (intermediate)

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## ■ Career achievements:

Directed a cutting edge hydrogen production project within the steel industry worth €3.5 million, with a cross-functional team of over 10 people and eight major sub-suppliers. In spite of the Covid-19 pandemic, purchased within budgeted prices, delivered on time and fulfilled customer requirements.

Focusing on Siemens organisations deriving revenue from project related business, appraised and advised entities within three divisions and at eight locations worldwide on successfully improving their set ups and optimising their approaches for carrying out projects.

Led and completed a €2.5 million consulting project with a cross functional team of seven within a €440 million border security programme in Bucharest, Romania. Successfully completed the project on time and within budget and established risk management for the programme.

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# Kwaku Sarpong Koram

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## ■ Career history:

Treasury Product Controller, Ecobank Ghana Ltd, Ghana  
Head Bancassurance, Ecobank Ghana Ltd, Ghana  
Product Manager Bancassurance, Ecobank Ghana Ltd, Ghana  
Customer Service Manager, Ecobank Ghana Ltd, Ghana

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BSc, Land Economy, Kwame Nkrumah University of Science & Technology, Ghana

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## ■ Nationality:

Ghanaian

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## ■ Languages:

Twi (native)  
English (fluent)

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## ■ Career achievements:

Established and led the middle office for a treasury business, with a balance sheet of US\$2 billion, as treasury product controller.

Launched an insurance partnership (Bancassurance) between Ecobank Ghana and Old Mutual Life, leading to the acquisition of 50,000 first time insurance customers with annual premiums of US\$4 million.

Led the operations and customer service teams at the Tema Branch of Ecobank Ghana. Grew profitability to a record high of US\$13 million, which made the branch the second highest performing branch out of a total of 50.

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# Toshifumi Kotera

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## ■ Career history:

In-house Entrepreneur, WASEDA NEO - Waseda University, Japan

Programme Coordinator & International Student Recruiter, School of Political Science and Economics - Waseda University, Japan

Career Development Advisor & Internship Coordinator, Career Centre - Waseda University, Japan

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Arts, Social Sciences, Waseda University, Japan

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## ■ Nationality:

Japanese

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## ■ Languages:

Japanese (native)

English (fluent)

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## ■ Career achievements:

Launched a new business unit (WASEDA NEO) and established a business education programme focused on exploring new social needs. Conducted joint executive education programmes with overseas universities and pursued new businesses opportunities, which earned a third of the total annual revenue.

Strengthened cooperation with alumni and enhanced internship opportunities for international students. Additionally, increased direct marketing to overseas high schools, which tripled the number of students enrolled in the English based-degree programme of the School of Political Science and Economics.

Conducted career counselling for 2,000 job hunters in four years in the Career Centre at Waseda University. Utilised and organised volunteer students while maintaining high job hunter satisfaction.

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# Misato Kubota

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## ■ Career history:

Solution Planner, Recruit Management Solutions Co Ltd, Japan

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## ■ Education highlights:

MBA, Warwick Business School, UK

Completed Basic Method and Advanced Method, ISIS Edit School, Japan

B.A, Education, Aoyama Gakuin University, Japan

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## ■ Nationality:

Japanese

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## ■ Languages:

Japanese (native)

English (fluent)

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## ■ Career achievements:

Successfully analysed, proposed and launched a new intra-office communication tool to improve internal communication in subsidiaries. Based on an employee survey, which highlighted dissatisfaction with staff communications, designed the concept to connect both managers and employees equally. Improved 75% of employee satisfaction in internal communication.

Achieved 120% of the individual target on average for the last five fiscal years, committing in the long-term with tailored client solutions, and engaging frequently with open-mind communication. Received the company's top sales team award in 2018.

Designed and delivered various HR solutions, focusing on the gap of organisations. Presented the importance of utilising the proper HR system and negotiated patiently. Achieved a special prize in 2016/2017 for the HR solution.

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# Anna Kudeneeva

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## ■ Career history:

Regional Head of Foreign Financial Institutions, Otkritie Bank PJSC, Russia  
Head of Foreign Financial Institutions, B&N Bank PJSC, Russia  
Deputy Head of Structured Finance Division, JSC Fundservicebank, Russia

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Diploma with Honours, Finance and Credit, Plekhanov Russian University of Economics, Russia

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## ■ Nationality:

Russian

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## ■ Languages:

Russian (native)  
English (fluent)

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## ■ Career achievements:

Negotiated with major Russian and international banking counterparts to achieve an extension to the credit facilities for Otkritie Bank by €184 million within five months during the height of the Covid-19 pandemic.

Designed and digitalised a strategy for client banks, aimed at cost-effective account consolidation and marginally profitable fees structure, which increased profits from client banks by 153%.

Developed post-merger integration procedures across 12 banks by developing and implementing optimisation strategies for correspondent banks' networks. Achieved the targeted 35% reduction in accounts.

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# Naveen Kumar

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## ■ Career history:

Group Leader - Sales & Partner Management, Digital Industries & Smart Infrastructure, Siemens India, India

Group Leader - Partner & Territory Management, Digital Factory & Process Industries & Drives, Siemens India, India

Sales Manager - Machines Manufacturers, Industrial Automation & Drives, Siemens India, India

Sales Executive - Machines Manufacturers, Industrial Automation & Drives, Siemens India, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

B.E (Bachelor of Engineering), Electrical and Electronics, BNM Institute of Technology, India

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## ■ Nationality:

Indian

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## ■ Languages:

Kannada (native)

English (fluent)

Hindi (fluent)

Tamil (fluent)

French (basic)

Marathi (basic)

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## ■ Career achievements:

Managed sales and partner business of US\$90 million in products and projects, achieving 60% growth in four years. Led new business initiatives, adding US\$20 million and 20 new clients and an increase in customers from emerging sectors including mobility, renewables, and infrastructure.

Hired and mentored young professionals to build a high performing team. Introduced consultative selling and negotiated business contracts with 10 top regional and global accounts (Europe and USA), securing 20% year-over-year growth. Awarded best region in 2019 for driving volume growth.

Led regional digitalisation and Industry 4.0 initiatives, covering close to 4,000 customers. Represented the company at key industry technology fairs, resulting in two major projects in overall plant and asset management and cloud based services business.

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# Giuseppe Leonello

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## ■ Career history:

Consultant - Economics and Investment Strategy, PA Consulting, UK

Vice President - Economic Consulting, AlixPartners, UK

Analyst - Economic Consulting, KPMG, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK

MSc, Competition and Market Regulation, Barcelona School of Economics, Spain

MSc, Economics and Finance, Federico II University of Naples, Italy

BSc, Economics, Federico II University of Naples, Italy

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## ■ Nationality:

Italian

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## ■ Languages:

Italian (native)

English (fluent)

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## ■ Career achievements:

Conducted complex data analysis and statistical modelling for the UK government in relation to the Covid-19 pandemic, which contributed to the detection and response to local outbreaks and supported the five-level Covid-19 National Alert Level.

Undertook economic analysis and strategic support to HCA Healthcare during the Competition and Markets Authority market investigation into private healthcare, which contributed to the decision to avoid the imposition of market remedies and the divestiture of HCA hospitals.

Provided competition policy, strategic and economic advice to Smiths Group during the acquisition of Morpho Detection, which contributed to the completion of the transaction by ensuring that the European Commission provided regulatory approval by the European Commission.

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# Jiao Li

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## ■ Career history:

Manager - Management Consulting, KPMG China, China  
Training Manager, Verizon Connect, China  
Trainer, Shanghai OnStar, China

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## ■ Education highlights:

MBA, Warwick Business School, UK

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)  
English (fluent)

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## ■ Career achievements:

Led a team of nine on a sales incentive project for a premium German car manufacturer, covering more than 500 Chinese dealerships nationwide and 1,000 incentive programmes, resulting in £400 million delivered incentives.

Independently won a management consulting business contract, valued at £100,000, through a solid client relationship. Rewarded for demonstrating insight into digital transformation of cars and professional expertise in the connected-car sector.

Managed a vendor's training team of eight for a telematics service operation centre, ensuring 90% pass rate for each training class and high standards of customer satisfaction.

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# Jing Li

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## ■ Career history:

Senior Business Development Manager, Homa Games, France  
Senior Publisher Manager, Bidmotion, France  
Senior Sales Support Manager, Taptica, China and Israel  
Overseas Business Development Manager, Yeahmobi, China and India

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## ■ Education highlights:

MBA, Warwick Business School, UK  
MSc, Business (Behavioural Science), Warwick Business School, UK  
Bachelor's degree, Marketing, University of Liverpool, UK

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)  
English (fluent)  
French (basic)

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## ■ Career achievements:

Created a hyper casual games community with 100 top mobile game developers in China, enabling Homa Games to launch in the Chinese market and increase brand awareness in China. Through moving into the USA and European markets, Homa Games generated up to US\$1 million revenue per month for both game developers and the company.

Led a local supply team of five in China to support Taptica's HQ mobile ad platform in Tel Aviv, which contributed over US\$10 million revenue for the digital ad business.

Established a local office in India for Yeahmobi, a mobile marketing company, which enabled it to work with over 80% of mobile app companies in the Indian market and accounted for over 50% of total revenue from 2015 to 2017.

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# Liu Liu

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## ■ Career history:

R&D Controller, Faurecia Co. Ltd, China

Financial Analyst, GE Healthcare Co. Ltd, China

Controller, Siemens Co. Ltd, China

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## ■ Education highlights:

MBA, Warwick Business School, UK

Master's degree, Enterprise Management, Donghua University, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)

English (fluent)

French (basic)

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## ■ Career achievements:

Led and managed the five-year financial strategy plan, budget and rolling forecast of an R&D centre with a yearly 100 million Chinese yuan development cost, and four billion Chinese yuan in sales.

Established new policies and models to optimise internal controls. Developed a financial model to evaluate the potential risk of development assets and restructured the working hours control process, which improved staff working efficiency by 20%.

