

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

WARWICK BUSINESS SCHOOL
THE UNIVERSITY OF WARWICK

Full-time MBA Talent Book 2019

For the Change Makers





Our Full-time MBA
is ranked first in
the UK and 18th
in the world by
the *Economist*/
WhichMBA? 2017
full-time MBA
ranking

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



Full-time MBA, for the world-class

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

Our MBA students

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

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

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

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

Class profile 2018-19

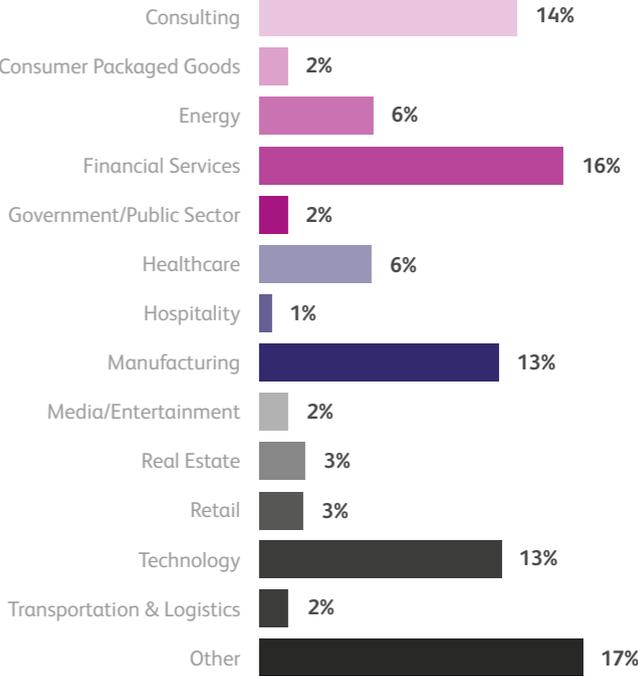
We carefully select each cohort to ensure diversity in terms of gender, country of origin, work experience and industry sector.



Pre-MBA function



Pre-MBA sector



Recruiting our MBAs

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

Student consultancy projects

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

Students have the opportunity to undertake:

Group projects

Through our LeadershipPlus module, a team of 6–8 MBAs will work for a 3-month period from January 2019, to analyse your business challenge and provide recommendations.

Individual projects

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

Recruitment presentations

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

Employer treks

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

Contact us

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

T +44 (0)24 7657 4862

E recruit@wbs.ac.uk

W wbs.ac.uk/go/recruitment

Full-time MBA For the Problem Solvers





Oludamilare Adenipekun

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

- **Career History:** Administrative Officer I, The Nigerian Postal Service, Lagos, Nigeria
Administrative Manager, PMC Healthcare and Medical Services, Nigeria
Quality Assurance/Control Officer, Tuns Farms Nigeria Ltd, Nigeria
Intern, Able Medical Diagnostic Center, Lagos, Nigeria
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Food Science and Technology, Bells University of Technology, Nigeria
BSc Microbiology, Obafemi Awolowo University, Ile-Ife, Osun-State, Nigeria
- **Nationality:** Nigerian
- **Languages:** English (native), Yoruba (native)
- **Achievements:**

Established a partnership with an NGO for the provision of long-lasting insecticidal nets, antimalarial drugs and rapid diagnostic kits for the quick detection of malaria, which resulted in a 40% reduction in patient waiting time and promoted efficiency for the company.

Coordinated the team that organised a community outreach programme about the importance of immunisation for new-borns and infants, which resulted in a 50% increase in the volume of vaccinations given to new-borns and infants.

Participated in the team that achieved an above 90% score in the Annual Aspirata Food Safety Audit by the Yum! Branded and also managed new product development and market research for the 'ready-to-eat' production line.



Adit Ahluwalia

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

- **Career History:** Senior Analyst, PwC, Delhi, India
Analyst, PwC, Delhi, India
Audit Assistant, KPMG, Delhi, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Commerce (Hons), University of Delhi, India
Pursuing the Chartered Financial Analyst (CFA) Program
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

Involved in carrying out an acquisition strategy and post merger integration plan for one of the largest cross border M&A deals for PwC India with a deal value of US\$90 million, resulting in synergy benefits of 15%.

Carried out a carve out assessment of a particular business segment of a target company in the clinical trials' space for a US based private equity fund with US\$5 billion in assets under management (AUM).

Prepared financial due diligence report to help a real estate group raise debt funding from multi-million dollar fund.



Vaibhav Ahuja

[linkedin.com/in/vaibhav-ahuja](https://www.linkedin.com/in/vaibhav-ahuja)

- **Career History:** Executive, EY, Financial Accounting and Advisory Services, Gurugram, India
Assistant Manager, Deloitte, Audit and Assurance, Gurugram, India
Finance Officer, AD Systems, New Delhi, India
Audit Assistant (CA Internship), Sahni Natarajan and Bahl, New Delhi, India
- **Education Highlights:** MBA, Warwick Business School, UK
Chartered Accountant, Institute of Chartered Accountants of India, India
Bachelor of Commerce, Delhi University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

Responsible for accounting advisory to support acquisition of market leading oil retailer by India's premier oil and natural gas production conglomerate resulting in US\$36 billion new worth business.

Achieved prestigious 'Green Dot Award' for leadership of six person audit team for market leading super-speciality Indian hospital client.

Supervised finance team and co-ordinated with IT consulting team to successfully implement SAP-ERP within three months at AD Systems.



Shruti Ajith

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

- **Career History:** Marketing Specialist, Cyber Prism Ltd, United Kingdom
Marketing Consultant, Techmantu Digital, India
Associate Consultant, Techmantu Digital, India
General Management, FMCG Distribution, India
- **Education Highlights:** MBA, Warwick Business School, UK
BEng Computer Science, PSG Tech, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (native), Tamil (native), Malayalam (native)
- **Achievements:**

Led marketing strategy review which resulted in a 400% improvement in website prospects and acquisition of two long-term international clients as springboard for further geographical expansion.