Trained R&D controllers of other sub-divisions in China and supported the establishment of a finance department in a new R&D centre, to ensure they could work independently.

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# Xiaoqian Liu

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## ■ Career history:

Chief Financial Officer, Youde Holdings Group, China

Vice President and Chief Financial Officer, Zhongmeng Health Industry Group Co. Ltd, China

Head of Media Operations, Zhongmeng Health Industry Group Co. Ltd, China

Chief Human Resource Officer, Zhongmeng Health Industry Group Co. Ltd, China

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor's degree, Accounting, Jiaozuo University, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)

English (fluent)

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## ■ Career achievements:

Established a financial team of more than 70, to provide the enterprise with reasonable cash flow and information decisions.

Standardised the management mode of the market and chain stores, changed from sales leading to brand and value driven, and increased the number of loyal customers by 60%.

Selected and recruited more than 2,000 applicants, over 50% of whom were promoted to middle and senior management.

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# Oliver Lomer

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## ■ Career history:

Senior Marketing Manager, Sungard AS, UK  
Propositions Manager - Security, Major Corporate & Public Sector, BT Plc, UK  
Propositions Manager - Major Corporate, BT Plc, UK  
Graduate Scheme, BT Plc, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Law (LLB), King's College London, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)  
Indonesian (intermediate)

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## ■ Career achievements:

Led a comprehensive content refresh to equip sales teams with the tools needed to increase sales. Over 50 datasheets were updated, a podcast launched, and two white papers authored and presented at events, generating seven leads.

Delivered content and training for a cross-border campaign, across Europe and North America, to reinvigorate the core product set and support business-wide transformation. Contributed to strong quarterly financial performance.

Developed messaging and proposition for a flagship security campaign that aimed to establish a foothold in the growing market of cybersecurity. Generated £10 million pipeline and won an award for best campaign.

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# Nikhil Londhe

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## ■ Career history:

Business Relationship Manager, Tata Consultancy Services Ltd, UK

Manufacturing IT Consultant, Tata Consultancy Services Ltd, The Netherlands

Business Development Manager, Larsen & Toubro Ltd, India

Project Manager, Larsen & Toubro Ltd, USA

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Engineering, Instrumentation & Control, Vishwakarma Institute of Technology, India

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## ■ Nationality:

Indian

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## ■ Languages:

Marathi (native)

English (fluent)

Hindi (fluent)

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## ■ Career achievements:

Built and maintained business relationships for a £17 million annual revenue manufacturing and supply chain portfolio at the largest manufacturing vertical account at Tata Consultancy Services (TCS) UK. Achieved 3% quarter on quarter growth in revenue for the 2019-20 financial year.

Led the transition of more than 60 IT projects (including business transformation), which increased TCS' revenue by US\$5.5 million at the Netherlands based lithography innovation leader. Awarded an appreciation certificate from the customer's IT director for outstanding contribution.

Managed business development and consulting functions for Indian and global accounts at TCS. Achieved 15% year on year revenue growth with the addition of six new customers over a period of six years.

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# Zheng Lu

[linkedin.com/in/zhenglu716](https://www.linkedin.com/in/zhenglu716)

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## ■ Career history:

Content Operations Expert, Alibaba, China  
User Operations Expert, Alibaba, China  
Chief Operating Director, Weli Technology Ltd, China  
Overseas Operations Manager, Cheetah Mobile, China

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Science, Educational Technology, Southwest University, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)  
English (fluent)  
Japanese (basic)

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## ■ Career achievements:

Led a team of 10,000 to hold Alibaba's online shopping festival by assigning operation tasks, attracting investment and commercial advertisements, and trouble-shooting issues, contributing to an extra transaction totaling 30 billion Chinese yuan.

Launched a new community product and designed an incentive system, which can automatically assign tasks to users and reward them when they reach particular conditions. Led to a 45% increase in operational efficiency.

Researched and created an automatic content recommendation system, providing subscriber preferred information based on different characteristics, successfully increasing subscription by 70% and tripling monthly revenue to 10.9 million Chinese yuan.

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# Samar Malik

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## ■ Career history:

Senior Events & Brand Marketing Manager, World Forum Disrupt, UK  
Creative Director, Table Tassels, UK  
Project Coordinator, The Royal Society of Medicine, UK  
Conference Coordinator - Institutional Investor, Euromoney, USA

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## ■ Education highlights:

MBA, Warwick Business School, UK  
PGC, International Business, Mountbatten Institute, USA  
BA, English Literature, Queen Mary University of London, UK

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## ■ Nationality:

British  
Pakistani

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## ■ Languages:

Urdu (native)  
English (fluent)  
Punjabi (fluent)  
Arabic (basic)

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## ■ Career achievements:

Led the event and partnerships strategy for global technology events in strategy, innovation, product management and media in the USA, UK and Australia. Established partnerships with brands including Google, Airbnb, Uber and Microsoft, which reduced overall business costs by 60% per event.

Conceptualised and launched the Women in Media series in Los Angeles, inspiring over 200 senior level female executives in the USA for personal and career development. Introduced the Human Innovation series that focused on culture, diversity and inclusion in San Francisco, attracting partnerships with brands such as Workday, WeWork and Health-Ade.

Founded Table Tassels, a luxury linen hire business. Designed and developed the brand identity, grew the client base by 20% in the first year and worked with luxury vendors and clients in the UK such as Claridges Hotel, The Arts Club, Tony Marklew and Lionel Richie.

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# Giacomo Martinelli

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## ■ Career history:

Area Sales Manager, Andreotti Impianti S.p.A., Italy  
Export Area Manager, Farid Industrie S.p.A., Italy  
Financial Controller, Farid Industrie S.p.A., Italy

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Professional Course, Advanced Imports/Exports, Centro Estero  
Piemonte, Italy

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## ■ Nationality:

Italian

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## ■ Languages:

Italian (native)  
English (fluent)  
French (basic)

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## ■ Career achievements:

Successfully launched a niche range of waste vehicles, designed to cope with the metropolitan narrow road layout, into the Scandinavian market. Generated 20% increase in revenue.

Initiated and secured a new distributor contract for the Australia and New Zealand markets, reducing reliance on orders from less economically and politically stable countries. Delivered an additional yearly 5% cash flow for the company.

Part of the Italian rowing national team and selected for the Youth World Rowing Championship after winning five gold medals in Italian championships in youth, senior B and senior A categories.

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# Vinamra Mathur

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## ■ Career history:

Business Operations Consultant, ZS Associates, India

Business Operations Associate Consultant, ZS Associates, India

Business Operations Associate, ZS Associates, India

Network Engineer, Ericsson India Global Services Pvt Ltd, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Engineering, Electronics and Communication Engineering, Birla Institute of Technology, India

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## ■ Nationality:

Indian

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## ■ Languages:

Hindi (native)

English (fluent)

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## ■ Career achievements:

Led a team of five to develop an application that identifies brands at risk of price reductions at any time during the year, and enables anticipation of price protection strategies. US\$140 million worth of risk was highlighted for a three-year timeframe and mitigation plans were undertaken by the clients.

Led an innovation to develop an R/Shiny based self-serve analytics platform for analysing market research studies that was sold to Pharmicare and FMCG sectors. ZS earned US\$1 million through licenses while saving 50% of time effort of the employees.

Identified the inefficiencies in the supply chain forecasting models of six brands of a leading pharmaceutical company and developed a robust stochastic risk simulator to reduce the stock-outs, increasing the overall net revenue of the brands by US\$20 million in the next financial year.

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# Mikhail Mbelase

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

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## ■ Career history:

Technical Consultant, Hewlett Packard Enterprise, Kenya  
Partner Relationship Manager, Hewlett Packard Enterprise, Kenya

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BSc, Electronic and Computer Engineering, JKUAT, Kenya  
BSc, Electrical and Electronic Engineering, JKUAT, Kenya

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## ■ Nationality:

Kenyan

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## ■ Languages:

Swahili (native)  
English (fluent)

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## ■ Career achievements:

Coordinated HPE service implementation projects in Kenya and the English-speaking Africa countries. Successfully installed and configured new equipment for HPE customers in the region, which led to an expansive client footprint in the market.

Managed technical support contracts to ensure all customer business-critical systems were adequately covered. Proactively responded to IT infrastructure risks in assigned accounts, which improved customer SLA turnaround times and client retention rates.

Identified and on-boarded two new HPE networking partners who grew networking revenue by 40% year-to-year. Introduced technical training workshops for these business partners to enable them to certify and emerge as the first platinum-level accredited partners in Africa.

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# Josh McGowan

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## ■ Career history:

Senior Consultant, On Center Consulting, USA  
Director - Technology Product Delivery, Safe Systems, USA  
Director - Technology Director, NSN Management, USA  
Special Projects Manager, NBI Services, USA

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Arts (Magna Cum Laude), Biblical Studies, Bryan College, USA

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## ■ Nationality:

American

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## ■ Languages:

English (native)

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## ■ Career achievements:

Directed three technology support teams, comprised of 50 team members and three team leads, supporting 25,000 client endpoints. The team met over 99% of SLA metrics and attained 4.8 out of 5 in customer satisfaction scores, whilst addressing the highest ticket count in company history.

As the second employee in a start-up consultancy, partnered with each client to design strategic technology improvements. Increased organisational revenue by over 150% through pre-sales technical support, whilst managing technical support and process design.

Assessed, redesigned and led an IT Managed Services organisation with 25 team members to transform from operating at a revenue net loss of 30% to a net 30% positive.

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# Ting Meng

[linkedin.com/in/tingmeng2115](https://www.linkedin.com/in/tingmeng2115)

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## ■ Career history:

Key Account Manager, SMOORE INTERNATIONAL HOLDINGS Ltd, China

International Sales Representative, Unilumin Group, China

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Arts, English Language and Literature, Sichuan University (SCU), China

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## ■ Nationality:

Chinese

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## ■ Languages:

Mandarin (native)

English (fluent)

Spanish (basic)

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## ■ Career achievements:

Led three team members to pitch LED visual solutions in an emerging overseas market. Built offline sales channels via establishing relationships with local distributors and retail stores to run brand promotion and marketing. Resulted in an average sales performance of US\$1.5million per year and local market share increase of 15%.

Worked as a key account manager to strategically run market maintenance and development through integrating internal and external resources. Utilised sales data and information to do market analysis and contributed to the decision-making on sales strategy and market exploiting. Led to deeper customer relationships and 10% increase on annual revenue.

Led five team members to restructure the daily operations flow with each key account department, including simplifying communications. Resulted in more efficient and effective communication, with customer satisfaction improving 20% compared to the previous record.

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# Manjushree Mohapatra

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

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## ■ Career history:

Project Leader, Tata Consultancy Services Ltd, UK  
Team Lead, Tata Consultancy Services Ltd, Mexico  
Intern, Tata Consultancy Services Ltd, India

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Engineering, Bharati Vidyapeeth's College of Engineering for Women - Pune University, India

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## ■ Nationality:

Indian

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## ■ Languages:

Hindi (native)  
English (fluent)  
Spanish (basic)

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## ■ Career achievements:

Led a team responsible for designing and developing a trading application, to analyse the real time limits monitoring of settlement and potential exposure. The application was implemented with the latest technological features to enhance accuracy, data analytics capabilities, and user experience.

Managed a culturally diverse and distributed team located in North America, Asia, Europe and the UK. Achieved effective communication, social collaboration, up scaling and talent retention.

Implemented technological enhancements to improve performance and reporting transparency in legacy tools used for credit risk analytics. Improved performance reduced analysis time by up to 70%. Improved reporting transparency and made analysis more accurate, mitigating the risk of credit loss.

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# Anna Abraham Mulamoottil

[linkedin.com/in/anna-abraham-mulamoottil](https://www.linkedin.com/in/anna-abraham-mulamoottil)

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## ■ Career history:

Educator, CMR National Public School, India

Operations and Relations Manager, Teapoy Mutiny, India

Associate Programme Facilitator, Headstreams, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

Master of Arts, Development, Azim Premji University, India

Bachelor of Arts, English, University of Madras, India

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## ■ Nationality:

Indian

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## ■ Languages:

Malayalam (native)

English (fluent)

Hindi (intermediate)

Tamil (basic)

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## ■ Career achievements:

Led a team to develop and implement learning using the 'Arivu Disha' educational app in 24 government schools across Karnataka, India. The 60% improvement in literacy in a single year won the 'NASSCOM Social Innovation Award in Education' in 2017.

Led digital transformation for an international educational conglomerate. The creation and integration of various digital academic and testing platforms led to an overall increase in language, science and math scores on standardised national tests, enabling a 20% increase in enrolment the next year.

Integrated the operations and marketing strategy for a hospitality company to increase customer loyalty, enabling the company to achieve its sales and ESG goals. An increase of 75% on the P&L was reported along with a CSR project where 80% of beneficiaries reported a marked improvement in the standard of living.

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# Gabriela Murillo Alencaster

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

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## ■ Career history:

Intermediate Distillates Trading Supervisor, P.M.I. Comercio Internacional S.A. de C.V., Mexico

Residuals and Petrochemicals Maritime Operations Supervisor, P.M.I. Comercio Internacional S.A. de C.V., Mexico

Residual Products Operations Analyst, P.M.I. Comercio Internacional S.A. de C.V., Mexico

Petrochemicals Operations Analyst, P.M.I. Comercio Internacional S.A. de C.V., Mexico

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## ■ Education highlights:

MBA, Warwick Business School, UK

BBA (Hons), International Business Administration, Universidad Iberoamericana, Mexico

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## ■ Nationality:

Mexican

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## ■ Languages:

Spanish (native)

English (fluent)

French (intermediate)

Chinese (basic)

Portuguese (basic)

Mexican sign language (basic)

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## ■ Career achievements:

Successfully avoided US\$2 million financial risk by negotiating contractual deferment of short and long-term intermediate distillate purchases for Mexican supply, due to Covid-19 pandemic market changes.

Identified and evaluated an alternative commercial opportunity that resulted in a US\$3 million cost reduction to the company, saving 64% of the budgeted expenses.

Achieved 30% annual savings by developing and leading an expenses control project for the operation of a terminal contract, and identifying and eliminating unnecessary costs.

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# Omkar Nakhate

[linkedin.com/in/omkar-nakhate](https://www.linkedin.com/in/omkar-nakhate)

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## ■ Career history:

Project Manager, IBM Middle East, UAE  
Technical Lead and Architect, IBM Middle East, UAE  
Data Migration Lead, IBM Middle East, UAE  
System Integration Architect, IBM Middle East, UAE

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Engineering, Electronics Engineering, Shivaji University, India

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## ■ Nationality:

Indian

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## ■ Languages:

Marathi (native)  
Hindi (native)  
English (fluent)  
German (intermediate)

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## ■ Career achievements:

Spearheaded the digitisation of environment, health and safety processes for the world's fifth largest aluminium smelter project, valued at US\$5 million. Managed a team of 15 consultants to roll out mobile applications for 7,000 employees.

Led a team of 30 technical experts to deliver the merger of two major aluminium manufacturing plant's SAP systems during a US\$12 million project, with near zero business downtime at go-live to minimise financial impact.

Managed a team of 15 technical and data consultants to integrate the UAE Armed Forces' distributed systems during a digital transformation project valued at US\$24 million, to accelerate executive decision-making.

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# Jose Navarro

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

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## ■ Career history:

Senior Associate, Duff & Phelps LLC, Mexico

Senior Analyst, FGA Investment Banking, Mexico

Investment Banking Senior Analyst, Corporate Finance  
Services Mexico, Mexico

Corporate Banking Analyst, Grupo Financiero Banorte - S.A.B.  
de C.V., Mexico

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## ■ Education highlights:

MBA, Warwick Business School, UK

BA, Economics and Finance, Tecnologico de Monterrey, Mexico

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## ■ Nationality:

Mexican

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## ■ Languages:

Spanish (native)

English (fluent)

French (basic)

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## ■ Career achievements:

Completed diverse financial modeling valuations and due diligence for M&A transactions in a range of industries, including finance, real estate, energy and infrastructure, and retail and technology, being directly involved in closing transactions for over US\$100 million.

Implemented a multinational consulting project in the oil and gas field with a value over US\$3 billion. Coordinated with companies and governments from America, Europa and Asia, which led to the sale of a 25% stake in the project to a third party, ensuring the financial stability of the client.

Managed a team of five analysts in the negotiations of a joint-venture consulting project with Pemex (Mexico's state-owned petroleum company), to reach a US\$60 million contract, which grew Duff & Phelps annual revenue by approximately 20%.

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# Everitt Newton

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

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## ■ Career history:

Global Account Director, Argyle/DG3 North America, USA  
Associate - Investment Banking, Dealogic (Carlyle Group), USA  
Business Account Director, Apple Inc, USA

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BA, Communication, University of New Hampshire, USA  
AS (Honours), Business Management, University of New Hampshire, USA

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## ■ Nationality:

American

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## ■ Languages:

English (native)

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## ■ Career achievements:

Directed a global team to provide investor communication services including advisory, design, SEC filing, printing and distribution to transfer agents and external channels. The team's superior service captured over US\$6 million in revenue for fiscal year 2020.

Managed advisory process with C-level executives at Fortune 250 companies. Refined client communication strategies around key shareholder themes which included purpose, strategy, performance and ESG, resulting in US\$1 million revenue increase year-over-year.

Led Argyle's new strategic sustainability initiative. Worked with senior leaders and cultivated strong client relationships, decreasing turnover and increasing revenue by 200%.

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# Gim Geok Ng

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

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## ■ Career history:

Founder and Managing Director, GGN Consulting Ltd, UK  
Clinical Research Veterinarian, Philip Morris International, Singapore

Clinical Research Veterinarian, National University of Singapore, Singapore

Companion Animal Veterinarian, Vetlife, New Zealand

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## ■ Education highlights:

MBA, Warwick Business School, UK

MRCVS, Royal College of Veterinary Surgeons, UK

Bachelor of Veterinary Science (BVSc), Massey University, New Zealand

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## ■ Nationality:

Singaporean

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## ■ Languages:

English (native)

Mandarin (fluent)

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## ■ Career achievements:

Started a consultancy business to fulfil a market niche in the delivery of small animal veterinary services in the UK. Established and maintained close relationships with clients and managed long-term repeat contracts with them.

Accelerated income generation for the consultancy business to increase revenue by 33% within a year by sourcing for alternative income streams, without sacrificing business practices and personal goals.

Identified knowledge gaps within the team of veterinary technicians in Philip Morris International Research Labs. Set up and conducted a lecture series to improve staff engagement and research outcomes.

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# Oluwabukola Odunaiya

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

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## ■ Career history:

Trade Marketing and Communications Specialist Africa,  
Multichoice Nigeria, Nigeria

Senior Account Executive, EXP Marketing Agency, Nigeria

Account Executive, Oracle Experience Agency, Nigeria

Marketing Assistant, Forbes Africa Magazine, Nigeria

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## ■ Education highlights:

MBA, Warwick Business School, UK

Professional Diploma, Marketing (Level 6), Chartered Institute  
of Marketing, UK

BSc (Hons), Mass Communication, University of Lagos, Nigeria

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## ■ Nationality:

Nigerian

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## ■ Languages:

English (native)

Yoruba (fluent)

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## ■ Career achievements:

Proposed and launched the SME package which contributed 25% more revenue to the total departmental budget of US\$23 million. This became the highest grossing single media package to be launched.

Developed a barter relationship package with key stakeholders in the media industry, which contributed to the reduction of marketing spend by 50% while still maintaining premium standards in marketing and communications delivery.

Achieved half year key deliverables including business revenue generation of 300 million Naira by successfully increasing the unit's client portfolio from three to five.