Achieved 20% savings in operating costs by digitisation of real-time billing, invoicing and order management app based systems for rural client base.

Worked alongside cyber-security experts and Government teams in the UK to integrate digital security into business by providing technical, business development and marketing support.



Sneha Alex

[linkedin.com/in/sneha-alex](https://www.linkedin.com/in/sneha-alex)

- **Career History:** Module Lead, Mphasis Wyde, Bangalore, India
Senior Software Engineer, Mphasis Wyde, Bangalore, India
Delivery Software Engineer, Mphasis Wyde, Bangalore, India
- **Education Highlights:** MBA, Warwick Business School, UK
BTech, Chemical Engineering, National Institute of Technology Warangal, India
- **Nationality:** Indian
- **Languages:** Malayalam (native), English (fluent), Hindi (fluent)
- **Achievements:**
Played a key role in winning a US\$3.5 million contract by developing product prototypes, providing historical metrics, defining SLAs and KPIs, proposing resourcing and pricing strategy, and setting up the offshore team in an IT managed services model.
Spearheaded a pilot Agile project to migrate expensive, legacy finance reporting systems to more effective operational databases. The successful implementation of this led to wider operational roll-out.
Achieved 40% processing time saving for insurance underwriters through the automation of multiple account renewal process.



Farrukh Aliyev

[linkedin.com/in/farrukhali-pmp](https://www.linkedin.com/in/farrukhali-pmp)

- **Career History:** Corporate Communications Manager, PASHA Holding, Baku, Azerbaijan
CEO, Co-founder, ObaNatur LLC, Baku Azerbaijan
External Affairs Officer, BP, Baku, Azerbaijan
- **Education Highlights:** MBA, Warwick Business School, UK
MA Peace and Conflict Studies, Uppsala University, Uppsala, Sweden
BA Journalism, Baku State University, Baku, Azerbaijan
Project Management Professional (PMP), Project Management, School of Project Management, George Washington University
- **Nationality:** Azerbaijani
- **Languages:** Azerbaijani (native), English (fluent), Turkish (fluent), Russian (fluent), Spanish (basic)
- **Achievements:**
Managed the highest number of projects at PASHA Holding, the largest investment company in Azerbaijan, to the value of US\$1 million including one to create synergy across the group of companies. As a result, the companies launched a series of cross products that benefited the group at large.
Established ObaNatur, a start-up, which united small and medium sized farmers onto one platform and facilitated the delivery of products from rural areas to market; increasing monthly incomes on average by 30%.
Co-founded the social initiative 'We are Together' a crowd-funding platform for social causes in Azerbaijan, which has raised US\$20,000 for social projects helping over 1,000 people.



Mubeen Alimohamed

[linkedin.com/in/mubeen-alimohamed](https://www.linkedin.com/in/mubeen-alimohamed)

- **Career History:** Financial Consultant, Grant Thornton, Mauritius
Financial Consultant, Soci t  D'Investissement et de Repr sentations R gionales, Mauritius
Accountant, Schindlers Trust (Mauritius) Ltd, Mauritius
Senior Administrator, CIM Global Business Ltd, Mauritius
- **Education Highlights:** MBA, Warwick Business School, UK
ACCA, Association of Chartered Certified Accountant, UK
- **Nationality:** Mauritian
- **Languages:** English (fluent), Creole (fluent), French (intermediate), Hindi (intermediate), Urdu (intermediate)
- **Achievements:**
Devised and implemented cost saving strategies resulting in a decrease in operating cost for a total sum of US\$700,000 for a client engaged in the hospitality sector.
Achieved 20% loan interest payment reduction for a luxury hotel resort following restructuring of its debt.
Led a multifunctional team through the renovation of 65 luxury villas which had a total refurbishment cost of US\$4 million.



Shahwaiz Alvi

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

- **Career History:** Management Trainee – Relationship Manager, Corporate Banking Department, Corporate and Investment Banking Group, Askari Bank Ltd, Islamabad, Pakistan
Business Development Executive, Futex Commodities, Islamabad, Pakistan
Intern, Consumer Banking Department, Standard Chartered Bank, Islamabad, Pakistan
Intern, Marketing, Finance and Commercial Departments, TechAccess, Islamabad, Pakistan
- **Education Highlights:** MBA, Warwick Business School, UK
CFA Charter, CFA Institute, USA
BBA (Hons), NUST Business School, Islamabad, Pakistan
- **Nationality:** Pakistani
- **Languages:** Urdu (native), English (fluent)
- **Achievements:**
Played a major role in the achievement of the Corporate Banking Department's import target of US\$64 million, by delivering import business worth US\$96 million in 2017 which was 150% of the department's target.
Executed end to end management of a complex project financing transaction worth US\$69.6 million for the construction of a multi-story apartment building 'Sukh Chayn Valley' in Islamabad.
Led a syndicate of banks for the completion of a major waste heat recovery power plant project for Askari Cement Ltd. The project not only delivered business of US\$10 million but also led to the client on boarding Askari Bank as their external consultant for their upcoming projects.



Srijna Badola

[linkedin.com/in/srijna-badola](https://www.linkedin.com/in/srijna-badola)

- **Career History:** Senior Systems Engineer, Infosys Technologies Ltd, Chandigarh, India
Systems Engineer, Infosys Technologies Ltd, Chandigarh/Pune, India
Engineer Trainee, Narayana Murthy Centre of Excellence, Mysore, India
Intern, Delhi Metro Railway Corporation, Delhi, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology, Jaypee University of Information Technology, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent), Punjabi (intermediate)
- **Achievements:**

Evaluated market leading business intelligence tools and then accelerated migration of almost 500 BI reports to improve client's decision making.