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# Yoma Okwa

[linkedin.com/in/yoma-okwa](https://www.linkedin.com/in/yoma-okwa)

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## ■ Career history:

Senior Associate, Eleva Group, Nigeria  
Account Manager, Siemens Nigeria Ltd, Nigeria  
Contract Manager, Siemens Turbomachinery Ltd, UK  
Project Manager, Siemens Turbomachinery Ltd, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Managing Successful Programmes (MSP) Practitioner, Axelos, UK  
Level 3 Award, Institute of Leadership & Management, UK  
BEng (Hons), Electrical & Electronics Engineering, University of Bath, UK

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## ■ Nationality:

British  
Nigerian

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## ■ Languages:

English (native)

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## ■ Career achievements:

Founded a children's book business in Nigeria that now has over 120 individual customers and is pioneering a subscription model. The book club has also worked with 10 schools to fundraise for new books and organise local author visits and book fairs to celebrate world book day.

Led a strategic bid proposal to the Federal Government of Nigeria, for an LNG to power project, which has an initial capital outlay of over US\$1billion and aims to eliminate gas flare by 2030.

Negotiated and successfully executed a contract in Bangladesh worth over £2 million to optimise power generation and significantly improve the production of aluminium roofing sheets at the customer's plant.

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# Ravikumar Patel

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

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## ■ Career history:

Consultant Clinical Cardiologist, Zydus Hospitals & Healthcare Research Pvt Ltd, India

Registrar - Cardiology Department, Health Care Global (HCG) Hospitals Pvt Ltd, India

Emergency Physician, GVK EMRI (Emergency Management and Research Institute) 108 Services, India

Co-Founder, The Bakers Studio, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

Postgraduate Diploma, Clinical Cardiology, Bankers Heart Institute, India

MBBS, Government Medical College, India

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## ■ Nationality:

Indian

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## ■ Languages:

Gujurati (native)

English (fluent)

Hindi (fluent)

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## ■ Career achievements:

Established and led a Clinical Cardiology Department comprising four doctors and 15 paramedic staff at Zydus Hospitals. Extended the scope of clinical cardiology services and established them 24/7, increasing the number of procedures threefold within two years.

Teamed up with government community health centres to provide a super speciality OPD service at minimal charge, providing thousands of rural patients with access to secondary and tertiary care within their communities. Conducted monthly sessions to 30 - 40 patients in the last three years.

Designed and implemented an algorithm for strict emergency response protocols, as per international guidelines, to help emergency medical technicians provide optimum services to patients in emergency. Reduced redundant calls to duty doctor by 85%.

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# Preeti Patil

[linkedin.com/in/preetipatil333](https://www.linkedin.com/in/preetipatil333)

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## ■ Career history:

Assistant Manager, Bank of Baroda, India  
Tutor, SESL Edutech Start-up, India

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Postgraduate Diploma, Banking & Finance, Manipal University, India  
Bachelor of Management Studies, Finance, St. Xavier's College, India

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## ■ Nationality:

Indian

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## ■ Languages:

Marathi (native)  
English (fluent)  
Hindi (fluent)

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## ■ Career achievements:

Coordinated with multiple teams to build the firm's invoice discounting platform, to finance the working capital credit requirement of small and medium enterprises (SMEs). Onboarded over 100 SMEs within one year of launch and created book size of £13 million.

Managed key corporate clients such as Amazon and Flipkart (subsidiary of Walmart), conducted credit underwriting of the vendors of the e-commerce platforms and created the loan book of £5.54 million.

Contributed to the development of banking products and strategic partnerships that cater to the requirements of new businesses, resulting in launch of start-up branches in 15 cities across India.

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# Carol Pebe

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

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## ■ Career history:

Investment Specialist, Ministry of Education, Peru  
Management Analyst, Presidency of the Council of Ministers, Peru  
Investment Assistant, Ministry of Education, Peru  
Project Consultant, Private Investment Promotion Agency, Peru

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Corporate Finance Specialisation Programme, Pacifico Business School, Peru  
Project Management Professional, Project Management Institute, USA  
Bachelor's degree, Economics, Universidad del Pacífico, Peru

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## ■ Nationality:

Peruvian

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## ■ Languages:

Spanish (native)  
English (fluent)

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## ■ Career achievements:

Led a team of public servants to create the first ever multi-year investment report of public private partnerships in the Ministry of Education, which promoted £500 million of investments for the execution of 47 schools, benefitting 80,000 Peruvian students.

Developed a first of its kind project management tool that reported key information to national government leaders about 26 prioritised infrastructure projects, totalling £12 billion. Contributed to project delivery by improving leaders' prompt response to bottleneck solving.

Successfully implemented a project control dashboard that reported alerts and risks over critical path milestones. Resulted in a 50% decrease in projects' evaluating time and in the technical and economic feasibility of the first three high-performance school projects in the Ministry of Education.

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# Yue Peng

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

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## ■ Career history:

Regional Product Manager, BSH (China) Co. Ltd, China  
Partner, Caichao Trade Co. Ltd, China  
Senior Training Consultant, English First Education Group, China

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Engineering, Transportation, Shanghai Maritime University, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)  
English (fluent)

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## ■ Career achievements:

Developed and implemented the marketing strategy for Siemens Tumble Dryers, which led to approximately 200% performance growth every year and the award for Outstanding Employee of BSH (China) in 2016.

Formulated the marketing strategy for a new series of Siemens refrigerators, which led to the final sale share of 15% (5 million Chinese Yuan) in Siemens refrigerators in Beijing within three months. Won BSH (China) third place for cooling product management in 2017

Analysed consumer demands to create targeted marketing campaigns, which increased sales by 10% and established BSH (China) as the top supplier of laundry products in 2017.

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# Joshua Perry

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

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## ■ Career history:

Founder and Director, Our Common Future Consulting,  
Remote, UK  
Sustainability Coordinator, Australia Post, Australia  
Corporate Social Investment Coordinator, BP, Australia  
Food Policy Officer, Co-op Food, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Arts, Anthropology, Durham University, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)  
Spanish (basic)

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## ■ Career achievements:

Improved performance of a national committee supporting BP's commitments to Indigenous Australians, through restructuring and the introduction of accountability measures. This resulted in BP holding its largest ever National Reconciliation Week observation.

Rallied support for Co-op Food's first business-wide Sustainability Plan by presenting at and incorporating feedback from a series of engagements with key internal and external stakeholders, resulting in its successful launch.

Successfully partnered more than 130 local charities with more than 25 Tesco stores, as part of coordinating the roll out of an innovative scheme across the North of England that saved thousands of tonnes of food wastage in six months.

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# Gangjian Qing

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

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## ■ Career history:

Product Manager, GAC R&D, China

Product Marketing Supervisor, GAC FCA, China

Product Development Engineering, Geely, China

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor's degree, Automobile Electronic Control, Jilin University, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)

English (fluent)

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## ■ Career achievements:

Responsible for implementing the market entry plan of the GAC brand, aimed at the Middle-East market (GCC). Made the product entry road map for the company and the first dealer shop was established in Saudi in 2018.

Responsible for revising the product planning work process. Consolidated a whole structure of theory, method and framework for GAC's product planning business.

Successfully launched a new product project, aimed at a niche market of young and sporty in China. Implemented the project and the new model car launched in November 2020.

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# Xiao Yan (Jenna) Qiu

[linkedin.com/in/jenna-qiu](https://www.linkedin.com/in/jenna-qiu)

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## ■ Career history:

General Manager - International Sales, Beukay Cosmetics, China

Manager - Sales Department, Interfila Cosmetics, China

Operational Marketing Specialist, Interfila Cosmetics, China

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor's degree, English language, Shanghai Ocean University, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)

English (fluent)

Japanese (intermediate)

Italian (basic)

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## ■ Career achievements:

Established and grew the sales department from three to 28 and optimised the teams into three streams: sales, project development, and customer service. This enabled each team to focus on their targets, which enhanced the customer experience.

Led the international sales team to achieve the annual sales revenue target of approximately £42 million, exceeding the sales budget by 30%.

In one year, developed over 200 new cosmetic projects with leading global brands including L'Oréal, Estee Lauder, Coty and Shiseido and achieved 98% on-time-in-full delivery rate for the goods to customers.

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# Moneeb Rafique

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

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## ■ Career history:

Project Manager, Mace Group Ltd, UAE  
Project Manager, Faithful + Gould, Qatar  
Assistant Project Manager, WS Atkins, UK and Qatar  
Assistant Project Manager, Network Rail, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
MSc, Construction Management, University of Birmingham, UK  
BSc (Hons), Construction Project Management, Aston University, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)  
Urdu (fluent)

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## ■ Career achievements:

Led the high impact fast tracked 50 million Emirati dirham programme for a multipurpose exhibition facility in a prime Dubai location. Project managed and developed the delivery strategy, which included kick-off, design, delivery, and commissioning and handover of an operational facility to the client for the planned opening.

Developed strategy and execution plans for WS Atkins on the Doha Metro Major Stations DVE project. Analysed our financial position to determine scope for negotiations whilst engaging with internal stakeholders. Agreed contract settlement to the value of 27 million Qatari riyal.

Analysed and participated in the core practices of targeting business opportunities. Developed proposals based on the client's evolving requirements, ultimately securing the award of an 18-month contract extension on the National Health Laboratories project for F+G.

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# Alberto Ranedo

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

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## ■ Career history:

Store Manager, Caffè Nero Group Holding Ltd, UK

Business Banker, Sabadell Group Plc, Spain

Analyst, BBVA Research, Spain

Financial Planning Analyst, Ursa Insulation (Uralita Group Plc), Spain

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## ■ Education highlights:

MBA, Warwick Business School, UK

MSc, Finance, CUNEF, Spain

BSc, Economics, Leon University, Spain

BSc, Business Administration, Leon University, Spain

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## ■ Nationality:

Spanish

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## ■ Languages:

Spanish (native)

English (fluent)

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## ■ Career achievements:

Managed a store with six team members and revenue over £200,000. Through forecasting and budgeting sales and analysing P&L, increased the profitability of the store by 10% and introduced a new procedure of waste and margin control, reducing costs by 20% for the company.