In 2017, won annual 'Galaxy Award - Most Valuable Player' for project impact for automating web server administration and reducing time required for daily server failure checks by 40%.

Won two performance awards for leadership of multi-vendor project by working on automation plan for delivering upgraded product (Oracle Business Intelligence version 12c) before license expiration of the legacy application (Oracle Business Intelligence 11g) which resulted in 45 days of FTE effort saving for organisation and licensing cost savings for business.



Kakali Bandyopadhyay

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

- **Career History:** Senior Associate, PwC US LLP, Boston, USA
Experienced Associate, PwC US LLP, Bangalore, India
Associate, Fidelity Investments, Bangalore, India
Consultant, Walmart Global e-commerce, Bangalore, India
- **Education Highlights:** MBA, Warwick Business School, UK
BEng(Hons) Information Science, Visvesvaraya Technological University, India
- **Nationality:** Indian
- **Languages:** Bengali (native), Hindi (fluent), English (fluent), German (basic)
- **Achievements:**

Led a gap analysis of policy underwriting processes for the third-largest property and casualty insurer in the US, increased 30% sales conversion rate, resulting in US\$4.5 million revenue increase.

Spearheaded volume pricing analysis of several Asset Management products for a competitor benchmarking initiative, a crucial component in sales pitch, winning a contract worth US\$3.2 million.

Designed and developed PwC proprietary software to enable rapid and reliable consolidation of financial data, allowing greater optionality for strategic alternatives to divestitures, generating revenue of US\$1.4 million over one year.



Suhina Banga

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

- **Career History:** Senior Knowledge Associate, Customer Strategy and Marketing, Bain and Company, Gurgaon, India
Knowledge Associate, Customer Strategy and Marketing, Bain and Company, Gurgaon, India
Intern, Consulting services, Bain and Company, Gurgaon, India
Intern, Advisory Consulting Services, Grant Thornton, Gurgaon, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Commerce, Business/Commerce, Shaheed Bhagat Singh College, Delhi University, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (native)
- **Achievements:**

Developed and marketed the new age customer experience product, Simple and Digital, initially focused on EMEA region but now a global leading product at Bain.

Led a team of four Knowledge Associates working on year over year revenue and pipeline forecasting to inform future practice operations strategy and build business care for growth in global practice headcount of 150%.

Successfully implemented an Enhanced Buddy programme for more than 60 participants to provide mentoring support and bridge the gap between new and experienced staff.



Gisele Bayigamba

[linkedin.com/in/gisele-bayigamba1](https://www.linkedin.com/in/gisele-bayigamba1)

- **Career History:** General Manager, Milbridge Holding, Luanda, Angola
Finance Manager, Milbridge Holding, Luanda, Angola
Investment Coordinator, Pan African Investment, New York, USA
- **Education Highlights:** MBA, Warwick Business School, UK
BSc International business, Fordham university, USA
- **Nationality:** Rwandese
- **Languages:** Kinyarwanda (native), English (fluent), French (intermediate), Portuguese (intermediate)
- **Achievements:**

As General Manager, led the corporate team to redefine Milbridge Holding's distribution policy, which improved operational efficiency and increased revenue by 30%, in the first quarter.

Spearheaded organisational change management at Milbridge Holding- that specifically targeted the creation of a corporate culture to improve efficiency and innovation, as a result, net revenue increased by over US\$8 million in the first year and operational costs reduced by US\$800,000.

Founded Ess-oil an essential oils company specialising in the production and refinery of essential oils; specifically patchouli and geranium. Ess-oil is one of the key exporters of essential oils in Rwanda, trading in various geographical regions including South Africa and the UAE.



Hind Benarba

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

- **Career History:** Portfolio Manager, RMA Insurance, Casablanca, Morocco
IT Consultant, FILMODEX, Berrechid, Morocco
Business Intelligence Consultant, MICHOC, Casablanca, Morocco
Data Analyst, Mohammed VI Foundation, Rabat, Morocco
- **Education Highlights:** MBA, Warwick Business School, UK
IT Engineering Diploma, Business Intelligence, ENSIAS, Morocco
Preparatory classes for engineering schools, Technical High School Mohammedia, Morocco
Bachelor in Electrical Science and Technology, El KHAWARIZMI, Morocco
- **Nationality:** Moroccan
- **Languages:** Arabic (native), French (fluent), English (fluent)
- **Achievements:**

Integrated 90% of monthly reporting by creating a predefined template to generate an automatic summary. Managed the decision-making through different sectors to save time spent on each report.

Implemented a warning system to alert customers through predefined KPIs. This reduces the number of claims by 30% through customer analysis delivering more than 30 million Moroccan Dirham turnover.

Developed a Business Intelligence system for performance monitoring, including collection of needs to reporting and dash boarding. Streamlined complex historical, current and forecast views of all business operations in one summarised report resulting in cost reduction, faster and better decision making and new correlation between products.



Paroma Bhattacharya

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

- **Career History:** Director, Aatrix Consultants Ltd (Consultancy services at Qualcomm UK)
Wireless Modem Engineer, Nvidia, UK
Consultant Tech Lead, Intel Mobile Communication, India
Wireless Specialist, Tata Elxsi, India
- **Education Highlights:** MBA, Warwick Business School, UK
Post Graduate in Telecommunication Engineering, Indian Institute of Technology Kharagpur, India
Bachelor of Technology in Electronics and Telecommunication Engineering, University of Kalyani, India
Professional Certification in Data Science, Oxford University, UK
- **Nationality:** Indian
- **Languages:** English (fluent)
- **Achievements:**

Chartered Test Automation framework design for Nvidia's GCF validated test platforms in third and fourth Generation Mobile technologies and spearheaded integration activity for Qualcomm's Audio and Bluetooth subsystems.

Created business opportunity for Tata Elxsi by securing a project at Intel Mobile Communication superseding its competitors and led the onsite project which eventually enhanced Tata Elxsi's business growth by tripling the outsourced engineering resources within a year.

Designed and developed hand held consumer electronics products in IOT domain including Digital Media Player, IP based audio video communication system and Android based DECT Phone with WiFi, for various clients worldwide including Binatone Hong Kong, BPT Group Italy and Videocon India.



Hamza Bhaur

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

- **Career History:** Assistant Manager, Advanced Engineering Research Organisation, Islamabad, Pakistan
Assistant Service Manager, Dawlance Group of Companies, Lahore, Pakistan
Business Development Executive, Zealcon Engineering, Lahore, Pakistan
Marketing Engineer, Zealcon Engineering, Lahore, Pakistan
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Mechatronics Engineering, National University of Sciences and Technology, Pakistan
- **Nationality:** Pakistani
- **Languages:** Urdu (native), Punjabi (native), English (fluent)
- **Achievements:**

As Assistant Service Manager at Dawlance, effectively managed service operations of branch, two franchises and six contract workshops through rigorous technical and soft skill training of technicians which culminated in a 97% customer satisfaction index.

Attained enlistment with government and private organisations through persuasive presentations that resulted in expanding Zealcon's construction projects. Won projects from ENGRO, MOL, BYCO and UEP.

Pioneered a marketing initiative of designing newsletters and goodwill merchandise such as key-chains, pens and diaries to enhance the company's outlook and improve its brand image.



Emrah Bingöl

[linkedin.com/in/emrah-bingol](https://www.linkedin.com/in/emrah-bingol)

- **Career History:** Deputy Project Manager, SMK Group, Kutaisi, Georgia
Planning and Cost Control Manager, SMK Group, Ankara, Turkey
Technical Office Executive, Rönensans Real Estate Investment, Ankara, Turkey
Technical Office Manager, Öztaş Construction, Ankara, Turkey
- **Education Highlights:** MBA, Warwick Business School, UK
BSc, Civil Engineering, Middle East Technical University, Ankara, Turkey
- **Nationality:** Turkish
- **Languages:** Turkish (native), English (fluent)
- **Achievements:**

As Deputy Project Manager, acted as key liaison with contractor for all claims, variation orders and technical reporting, successfully negotiating an 11 month extension period and an expansion of scope resulting in additional US\$4 million project value.

Acted as direct report to the CEO on work schedules, budgets and cash flow forecasting for eight concurrent projects requiring constant communication with site management.

Managed a budget of five million Turkish Lira for renovation of Renaissance Construction assets, achieving one million Turkish Lira savings in a six month period against initial bid estimates through effective sub-contract price negotiations.



Arijit Biswas

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

- **Career History:** Product Manager – Waste Heat Recovery Based Power Plant, Thermax Ltd, Pune, India
Assistant Manager – Key Accounts B2B, Castrol India Ltd, Kolkata, India
Senior Executive – Sales, Pollution Control Equipment, Thermax Ltd, Kolkata, India
Engineer Sales – Hydraulic Systems, Bosch Rexroth India Ltd, Delhi and Kolkata, India

- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology in Mechanical Engineering, North Eastern Regional Institute of Science and Technology, India

- **Nationality:** Indian

- **Languages:** Bengali (native), English (fluent), Hindi (fluent), German (intermediate)

- **Achievements:**

As product manager, reduced the bidding cost of waste heat recovery power plant projects from £1.28 million/MW to £0.96 million/MW which helped win five EPC power project orders worth £44 million.

Managed the integration of a Hot Air Generator with a Waste Heat Power Plant which secured an order worth £3.5 million from a major cement manufacturer and ensured the company could meet emerging market trends.

Led a strategic initiative to diversify into Engineering, Construction and Procurement business in the refinery sector. The Board subsequently approved the initiative, which is projected to generate £70 million over the next three years.



Eduardo Caballero

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

- **Career History:** Financial and Administrative Manager, High Performance Petroleum Services, Bogota, Colombia
Production and Slickline Manager, SLS Energy, Bogota, Colombia
Administrative Assistant, Slickline Services and Supply Ltd, Bogota, Colombia

- **Education Highlights:** MBA, Warwick Business School, UK
MSc in Corporate Finance, CESA, Bogota, Colombia
BSc Chemistry, National University Of Colombia, Bogota, Colombia

- **Nationality:** Colombian

- **Languages:** Spanish (native), English (fluent)

- **Achievements:**

Achieved 4% profit increase through implementation of cash cycle improvement strategies reducing account receivable period and extending account payable terms.

Undertook financial restructuring to weather the 2015 economic crisis resulting in 23% net profit growth through improved cost estimation and capital allocation practices and renegotiated supplier relationships.

Effectively structured and executed US\$1 million loan investment plan to produce revenue growth in 2014 of 56%.



Debashree Chatterjee

[linkedin.com/in/debashree-chatterjee](https://www.linkedin.com/in/debashree-chatterjee)

- **Career History:** Senior Project Manager, Technology Consulting, Accenture, UK
Business and Integration Arch Specialist, Accenture, UK
Business Analyst, Accenture, UK
Application Developer, Accenture, India

- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology (Electronics and Communication), MITS University, India

- **Nationality:** Indian

- **Languages:** English (native), Hindi (fluent), Bengali (fluent)

- **Achievements:**

Led application consolidation and technical upgrades in UK Data Centres for a Tier 1 American Investment Bank which delivered cost savings of US\$20 million per year to the client and projected savings of US\$500 million by 2024 whilst generating US\$5 million revenue per year to Accenture.

Successfully delivered key Regulatory changes for EMIR/Dodd Frank /Canada Regulatory Act for Tier 1 Investment Bank for OTC Cleared Products including Credit Default Swaps and Interest Rates Swaps. Designed and implemented reporting framework to generate position valuation, trade transaction and margin reporting submissions to be made to regulators such as DTCC.