Coached four team members to become Assistant Managers and one Manager in Training, which enabled internal promotions and avoided external recruitment costs, resulting in a positive impact for the company and decreasing the overall staff turnover by 90%.

Successfully implemented a new ordering and stocktaking system, CrunchTime, in our area by being the first store in the North-West to trial it, providing active training, coaching, on-site team supervision and key feedback for future nationwide company roll-out.

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# Joe Renny

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

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## ■ Career history:

Associate Principal Scientist, CatSci Ltd, UK

Vice Chair and General Election Coordinator, 2017 General Election - Croydon Central, UK

Senior Chemist, The Dow Chemical Company, Netherlands and USA

Postdoctoral Research Associate, Cornell University, USA

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## ■ Education highlights:

MBA, Warwick Business School, UK

PhD, Physical Organic Chemistry & Catalysis, University of Bristol, UK

MSci (Hons), Chemistry with Industrial Experience, University of Bristol, UK

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## ■ Nationality:

British

Italian

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## ■ Languages:

English (native)

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## ■ Career achievements:

Led CatSci's first project with a multi-billion dollar pharmaceutical company, resulting in the development of a chemical process for the manufacture of a Cystic Fibrosis drug. Achieved seamless tech-transfer and significant process savings by reducing the amount of precious metal catalyst needed by more than 50%.

Co-led, planned and coordinated the successful 2017 General Election campaign in Croydon Central. Engaged party-wide stakeholders to grow and train the member base from a handful of people to more than 1,000 volunteers. A vote loss of 165 was overturned into a 5,652 vote majority.

Collaborated with teams across the EU, USA and Korea at Dow, addressing projects spanning every phase of research from proof-of-concept studies to product improvement, resulting in patent filings for olefin polymerisation catalysts and a nanofabrication process for transparent conducting materials.

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# Jeanne Roboh

[linkedin.com/in/jeanne-robobh](https://www.linkedin.com/in/jeanne-robobh)

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## ■ Career history:

Royalties Administrator, Above Board Distribution, UK  
Online Sales Coordinator, Flashback Records, UK  
Label & Royalties Coordinator, Phonica Records, UK  
Events Assistant, Orchestras For All, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BBA, Entrepreneurship, ESSEC Business School, France

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## ■ Nationality:

French

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## ■ Languages:

French (native)  
English (fluent)  
Italian (intermediate)

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## ■ Career achievements:

Created a royalties department to streamline the collection of royalties, and managed two members of staff. The new processes minimised human error, consolidated the analysis and reporting for physical and digital sales, and integrated cost reporting.

Implemented a new royalty accounting software called Curve that increased turnaround time for sending statements by 6,000% and offered labels a direct and personalised access to their monthly artist and distribution analytics.

Raised £11,000 for UNICEF Syria Emergency Fund by curating and promoting a musical performance by up-and-coming DJs from London, promoting independent electronic music.

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# Aldo Andrei Ruiz Bustos

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

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## ■ Career history:

Co-Founder and CEO, Linkers Latam, Peru

Innovation and Entrepreneurship Coordinator, Concytec  
(National Council of Science, Technology and Innovation),  
Peru

Programme Manager, Bioincuba (Company of Universidad  
Peruana Cayetano Heredia), Peru

Project Executive, Universidad Nacional Mayor de San Marcos,  
Peru

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## ■ Education highlights:

MBA, Warwick Business School, UK

BEng, Industrial Engineering, University of Lima, Peru

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## ■ Nationality:

Peruvian

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## ■ Languages:

Spanish (native)

English (fluent)

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## ■ Career achievements:

Founded and directed 'Linkers Latam', a community of startups to promote innovation and entrepreneurship in Peru and Latin America, which now has more than 100 members and has launched three programmes to support entrepreneurs. Won the 'LIF Community Grant' from the UK Royal Academy of Engineering.

Implemented a US\$6 million project with the World Bank to accelerate the commercialisation of 100 startups in the country. Conducted the project including design and operations. Led the project dissemination, reaching more than 70 institutions from the Government and entrepreneurship ecosystem.

Managed a programme to build entrepreneurial capacities in researchers. Created a communications campaign and coordinated with local and UK organisations to deliver promotion events. Resulted in 28 researchers gaining funding and access to a network of 17 countries across the world.

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# Israel Sanchez Pena

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

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## ■ Career history:

Junior Digital Manager, Deloitte, Spain  
Senior Digital Consultant, Deloitte, Spain  
Digital Consultant, Deloitte, UK  
Finance Planning Analyst, Coca Cola Company, Panama

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## ■ Education highlights:

MBA, Warwick Business School, UK  
MSc (Hons), Operational Research and Consulting, Strathclyde University, UK  
Diploma, Data Analysis and Computer Science, Afi School of Finance, Spain  
BSc, Business Economy and Statistics, Metropolitan University, Venezuela

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## ■ Nationality:

Spanish  
Venezuelan

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## ■ Languages:

Spanish (native)  
English (fluent)

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## ■ Career achievements:

Led a consulting team of eight, involving thirteen countries, in a €1.2 million financial and digital transformation project of a multinational telecommunication company, to transform its financial department from a traditional operating system to a data driven-system.

Designed and implemented a strategic financial plan to raise funds for operations and investments required to develop an AAA MMO video game. A total of €860,000 was raised. The Alpha version was released in May 2020, and it is planned to hit the European market by December 2020.

Assisted a team of three to improve the data analysis system for the financial reporting process of a FMCG company, to optimise the operation and sales department's decision making. This transformation led to a US\$89,000 saving.

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# Yuv Kunwar Singh Sandhu

[linkedin.com/in/yuv-kunwar-sandhu](https://www.linkedin.com/in/yuv-kunwar-sandhu)

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## ■ Career history:

Commercial Manager, Freight Logistics Ltd, UK  
Business Development Manager, Freight Logistics Ltd, UK  
Strategic Consultant, VRA Shipping LLC, UAE  
Business Development Manager, VR Logistics Ltd, India

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BSc (Hons), Hospitality and Hotel Administration, IHM New Delhi, India

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## ■ Nationality:

British  
Indian

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## ■ Languages:

Hindi (native)  
Punjabi (native)  
English (fluent)

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## ■ Career achievements:

Conceptualised and developed a 4,000-tonne capacity vessel fortnightly sailing route between Trana - Agentes de Navegação Ida (Porto, Portugal) and Freight Logistics Ltd (Liverpool, UK). Achieved almost £60,000 per month in additional business.

Established VRA shipping LLC (Dubai, UAE) which generated an annual turnover of almost US\$1.5 million for the parent company, VR Logistics Ltd.

Led a delegation at the 10th Sino International Freight Forwarders Conference in China, which resulted in an agreement between Indian Forwarders and Chinese counterparts to increase credit limits by 75%.

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# Noam Schwartz

[linkedin.com/in/noam-schwartz](https://www.linkedin.com/in/noam-schwartz)

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## ■ Career history:

Associate, Lipa Meir & Co. Advocates, Israel

Junior Attorney, Israeli Ministry of Justice - Department of International Affairs, Israel

Head of a Military Unit - Professional & Training Department, Israeli Army, Israel

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## ■ Education highlights:

MBA, Warwick Business School, UK

LLB Law, City University of London, UK

Member of the Israeli Bar Association, Israel

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## ■ Nationality:

Israeli

Romanian

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## ■ Languages:

Hebrew (native)

English (fluent)

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## ■ Career achievements:

Executed transaction documents and proactively negotiated the terms of a cross border M&A, resulting in the US\$25 million acquisition of an Israeli start-up by an American tech giant.

Conducted a market regulatory study and collaborated with a leading European consulting firm, for the incorporation of a subsidiary of a publicly traded Israeli corporation in Spain. Resulted in job creation, enhanced sales in Europe and improved marketing activities in the European market.

Developed and designed a comprehensive training scheme for the use of advanced military equipment within an Israeli army unit consisting of 150 soldiers, which resulted in a successful utilisation of the equipment by all the soldiers in the unit.

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# Daniel Sekoni

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

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## ■ Career history:

Executive Assistant Manager, Radisson Hotels, Sierra Leone  
Director of Sales & Marketing, Radisson Hotels, Sierra Leone  
Director of Sales & Marketing, Starwood Hotels, Nigeria  
Sales Manager/IT Manager, Starwood Hotels, Nigeria

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BSc (Hons), Geography & Environmental Management,  
University of Port Harcourt, Nigeria

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## ■ Nationality:

Nigerian

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## ■ Languages:

Yoruba (native)  
English (fluent)  
Hausa (intermediate)  
French (intermediate)  
German (basic)

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## ■ Career achievements:

Initiated, directed and implemented strategic partnerships with suppliers and key corporate clients to reverse a three year-on-year increase in operating costs. This delivered an improved flow-through by 12% and reduced operating costs by 8% within six months.

Identified and transformed associates with no industry or functional experience, due to a market skill sets limitation, into strategic thinking, productive managers by designing and delivering training and coaching programmes to more than 15 intakes.

Developed a pricing structure as part of a business continuity plan during the Ebola epidemic economic crisis, to solve a profitability situation due to declining demand. Action resulted in a 40% market share growth, 25% RevPAR achievement and an exceeded budget by 35%.

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# Daxit Semlani

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

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## ■ Career history:

General Manager (Family Business), Arihant Garment, India

Software Engineer, Indus Valley Partners, India

City Manager - Fundraising (Volunteering), Make a Difference, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Technology, Information Technology, Veermata Jijabai Technological Institute, India

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## ■ Nationality:

Indian

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## ■ Languages:

Hindi (native)

English (fluent)

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## ■ Career achievements:

Led a cross-functional team of 20 staff at the family-run apparel business, focusing on restructuring operations and developing external partnerships with vendors and contractors. Resulted in 20% reduction in cost of goods and 40% improvement in inventory turnover ratio, increasing overall profitability by 30%.

Successfully tested and launched two new product categories and spearheaded a project to explore new B2B sales channels, attaining additional 10% sales growth year-on-year.

As a technology consultant, worked directly with a New York based hedge fund with assets under management of over \$US3 billion, being the single point of contact to the client.

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# Anuragh Seri

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

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## ■ Career history:

Lead - Production Services Management, Capgemini UK Plc, UK

Senior Application Consultant, Capgemini UK Plc, UK

Software Consultant, Capgemini UK Plc, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK

BEng (Hons), Electronic Engineering, University of Essex, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)

Telugu (native)

Hindi (basic)

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## ■ Career achievements:

Successfully delivered two new tax regimes, within a week and during the Covid-19 pandemic, resulting in 23.1 million registrations in three months and coordinated £50 billion traffic on Enterprise tax systems.

Managed over 400 interfaces of various tax regimes in the Enterprise Tax Management and Enterprise Resource Planning side of the business of UK taxation (HMRC). Delivered more than 50 high priority business solutions weekly within tight time constraints.

Automated several functionalities, which improved productivity by over 72% on repetitive and manual tasks, reduced the risk of errors to 35% and improved efficiency on reporting to the business by 95%.

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# Pranshu Sharma

[linkedin.com/in/pranshu11](https://www.linkedin.com/in/pranshu11)

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## ■ Career history:

Consultant, Ernst & Young LLP, India  
Consultant, KPMG India Pvt Ltd, India  
Senior Associate, KPMG UK LLP, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BEng, Electrical & Electronics Engineering, Rashtreeya  
Vidyalaya College of Engineering, India

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## ■ Nationality:

Indian

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## ■ Languages:

Hindi (native)  
English (fluent)

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## ■ Career achievements:

Contributed to the development of an improved go to market strategy for the services provided by the firm's advisory practice, working from client pitches and proposals to execution. Led to new business opportunities, resulting in 20% increase in revenue for the practice.

Achieved audit quality by performing deeper analysis to provide a more robust audit opinion and actionable insights, resulting in strengthening of client's internal IT controls.

Received three firm excellence awards; the first two for effectively managing various client deliverables and a client relationship that resulted in new opportunities, and the third for exemplary leadership on a client engagement of critical importance to the firm.

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# Aya Shishido

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

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## ■ Career history:

General Manager, SBI Holdings Inc, Japan

Manager, SBI Holdings Inc, Japan

Assistant Manager, SBI Holdings Inc, Japan

Administrative Staff, Sohgo Security Services Co. Ltd, Japan

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Arts, Law, Doshisha University, Japan

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## ■ Nationality:

Japanese

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## ■ Languages:

Japanese (native)

English (fluent)

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## ■ Career achievements:

Conducted 60 investor relations meetings per annum, developing and enhancing relationships with domestic and foreign institutional investors that resulted in increasing the number of sell-side analysts covering the company to six.

Coordinated a department-wide project to improve the corporate governance system by untying the disparities between what the board members and the stakeholders regarded as governance issues. Appreciated by stakeholders for progress.

Performed marketing analysis and research on competitors and industries in the South East Asian countries where the company endeavoured to increase its presence. Resulted in establishing three overseas affiliated companies in two years, subsequently creating a new revenue stream.

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# Anil Shukla

[linkedin.com/in/anilshukla10](https://www.linkedin.com/in/anilshukla10)

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## ■ Career history:

Co-Founder, Bageechawala.com, India

Deputy Manager, Maruti Suzuki India Ltd, India

Assistant Manager, Maruti Suzuki India Ltd, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

B.Tech, Civil Engineering, Maulana Azad National Institute of Technology Bhopal (NIT-B), India

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## ■ Nationality:

Indian

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## ■ Languages:

Hindi (native)

English (fluent)

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## ■ Career achievements:

Collaborated with Dassault Systèmes, a French software firm, for development of project management and online tendering software platform ENOVIA. Successfully implemented the technology and delivered training sessions to 50 MSIL team members and 30 representatives of contractors.

Actively coordinated with the Japanese equipment makers to modify and eliminate various unnecessary requirements during planning of a diesel engine production facility. Resulted in cost saving of about US\$1 million, equivalent to 5% of the overall project cost.

Identified and implemented improvements in the material flow process of the vehicle assembly line, resulting in production capacity enhancement of MSIL Manesar plant by 3,200 vehicles per month, and year-on-year revenue growth of US\$200 million.

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# Enrico Sicignano

[linkedin.com/in/enrico-sicignano](https://www.linkedin.com/in/enrico-sicignano)

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## ■ Career history:

Legal and Tax Consultant - M&A and Corporate Finance  
Advisor, Self Employed, Italy

Junior Lawyer, LaRocca & Partners, Italy

Paralegal, Bellucci LS Law Firm, Italy

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## ■ Education highlights:

MBA, Warwick Business School, UK

Diploma, Legal Professions, University of Naples, Italy

MSc, Law, University of Naples, Italy

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## ■ Nationality:

Italian

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## ■ Languages:

Italian (native)

English (fluent)

French (intermediate)

Spanish (basic)

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## ■ Career achievements:

Led a team of lawyers and CPAs through an alternative dispute resolution, with the biggest Italian insurance company, generating €180,000 in additional billings for the firm.

Liaised with two different international law firms in due diligence activities for a multinational hotel chain, playing a key role in negotiation, drafting and review of documents related to closing and post-closing activities (purchase and ancillary agreements).

Responsible for restructuring the daily operations of the law firm. Updated a backlog of case files and chronologies, ensuring that all court filing deadlines were met well ahead of schedule. This resulted in a 25% increase in operational efficiency and promoted profitability for the firm.

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# Ope Simpson

[linkedin.com/in/o-pe-simpson](https://www.linkedin.com/in/o-pe-simpson)

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## ■ Career history:

Deputy Head of Risk Management, PAL Pensions Ltd, Nigeria  
Management Associate, Sterling Bank Nigeria Plc, Nigeria  
Deputy Head of Market Risk Management, Sterling Bank Nigeria Plc, Nigeria

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Science, Economics, University of Lagos, Nigeria

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## ■ Nationality:

Nigerian

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## ■ Languages:

English (native)  
Yoruba (fluent)

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## ■ Career achievements:

As the Deputy Head of Risk at PAL Pensions, developed financial risk models, policies and frameworks, which saved over US\$100,000 in consultancy fees.

Collaborated on a lifecycle account implementation project, with the Head of Retail Products, to grow the consumer base of the bank with an expected increase in customer count of 18% per year for 15 years.

As a member of the Basel II implementation team of Sterling Bank, ensured the Bank's Enterprise Risk Management function was up to date with the Basel Committee requirements.

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# Pusit Sittapairoj

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

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## ■ Career history:

Co-Founder, MT Limited-Partnership, Thailand  
Operation Manager, Union Galvanizer, Thailand  
Project Manager, KE Engineering, Thailand  
Product and Project Manager, One Systems Global, Thailand

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## ■ Education highlights:

MBA, Warwick Business School, UK  
B. Eng, Electronics and Communications, Thammasat University, Thailand

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## ■ Nationality:

Thai

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## ■ Languages:

Thai (native)  
English (fluent)

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## ■ Career achievements:

Led galvanising plant production team and automated machinery, doubling production output. Implemented a quick recovery factory maintenance plan, controlling production downtime to be less than 24 hours for breakdown events.

Member of the Thai Audio Professional Certification committees. Drafted the Thai Audio Professional Certification and Assessment programme.

Gained traction in digital pro audio equipment in the Thai market and achieved top sales figures for Allen and Heath digital mixing system in the ASEAN market.

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# Jeff Slater

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

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## ■ Career history:

Customer Experience Consultant, QA Ltd, UK  
Talent Engagement Consultant, QA Ltd, UK  
Associate Talent Consultant, QA Ltd, UK  
Apprenticeship & People Development Coordinator, QA Ltd, UK

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## ■ Education highlights:

MBA, Warwick Business School, Warwick, UK  
Agile Project Management Practitioner, APMG, UK  
TAP Certified Mentor, The Training Foundation, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)

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## ■ Career achievements:

Established a mentoring programme (building process and supporting documents including guidance materials for mentors), aiming to provide a membership benefit for a charitable network. Gained circa 25 participants and supported one entrepreneur to launch their business within the first year.

Represented the UK as Young Professionals (YP) Leader for an international chamber of commerce. Worked with international colleagues to create a vision statement, planned a global conference and hosted networking/interest events, developing a growing network of YPs (now numbering 28).

Coordinated the complaints process and customer experience improvement initiatives for the apprenticeship division of a £300 million education company, leading to a circa 30-point Net Promoter Score (NPS) upswing over 18 months.

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# Ekaterina Smirnova

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

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## ■ Career history:

Senior Partner - Enablement Manager, SAP CIS, Russia  
Senior HRBP & PMO of Regional HR Head MEE, SAP CIS, Russia  
Senior Talent Acquisition Partner CIS, SAP CIS, Russia  
Sourcing Recruiter, SAP CIS, Russia

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Diploma with Honours, Law, Kutafin Moscow State Law University, Russia  
Diploma, Linguistics, Moscow State Linguistic University, Russia

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## ■ Nationality:

Russian

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## ■ Languages:

Russian (native)  
English (fluent)  
French (basic)  
German (basic)

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## ■ Career achievements:

Led the application project for Russia Best Employer 2019 by creating an integrated marketing communication campaign, resulting in SAP placing fifth out of 35 in the IT sector with zero budget.

Launched an HR pipeline-generation event for passive candidates, which achieved a Net Promoter Score of 100. The diversity of candidates doubled and SAP was established as the employer of choice in Russia.

Awarded Best Stream Lead by the executive committee for efficient management of a strategic project, which consisted of 10 cross-functional members, focused on launching new local initiatives to drive employee engagement. These are still running five years later.