Designed and developed integration platforms for Tier 1 Investment Bank to support trade lifecycle for more than 100 US and European clients in the OTC Clearing market for Credit Default Swaps and Interest Rate Swaps.



Pansak Chokchoaraj

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

- **Career History:** Senior Dealer, Treasury Sales, Treasury Division, Bangkok Bank PCL, Thailand

- **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons) Economics, Chulalongkorn University, Thailand

- **Nationality:** Thai

- **Languages:** Thai (native), English (fluent)

- **Achievements:**

Developed the work flow for Treasury Sales team to enhance the sales capability and cover all product ranges within the bank, which successfully increased revenue by 30% in the last quarter.

Selected as the Head Office representative among thousands of candidates to visit Ho Chi Minh, Vietnam branch. Observed branch activities, shared information and originated the campaign to strengthen the relationship among the international branches within the Bangkok Bank International Banking Group in order to boost business volume.

Successfully acquired an additional 15 companies to team's portfolio which contributed an extra 10% to the team performance. Appointed team lead of the acquisition team, trained new dealers to seek new clients and create more business opportunities for the Bank.



Sahil Chopra

[linkedin.com/in/sahilchopra01](https://www.linkedin.com/in/sahilchopra01)

- **Career History:** Finance Coordinator, Sai-Meds Ltd, London, UK
Corporate Tax Associate, Ecovis Wingrave Yeats, London, UK
Investment Research Analyst, Beauhurst, London, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MA Economics, The University of Manchester, UK
BSc (Hons) Economics, The University of Nottingham, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**
Accelerated the implementation of a financing facility worth £500,000 with a major high street bank for the family business to strengthen cash flow. As a result, the company has increased the number of suppliers ensuring shorter lead time for product delivery and an estimated 100% increase in total revenue by 2019.
Prepared and submitted over 300 tax returns for Ecovis' most valuable client and upsold additional corporation tax services to high profile clients leading to a 10% increase in company turnover.
Researched and integrated over 1,000 UK and global investment deals to be included in Beauhurst's database sold to clients nationwide from a variety of sectors. This allowed clients to locate and sell their services to the UK's fastest growing companies and promising start-ups.



Ileana Davila Delgado

[linkedin.com/in/ileana-davila](https://www.linkedin.com/in/ileana-davila)

- **Career History:** Supply Chain Finance Controller, Danone Mexico, Mexico City, Mexico
Supply Chain Project Leader, Danone Mexico, Mexico City, Mexico
Supply Chain Performance Analyst, Danone Mexico, Mexico City, Mexico
Manufacturing Area Trainee, Procter and Gamble, Mexico City, Mexico
- **Education Highlights:** MBA, Warwick Business School, UK
BSc Industrial Engineering (Minor in Systems Engineering), Instituto Tecnológico y de Estudios Superiores de Monterrey, México
IESEG School of Management, France (Exchange semester)
- **Nationality:** Mexican
- **Languages:** Spanish (native), English (fluent), French (intermediate)
- **Achievements:**
Controlled national distribution network budget totaling £71 million and measured the performance of productivity projects worth £2.8 million savings per year.
Coordinated commercial tenders, started up new operations, supervised the operational and financial performance of key clients that helped optimize resources via generation of £3.3 million additional revenue and increases in productivity by 44%.
Designed warehouse and distribution processes, achieved standardisation of national operations in 32 different locations across Mexico.



Danaya Dankittipong

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

- **Career History:** Section Manager, CP Merchandising Company Ltd, Bangkok, Thailand
Financial Analyst, BANPU Public Company Ltd, Bangkok, Thailand
Financial Analyst, Faurecia Interior System Thailand, Bangkok, Thailand
Investment Executive, Double A (1991) Public Company Ltd, Chachoengsao, Thailand
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Business Administration, Finance, Mahidol University International College, Thailand
- **Nationality:** Thai
- **Languages:** Thai (native), English (fluent)
- **Achievements:**
Developed strategic plans, assessed company performance and made recommendations for internal business process improvement, which increased sales performance by 3% and improved inventory turnover by more than 5%.
Achieved a month end closing with support from the plant accounting department including a drill down analysis on profit and loss, and performed a forecast with 90% accuracy against actuals. This allowed strategy team to improve their budgeting strategies and enhance their operations.
Developed and conducted a business plan along with a marketing plan for tire trading business from China which was successfully implemented and resulted in 19% of gross margin and 4% of net profit.



Aquilin Deepthi

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

- **Career History:** Finance Operations Manager, Nexmo (a Vonage plc Company), London, UK
Staff Accountant, Sharp and Tannan, Delhi, India
- **Education Highlights:** MBA, Warwick Business School, UK
Professional Competence Examination, Institute of Chartered Accountants of India
Bachelor of Commerce, Jesus and Mary College, Delhi University, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (fluent), Tamil (basic), Gujarati (basic)
- **Achievements:**
Provided data analytics support and facilitation for successful acquisition of Nexmo by Vonage for US\$250 million.
Nurtured customer and payment related process management for telecoms start-up in its growth from US\$20 million to US\$100 million in three and half years.
Managed statutory, tax and internal audit services for seven clients from five sectors (engineering, construction, electrical, automobile and IT) to comply with statute and corporate governance.



Radko Diev

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

- **Career History:** Director Internal Control, Tabak Market, Sofia, Bulgaria
Head of Expansion, Tabak Market, Sofia, Bulgaria
Regional Expansion Manager, Tabak Market, Sofia, Bulgaria
Expansionist, REWE Group, Plovdiv, Bulgaria
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor in Marketing, Plovdiv University, Bulgaria
- **Nationality:** Bulgarian
- **Languages:** Bulgarian (native), English (fluent), French (intermediate)
- **Achievements:**

Created and implemented electronic communications system, which allowed more than 800 franchise partners to easily receive support from Head Quarters on more than 96 of the most common problems; resulting in workload optimisation, transparency and annual cost savings of £40,000.

Identified and mitigated major risks by fixing process gaps and minimising shrinkage due to theft, which led to reduced losses totaling £0.45 million annually.

Established an expansion department, which analysed commercial or urban infrastructure as well as legislation to ensure a variety of retail locations. Delivered more than 1,070 locations costing £13.5 million in investment which transformed the company to one of the biggest Bulgarian retailers with a £200 million turnover.



Diego Echeverría

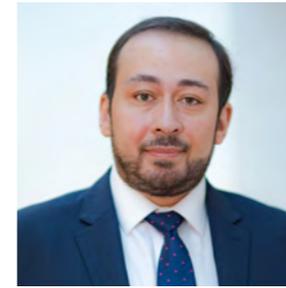
[linkedin.com/in/Diego-Echeverría](https://www.linkedin.com/in/Diego-Echeverría)

- **Career History:** Regional Senior Project Engineer (Latin America), Research and Development, Henkel, Mexico
Senior Project Engineer, Research and Development, Henkel, Mexico
Junior Project Engineer, Research and Development, Henkel, Mexico
- **Education Highlights:** MBA, Warwick Business School, UK
BSc Chemical Engineering, Universidad Iberoamericana, Mexico
- **Nationality:** Mexican
- **Languages:** Spanish (native), English (fluent), French (basic)
- **Achievements:**

Led a savings project comprising the change of a raw material used in liquid detergents, resulting in annual savings of over £2 million.

Managed the £1.5 million Research and Development department's budget, granting each year the best use of funds, by establishing a transparent, traceable purchase procedure which reduced order processing time by half.

Developed a new fabric finisher formula, which is now a successful brand, with six variants and more than four years in the market.



Motaz Elgizawy

[linkedin.com/in/motaz-elgizawy](https://www.linkedin.com/in/motaz-elgizawy)

- **Career History:** Registrar, Trauma and Orthopaedics, Countess of Chester Hospital, UK
Registrar, Trauma and Orthopaedics, Royal Stoke University Hospital, UK
Registrar, Trauma and Orthopaedics, Basildon University Hospital, UK
Registrar, Trauma and Orthopaedics, Hywel Dda University Health Board, Bronglais General Hospital, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MRCS, Royal College of Surgeons of England, UK
MBBCH, Ain Shams University (Cairo, Egypt), Egypt
- **Nationality:** British Egyptian
- **Languages:** English (native), Arabic (native)
- **Achievements:**

Led a systematic review concerning the role of a cement spacer in overcoming prosthetic hip joint infection, which led to better understanding of the advantages of the cement spacer, and the implications for wider use.

Conducted an internal audit reviewing all acute mortalities for hip fractures (2011-2017), to understand avoidable causes of death and implement changes to ensure better care services for this patient group. This research led to further re-audits to assess the efficacy of improved elderly care service interventions, and the findings were disseminated nationally through papers and presentations with other NHS organisations.

Took part in an anatomical and clinical research study for a new procedure in foot and ankle surgery, which resulted in greater improvement in mobility of Charcot-Marie-Tooth patients.



Parab Elhence

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

- **Career History:** Head of Sales and Trading, Arcade IBF, Africa and Middle East
Partner and Fixed Income, Currency and Commodities (FICC) Manager, Proficient Commodities Ltd, Kolkata, India.
Senior Trader and Strategist (Currency & Commodities), Religare Enterprises Ltd, Delhi, India
Derivatives Trader and Strategist, SMC Global Ltd, Delhi, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelors of Commerce, Lucknow University, India
- **Nationality:** India
- **Languages:** Hindi (native), English (fluent), French (basic)
- **Achievements:**

Established the Gold procurement desk for Arcade Ibf in synchronisation with central bank of Ghana, miners and dealers exporting across India, Dubai and Singapore; contributing approximately 7% of gold exports from Ghana.

Established the first ever All India Gold Traders Association in Ghana for negotiating exchange rates from African banks. Persuaded the six biggest traders (capturing 70% of market) to get involved.

Grew gold exports from five kilograms to 200 kilograms per week over 12-month period, raising monthly turnover from US\$4 million to US\$45 million over 15 months and creating more than 50 jobs for Native Africans, becoming the only Indian company to hire non-Indians.



Fiorello Carmo Fernandes

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

- **Career History:** Senior Design Engineer, Vimaan Aerospace, Mumbai, India
Design Engineer, Phoenix Engineering Technologies, Hyderabad, India
Design Engineer, B/E Aerospace, Hyderabad, India
- **Education Highlights:** MBA, Warwick Business School, UK
BEng Mechanical Engineering, Visvesvaraya Technological University, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (fluent), Kannada (basic), Konkani (basic), Marathi (basic), Bengali (basic)

■ **Achievements:**

Led team in five Critical Design Review meetings for commercial aircraft interior design programs. Innovated and developed designs for more than 22 commercial aircraft interior projects for global airliners on both Boeing and Airbus aircraft lines.

Devised process frameworks that resulted in 95% First Time Right designs, 20% reduction in manufacturing costs and 25% reduction in design man hours. Led to three consecutive performance awards.

Conceived and implemented live visual dashboards that reduced design turnaround time by more than 30% through elimination of process redundancies. This aided in critical decision making and significantly improved cross functional communication. Demonstrated substantial cost savings of approximately US\$1.5 million per annum.



Katharina M. Franke

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

- **Career History:** Consultant, Consileon Business Consultancy, Karlsruhe, Germany
Associate Consultant, Consileon Business Consultancy, Karlsruhe, Germany
Project Management Assistant, Daimler AG, Woerth am Rhein, Germany
- **Education Highlights:** MBA, Warwick Business School, UK
BA Sociology, Politics and Economics (plus minor in Corporate Management and Economics), Zeppelin University, Friedrichshafen, Germany
- **Nationality:** German
- **Languages:** German (native), English (fluent), French (intermediate), Italian (intermediate), Arabic (basic)

■ **Achievements:**

Led two teams of 14 developers to design a new B2B platform resulting in a 50 % increase in sales turnover and a 30 % retrenchment in workload per employee.