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# Viswajit Srinivasan

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

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## ■ Career history:

Founder & CEO, Ananya Capital Advisors, India

Director, Wholesale Lending, Capri Global Capital Ltd, India

National Head & Senior Vice President - Corporate Advisory Services, Jones Lang LaSalle (India), India

National Head - Strategic Consulting, Cushman & Wakefield (India), India

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## ■ Education highlights:

MBA, Warwick Business School, UK

Master's degree, Management Studies, Mumbai University, India

Member of Royal Institute of Chartered Surveyors (MRICS), UK

Certified Information Systems Auditor (CISA), ISACA, US

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## ■ Nationality:

Indian

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## ■ Languages:

English (native)

Hindi (native)

Tamil (native)

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## ■ Career achievements:

Conceived, built and grew a capital and transaction advisory franchise, delivering customised and cutting edge solutions in areas such as debt and equity syndication, investment management, and strategic consulting. Concluded transactions with an aggregate value in excess of US\$150 million.

Led the real-estate project financing business for a leading, listed non-banking finance company. Through innovative product structuring and financing models, maximised the returns from the loan book of value over US\$100 million to achieve an IRR in excess of 22%.

Established and grew the Corporate Advisory Services practice for an international property consulting firm. Through formulation and implementation of an advisory driven transactions approach, built the practice into a US\$5 million revenue generating business within three years.

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# Nicolas Stein

[linkedin.com/in/nicolas5tein](https://www.linkedin.com/in/nicolas5tein)

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## ■ Career history:

Commercial Agent - UK/ROI, Stein Solutions Ltd, UK  
International Area Sales Manager, BEST NV (now TOMRA SORTING), Belgium  
Sales and Marketing Engineer, BEST NV, Belgium  
International Service and Production Engineer, BEST NV, Belgium

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## ■ Education highlights:

MBA, Warwick Business School, UK  
MSc, Industrial Engineer Electronics, Katholieke Hogeschool Limburg, Belgium

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## ■ Nationality:

Belgian

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## ■ Languages:

Dutch (native)  
French (native)  
English (fluent)  
German (fluent)  
Spanish (intermediate)

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## ■ Career achievements:

Established a commercial agency for the UK, which led to an eightfold increase in annual sales turnover for the main principal to €5.5 million. Achieved through relationship building with customers, a targeted market approach and continued commercial and technical support for the capital investment equipment supplied.

Managed a team of five sales agents located in separate time zones, which aligned strategies and optimised customer relationships, resulting in an increase of new and repeat business and doubling the total area turnover value to €10 million over a period of five years.

Initiated sales in emerging markets (India, Mexico) by direct prospection and expansion of the international sales agency network, resulting in growth of sales turnover from nil to over €250,000 in the first year.

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# Ankit Thapar

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

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## ■ Career history:

Senior System Analyst Fleet Support - MCC, Jet Airways Ltd, India

Aircraft Maintenance Engineer - Boeing 737, Jet Airways Ltd, India

Graduate Engineer Trainee, Jet Airways Ltd, India

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## ■ Education highlights:

MBA, Warwick Business School, UK

Licensed Aircraft Maintenance Engineer, DGCA, India

BE (Hons), Electronics & Communication, Maharshi Dayanand University, India

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## ■ Nationality:

Indian

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## ■ Languages:

Punjabi (native)

Hindi (native)

English (fluent)

French (basic)

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## ■ Career achievements:

Spearheaded operational improvements and software distribution strategies by ensuring commonality on Boeing 737 avionics platform. Resulted in improved operational efficiencies and up to 67% improvement in AOG recovery time.

Achieved US\$10 million annual savings of contractual costs by successfully integrating the Panasonic IFE system maintenance programme into the Jet Airways fleet maintenance programme (for A330, B777 and B737).

Augmented MCC's IT platform for cross-departmental collaboration and increased transparency. Established flight safety functionality by mirroring real-time data for analysis, revamping decision making capabilities by at least 20%.

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# Rashmi Tiwari

[linkedin.com/in/rashmitiwari95](https://www.linkedin.com/in/rashmitiwari95)

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## ■ Career history:

Sales and Marketing Executive, Farm to Plate Processor, Thailand

Sales and Marketing, Thai Bazaar Intertrade, Thailand

Quality Inspector, Bentoli Agrinutrition, Thailand

Sales Executive, Kodanmal Group, Thailand

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## ■ Education highlights:

MBA, Warwick Business School, UK

BSc, Biotechnology, Major Food Technology, Assumption University, Thailand

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## ■ Nationality:

Thai

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## ■ Languages:

Hindi (native)

English (fluent)

Thai (intermediate)

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## ■ Career achievements:

Led the marketing and branding strategy of frozen ready meals in cash and carry, increasing the annual sales volume by 36% by successfully implementing marketing activities and strategically guiding the merchandising team.

Worked with a third party to improve the company's E-commerce platform, improving customer experience and improving awareness via social media. Ultimately opened new market in Europe and Asia, increasing customer base by 25%, with new market representing 35% of the profit.

Reduced quality mishaps in the production field by 70% within the first four months by improving traceability via improved labelling, organised batching and training of workers.

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# Shubhangi Tripathi

[linkedin.com/in/shubhangi-tripathi](https://www.linkedin.com/in/shubhangi-tripathi)

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## ■ Career history:

Implementation Project Manager, i-nexus Plc, UK  
Key Account Manager, i-nexus Plc, UK  
Solution Consultant, i-nexus Plc, UK  
Business Development Associate, The GIANT Health Event Pvt, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BEng, Chemical Engineering, Aston University, UK

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## ■ Nationality:

British

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## ■ Languages:

Hindi (native)  
English (fluent)  
French (basic)  
Spanish (basic)

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## ■ Career achievements:

Developed innovative proof of concepts to generate up to £10,000 monthly recurring revenue (MRR). Exceeded Covid-19 revised MRR target, generating £3,000 MRR during Covid-19, with scope to achieve more than £10,000 MRR over two years.

Led the digital transformation for Fortune 500 companies, across multiple competing timelines and resource capacity. Established strong customer relationships by championing the digital culture change.

Established company New York Operations over a period of one month, through leading sales enablement and market research training of five new team members.

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# Kelvin Tsui

[linkedin.com/in/kelvintsui0](https://www.linkedin.com/in/kelvintsui0)

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## ■ Career history:

Senior Manager, Grand Moore Capital Ltd, Hong Kong  
Manager, Cinda International Capital Ltd, Hong Kong  
Manager, Sinolink Securities (Hong Kong) Ltd, Hong Kong  
Senior Auditor - Assurance, Ernst & Young, Hong Kong

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Certified Public Accountant, Hong Kong Institute of Certified Public Accountants, Hong Kong  
BBA (Hons), Accountancy, City University of Hong Kong, Hong Kong

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## ■ Nationality:

Hong Kong

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## ■ Languages:

Chinese (native)  
English (fluent)

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## ■ Career achievements:

As a team manager, led teams of more than three and coordinate with over eight professional teams for over five Hong Kong IPO projects for planning and execution of due diligence.

Provide key insights on the clients' operation risk and reason for the fluctuation on financial performance, to resolve the major obstacle for the IPO projects.

Successfully completed two Hong Kong IPO projects. Raised over 470 million Hong Kong dollars for company business expansion and enhanced liquidity.

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# Chinazor Ukwuegbu

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

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## ■ Career history:

Chief Operating Officer, MILIKI LIVING Ltd, Nigeria

Lounge Manager, MILIKI, Nigeria

Business Development Officer, Serene Greenfields Ltd, Nigeria

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Science, Geography, University of Lagos, Nigeria

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## ■ Nationality:

Nigerian

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## ■ Languages:

English (native)

Yoruba (intermediate)

Igbo (intermediate)

French (basic)

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## ■ Career achievements:

Drafted and implemented a brand strategy and customer experience policy leading to a 30% annual increase in new membership subscriptions and a renewal rate of 55%.

Designed and implemented operational procedures and systems to optimise staffing levels and improve operational effectiveness. Reduced costs by 15%, increased customer satisfaction and maximised productivity.

Increased revenue by 20% through creation of member's events to enhance the customer value proposition.

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# Dhruv Unalkat

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

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## ■ Career history:

Case Handler, Shakespeare Martineau LLP, UK  
Director, Krystal Tree Ltd T/A Swarovski, UK  
Sales Advisor, Castle Galleries Fine Art, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)  
Gujarati (fluent)  
French (basic)  
Spanish (basic)  
German (basic)

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## ■ Career achievements:

Spearheaded a business restructure in response to the 2008 financial crisis. Implemented cost cutting measures, relocation, and reprofiling which increased net profits from 10% to more than 25%.

Identified routine errors in process handling. Designed and reorganised the workflow process and presented proposals for approval and implementation. The elimination of errors resulted in a 15% increase in the completion rate of transactions, while improving client satisfaction by 10%.

Co-founded the UK's first premium independent retailer for global fashion brand Swarovski. Assisted in creating a model which has since formed a core part of their UK business strategy and expansion.

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# Alvin Wang

[linkedin.com/in/alvin-wang](https://www.linkedin.com/in/alvin-wang)

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## ■ Career history:

Senior Strategy Researcher, ZeStrategy, China

Consulting Analyst, Frost & Sullivan, China

Analyst, Kantar Worldpanel, China

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor of Science in Business Administration (BSBA),  
Economics, Fisher College of Business - Ohio State University,  
USA

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)

English (fluent)

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## ■ Career achievements:

Published influential theoretical research in media including Sina, Iyioo and Tencent about the impacts of digitalisation on case companies and industries. Proven to have inspired 500 corporate executives and expert professionals with remarkable feedback.

Planned and implemented strategic and organisational transformation for an international apparel trading group, to optimise strategic positioning and global expansion solutions, which has yielded US\$100 million growth in annual revenue.

Coached for over 60 executives and managers of industry leaders and venture capitals, regarding cutting-edge methodologies and philosophies behind strategic management. Enhanced the rate of success in equity investment and management by over 10%.

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# Yujia Wang

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

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## ■ Career history:

Finance Manager, Huawei Technologies Co Ltd, China  
Senior Associate, PwC, China  
Associate, Ruihua CPAs, China

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Management, Management with Minor in Accounting, Shanghai University, China  
Bachelor of Arts, English, Shanghai University, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)  
English (fluent)

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## ■ Career achievements:

Developed a new IT solution for the accounting system.  
Improved accuracy by 20% of consolidated inventory accounts and reduced data processing time by 30 minutes.  
Achieved the highest performance award in PwC for two consecutive years, for the annual audit of Sequoia Capital, requiring 200 investment valuations.  
Performed A-share and H-share IPO audits of China Securities, coordinating with the sponsor and law firm to ensure the client was successfully listed in both mainland China and Hong Kong.

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# James Webb

[linkedin.com/in/jameswebb91](https://www.linkedin.com/in/jameswebb91)

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## ■ Career history:

Business Development Executive, Edison Group, UK  
Associate, AlphaSights, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Arts, Politics and Modern History, University of Manchester, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)

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## ■ Career achievements:

Formulated a strategy to target companies in previously untapped sub-sectors. Consequently, the team generated revenue of £620,000 over the year, which was 37% ahead of target.

Expanded the business in Italy and the Nordics as a response to weakening UK demand, in the run up to Brexit. Identified and engaged with over 30 new companies in four countries over an eight-month period. Through identifying client needs and offering bespoke solutions, five leads converted to long-term clients.

Implemented individual KPI metrics against personal development objectives. This resulted in two new joiners passing their probation period and two members being promoted.

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# Chris Whelan

[linkedin.com/in/chriswhelan94](https://www.linkedin.com/in/chriswhelan94)

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## ■ Career history:

Head of Marketing, Thorgills Property Group, UK  
Senior Marketing Coordinator, Thorgills Property Group, UK  
Marketing Coordinator, Thorgills Ltd, UK  
Lettings Broker, Thorgills Ltd, UK

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## ■ Education highlights:

MBA, Warwick Business School, UK  
MA, Medieval Studies, University of Exeter, UK  
BA, History, University of Exeter, UK

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## ■ Nationality:

British

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## ■ Languages:

English (native)  
Spanish (basic)

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## ■ Career achievements:

Generated £400,000 potential fee income since Quarter 4 of 2019 through innovative development of a handbook, allowing the team to identify and canvass properties listed by other agents in major developments.

Designed and managed an effective canvassing system for a new 'Fine & Country' franchise, achieving the fourth largest market share of available properties in Ealing and Chiswick within 18 months of its launch.

Implemented an efficient system for updating existing property listings to re-generate interest in advertisements, which has doubled the average click-through rate by potential buyers and increased average lead levels per property by 115%.

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# Yat Tak Wong

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

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## ■ Career history:

Project Manager, Enicorn Ltd, Hong Kong  
Onboarder, Custom Gateway, Hong Kong  
Marketing Executive, Appco Group, UK  
Project Intern, AIESEC, Russia

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## ■ Education highlights:

MBA, Warwick Business School, UK  
BSs (Hons), Applied Sociology, City University of Hong Kong, Hong Kong

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## ■ Nationality:

Hong Kong

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## ■ Languages:

Cantonese (native)  
English (fluent)  
Mandarian (fluent)

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## ■ Career achievements:

As Project Manager, initiated a tech start-up and defined a strategy to develop a new brand in Hong Kong. Created an online platform to connect more than 2,000 freelance engineers and designers with corporate clients, generating £350,000 in 15 months.

Led a team of 50 analysts to manage projects on ERP system and website development, from initial planning to final execution. Resulted in a streamlined procedure with an automated process, reducing workflow time by 60% and increasing client base by 40%.

Worked in multicultural environments with overseas work experience in the UK, Russia and Hong Kong. Built long-term relationships with more than 200 SMEs in the IT industry across the entire APAC region, increasing the region's recurring revenue by 80%.

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# Jia Xuan

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

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## ■ Career history:

Consultant Manager, Bifrost immigration Co. Ltd, China  
Operation Manager, Beijing Xianghe International Tour Agency, China  
Sales Associate, Crocs Singapore Pvt Ltd, Singapore

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Arts, English, Xian Fanyi University, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Mandarin (native)  
English (fluent)

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## ■ Career achievements:

Initiated the Golden Visa to Bifrost, enabling Chinese citizens to obtain permanent residence in Greece by purchasing property. Increased traffic to business consulting by 50% and attracted approximately 4% of existing applications for permanent residence in Canada or other countries to transfer to the Greek Golden Visa.

Led a team of five to increase sales from the European market by approximately 20% during 2018/2019, which also reduced dependence on traditional immigration programmes and accounted for 8.5% of the company's overall revenue.

Recommended extended products, including property management and tax declaration service, to existing clients in Greece, which resulted in approximately 6% financial growth.

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# Asim Yakub

[linkedin.com/in/asim-yakub](https://www.linkedin.com/in/asim-yakub)

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## ■ Career history:

Project Director, The Smart Schools, Pakistan  
Regional Director, Beaconhouse School System, Pakistan  
School Group Head, Beaconhouse School System, Pakistan

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Executive MBA, SZABIST, Pakistan  
BCom, University of Karachi, Pakistan

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## ■ Nationality:

Pakistani

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## ■ Languages:

English (native)  
Urdu (native)

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## ■ Career achievements:

Developed six new school campuses, over a seven-year period, with state-of-the-art facilities while modernising several old premises. These projects added a student capacity of over 5,000 and are projected to increase revenue by 17% over three years.

As Regional Director, led high-level operations of more than 50 private sector schools across three provinces, comprising 32,000 students and 4,000 employees, achieving 5% average annual revenue growth.

Spearheaded change management including the conversion of an existing primary school, comprising 1,200 students, to the International Baccalaureate (IB) curriculum and the re-positioning of A-level programme, comprising 1,600 students, by enhancing student experience.

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# Huishu (Kate) Yang

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

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## ■ Career history:

Marketing Manager, Hanking Electronics, China  
Associate Auditor, Deloitte China, China  
Supervisor - Investment & Financing Sector, China Hanking Holdings Ltd, China  
Secretary of Chairman, China Hanking Holdings Ltd, China

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Bachelor of Business, Marketing, RMIT University, Australia

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)  
English (fluent)

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## ■ Career achievements:

Redesigned and re-arranged a new booth which resulted in 40% growth in interested clients compared to the previous year.

Led and organised staff for the 'Saving Budget Policy' for the department. In charge of the marketing and events supervisor, achieving approximately 30% gain compared with previous years expenditure.

Disclosed a risk point of mine reserves through reviewing, translating and interpreting the documents for a cross-border acquisition of a small-sized gold mine in Australia. This prevented the loss of approximately 1.6 million Australian dollars.

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# Artyom Yaremchuk

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

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## ■ Career history:

Co-Founder and COO, Attendify Inc, USA

Advisor and Board Member, Cotano Inc, USA

Project Manager, Vivex Investment LLC, Poland and Ukraine

Co-Founder and CEO, Kopeikoff LLC, Ukraine

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## ■ Education highlights:

MBA, Warwick Business School, UK

BSc, International Information, Taras Shevchenko National University of Kyiv, Ukraine

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## ■ Nationality:

Ukrainian

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## ■ Languages:

Ukrainian (native)

English (fluent)

Russian (fluent)

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## ■ Career achievements:

Co-founded and scaled a local SaaS company into the world-known category leader, with 80 employees and 4,000 clients worldwide.

Achieved 50% year-over-year growth in revenue by building predictable and scalable sales processes, growing and leading sales team from zero to 20 team members.

In two years, grew a small and clunky project with minimal budget into the biggest online shopping platform and category leader. The company reached its profitability in just two years and was the only company on the market to become cash positive.

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# Deesamer Yimprasit

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

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## ■ Career history:

Corporate Finance Manager, Wow Factor Plc, Thailand  
Associate, Avantgarde Capital Ltd, Thailand

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## ■ Education highlights:

MBA, Warwick Business School, UK  
Financial Advisor Certificate, The Securities and Exchange Commission, Thailand  
Bachelor of Business Administration (Hons), Banking and Finance Major, Chulalongkorn University, Thailand

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## ■ Nationality:

Thai

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## ■ Languages:

Thai (native)  
English (fluent)

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## ■ Career achievements:

Successfully turned around a manufacturing company by acquiring a master franchise agreement from the largest pizza restaurant in the world. The transaction escalated its share price 300% after public announcement.

Coordinated with government entities to initiate mega-infrastructure projects on the public-private partnership (PPP) scheme to stimulate Thai economy, with US\$5 billion value in total, including the first intercity motorway project in Thailand, which is projected to benefit 10 million passengers a year.

Proposed an independent financial opinion on a US\$2.9 billion group restructuring and consolidation of food operations into a FMCG holding company. The transaction was awarded the 'Best Thailand Deal in 2017' by Finance Asia.

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# Yumeng Zhang

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

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## ■ Career history:

Digital Account Manager, arkr Group, China

Assistant Project Manager, Publicis Group, China

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## ■ Education highlights:

MBA, Warwick Business School, UK

Bachelor's degree, Finance, Zhejiang University of Finance & Economics, China

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## ■ Nationality:

Chinese

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## ■ Languages:

Chinese (native)

English (fluent)

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## ■ Career achievements:

As an account manager, led a team of five to make social campaigns for customers to introduce new brands in Greater China. The number of hits successfully reached 3.95 million and 210,000 users participated in social activities, expanding the brand value.

Responsible for pitching new customers and exploring new business opportunities. Continuously bring in new customers for the company, increasing the company's reputation in the industry.

Assisted clients in analysing their online marketing channels and KPIs, successfully expanding brand awareness and increasing clients' acquisition rate up to 20% through writing advertorials and coordinating events.

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the world

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