Coordinated a business team of six to design and successfully launch a new task management system in more than 3,300 grocery stores, which modernised technology infrastructure and reduced administration by 40% and costs by 25%.

Evaluated the processes of an application program and resource planning at a leading German car manufacturer, defined new structures which decreased lead-time by 40 % and reduced work losses by 30%.



Paul Fitzgerald

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

- **Career History:** Aerodynamics Design Engineer, Mercedes AMG F1, Brackley, UK
Contract Design Engineer, Mercedes AMG HPP, Brixworth, UK
Graduate Engineer, Mercedes AMG F1, Brackley, UK
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Mechanical and Manufacturing Engineering, Dublin City University, Dublin, Ireland
- **Nationality:** Irish
- **Languages:** English (native), Irish (basic), French (basic)

■ **Achievements:**

Reduced project cycle time from concept to complete part by up to 70% through improving CAD system utilisation and numerous projects with each process level.

Designed and developed the floor and mid chassis section of the car; which improved lap time by approximately two seconds per season, leading to 66 race wins and four championships across five years enabling Mercedes to be one of the most dominant cars in F1 history.

Coordinated complex data and top-level performance information with the entire race team and drivers on race weekends, improving on lap time, and delivering Mercedes and Nico Rosberg the first ever race win in the new Mercedes Era in Formula One.



Han Gao

[linkedin.com/in/han915gao](https://www.linkedin.com/in/han915gao)

- **Career History:** Transaction Banking Department Product Manager (and authorized trader), China Merchants Bank, China
Product Manager, Financial Institution Department, China Merchants Bank, China
Relationship Manager, Financial Institution Department, China Merchants Bank, Singapore
Graduate Management Trainee, China Merchants Bank, Singapore
- **Education Highlights:** MBA, Warwick Business School, UK
BSc (Hons) Real Estate (specialization Real Estate Finance), National University of Singapore, Singapore
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (native), German (basic)

■ **Achievements:**

Developed transaction banking products to fulfill customers' risk hedging and asset diversification. Via effective product development and training, transaction banking product usage increased from one per 30 customers to one per 10 customers.

Established market leading financial solution using derivative tools to help corporate and institutional clients invest in ideal asset mix, resulting in 30% increase in department revenue.

Researched and created new opportunities for valet global investment and asset management in Shanghai Free Trade Zone, resulted in first prize at the Shanghai Financial Authorities Annual Awards 2017.



Jie Gao

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

- **Career History:** Department Assistant Manager, Christian Dior Couture, London, UK
Department Supervisor, Christian Dior Couture, London, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MEng Electronic systems with Communications, University of Warwick, UK
BEng Electronic systems with Communications, University of Science and Technology Beijing, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent), French (basic)
- **Achievements:**

As Assistant Manager, recruited, coached and led a team of 10, planned department buying and merchandising, developed level of service and global brand awareness through Selfridges. Increased mystery shopping results from 83% to 97% in the Europe Zone.

Started Ready-to-Wear Department with new team, and achieved 80% of turnover target. Increased sell-thru and buying by 56%.

Developed relationships with three 'Elite' clients within one year with a new department. One of them spent 630,000 Euros within three years. Organised and led event for top UK clients in London and Paris.



Varun Goel

[linkedin.com/in/varungoel90](https://www.linkedin.com/in/varungoel90)

- **Career History:** Senior Engineer, Highways, Jacobs, Birmingham, UK
Engineer, Highways, Jacobs, Birmingham, UK
Graduate Engineer, Highways, Jacobs, Birmingham, UK
- **Education Highlights:** MBA, Warwick Business School, UK
Incorporated Civil Engineer (IEng MICE), Institution of Civil Engineers, UK
MEng (Hons) Civil Engineering with Business Management, University of Birmingham, UK
- **Nationality:** British
- **Languages:** English (native), Hindi (fluent)
- **Achievements:**

Spearheaded team of three which successfully tendered for inspection of 187 structures, receiving an overall client tender score of 100%.

Managed £150,000 design budget and led team of six design engineers across UK and India on £28.5 Million UK highway project, delivering successfully on time and under budget, resulted in securing two further projects from client.

Value engineered design of £3 million highway project, resulted in 30% client savings in construction costs, through innovative design development, gaining promotion as a result of contribution to the project.



Andrew Green

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

- **Career History:** Associate Land and Planning Director, Taylor Wimpey Oxfordshire, Abingdon, UK
Senior Land Manager, Taylor Wimpey Oxfordshire, Abingdon, UK
Land Manager, Taylor Wimpey Oxfordshire, Abingdon, UK
Graduate Management Trainee, Taylor Wimpey UK, High Wycombe, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MEng (Hons) Aeronautical Engineering, University of Bristol, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Successfully coordinated the investment of over £58 million in land acquisitions and £44 million in land disposals to allow the business to generate a 19.9 percentage point improvement in ROCE over three years.

Managed a team of five to deliver a land strategy centred on option agreements which yielded higher margins, resulting in a 4.2% increase in pre-tax profit for the business.

Led the land management of Taylor Wimpey UK's largest asset of over 3,300 homes and a project development value in excess of £675 million. Facilitated a site turnover increase of more than 100%.



Ragini Gupta

[linkedin.com/in/raginigupta92](https://www.linkedin.com/in/raginigupta92)

- **Career History:** Analyst, EY, Gurgaon, India
Journalist, India Today Group, Noida, India
Assistant Manager, Jagran Prakashan Ltd, Kanpur, India
- **Education Highlights:** MBA, Warwick Business School, UK
BSc Communication and Media Studies, Loughborough University, UK
- **Nationality:** Indian
- **Languages:** English (native), Hindi (native)
- **Achievements:**

Initiated newsletters at EY to provide company-specific business and management updates. These provided essential information on focus accounts performance and were circulated to senior management.

Fundraised approximately US\$3,000 via crowdfunding platform, Ketto, to install a solar panel in an off-grid school near Kanpur. This enabled the use of water pump for clean drinking water, effective functioning of lavatories and electricity in classrooms.

Wrote a travel feature and articles on imminent luxury and travel updates that were self-sourced and published in Mail Today and Robb Report as by-lines.



Sanjana Gupta

[linkedin.com/in/sanjanagupta1](https://www.linkedin.com/in/sanjanagupta1)

- **Career History:** Senior Analyst, Aurum Equity Partners, Delhi, India
Analyst, R DEE R, Delhi, India
Analyst, KPMG, Delhi, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Commerce (Hons), University of Delhi, India
Cleared Level 2 of the CFA Program
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent) and Arabic (basic)
- **Achievements:**
 - Spearheaded private equity initiative which resulted in revenue flow, including two mandates from an India focused venture fund with over US\$600 million assets under management.
 - Devised the 'New Analyst Training Program' for new recruits, saved management time, on-boarded six new employees and supported the achievement of their Key Result Areas as Investment Banking Analysts.
 - Successfully built relationships and coordinated work with Swiss multinational pharmaceutical company (revenue of approximately US\$50 billion) and KPMG Switzerland.



Corry Annelia Poundti Harahap

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

- **Career History:** Auditor, PT Jasa Marga (Persero) Tbk, Jakarta, Indonesia
Welfare Service Manager, PT Jasa Marga (Persero) Tbk, Jakarta, Indonesia
Transfer Knowledge Program, Ministry of State Owned Enterprises, Jakarta, Indonesia
Public Training Execution Manager, Jasa Marga Development Center (JMDC), PT Jasa Marga (Persero) Tbk, Jakarta, Indonesia
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Economics, Gunadarma University, Depok, Indonesia
- **Nationality:** Indonesian
- **Languages:** Indonesian (native), English (fluent), Minang (fluent), German (basic)
- **Achievements:**
 - As Welfare Services Manager, led a team of five to implement healthcare programs for more than 20,000 people (employees, retirees and their families) in accordance with Company regulations.
 - Chosen to represent PT Jasa Marga (Persero) Tbk in Transfer Knowledge Program; provided new insights on how to create effective HR Regulations in organisations to the Planning, Organising and Human Resources Management Division in Ministry of State Owned Enterprises.
 - As Public Training Execution Manager, successfully collaborated with the IT Team to create applications that reduced the time taken to deliver training reporting by 50%.



Jack Hayball

[linkedin.com/in/jack-hayball](https://www.linkedin.com/in/jack-hayball)

- **Career History:** Sales and Events Manager, Glendola Leisure, London, UK
District Trainer, Mitchells & Butlers, London UK
Deputy Manager, Mitchells & Butlers, London, UK
Assistant Manager, Mitchells & Butlers, London UK
- **Education Highlights:** MBA, Warwick Business School, UK
Bsc (Hons) Sociology, University of Manchester, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**
 - Dramatically improved the efficiency of the highest-grossing venue Mitchells and Butlers own, achieved the highest sales growth for any unit in the company (increased by £1.7 million net over three years), and won 'Best Sales Growth' award (out of 115 sites) twice.
 - Achieved 95% on a staff satisfaction survey, attained an 'All-Green' scorecard, and was nominated for Deputy Manager of the year.
 - Implemented a management training programme, which successfully reduced management turnover by 50%, and was rolled out across the company nationally.



Mark Holton

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

- **Career History:** Commercial Associate, Emerald Automotive Design Ltd, Coventry, UK
Commercial Executive, R & D Vehicle Systems Ltd, Banbury, UK
Graduate Trainee, R & D Vehicle Systems Ltd, Banbury, UK
- **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons) Management and Business Administration, University of Reading, Reading, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**
 - Directed the implementation, certification and day-to-day management of Emerald Automotive's all-new comprehensive ISO 9001 quality management system used business-wide, resulting in measurably improved engineering activities through standardised procedures and processes.
 - Conducted extensive product planning for the new London Taxi-derived van programme at Emerald Automotive, delivered sophisticated analysis models to demonstrate the competitive running costs, which led to the programme being green-lit.
 - As Commercial Executive, managed applications for part-funded collaborative R&D activities, ultimately securing a combined funding total of more than £1.7 million across three programmes.



Adity Indarani

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

- **Career History:** Senior Manager – Distribution and Retail Banking, Bank Mandiri, Jakarta, Indonesia
First Senior Manager – Regional Business Development, Bank Mandiri, Jakarta, Indonesia
Manager of Business Development, Bank Mandiri, Jakarta, Indonesia
Asisstant Manager of Business Development, Bank Mandiri, Medan, North Sumatra
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Economics, Sebelas Maret University, Surakarta, Indonesia
- **Nationality:** Indonesian
- **Languages:** Indonesian (native), English (fluent), Javanese (fluent)
- **Achievements:**

Managed seven projects for distribution financing and transactional banking for a corporate client which incorporated a US\$152 million investment portfolio.

Improved branch profitability through an improved ‘Sales Through Social Media’ strategy which led to more efficient use of resources, highest branch KPI (out of 155 branches) and exceeded the target of Contribution Margin by 30%.

Doubled the number of active loyalty program users in six months via 12 activation projects and deployment of improved data capture.



Deepak Janardhana

[linkedin.com/in/deepakj83](https://www.linkedin.com/in/deepakj83)

- **Career History:** Program Lead, Customer Engineering, Intel Corp, Bangalore, India
Team Lead, Customer Engineering, Intel Corp, Bangalore, India
Software Application Engineer, Intel Corp, Taipei, Taiwan
Platform Application Engineer, Intel Corp, Bangalore, India
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Embedded System (Electronics), Manipal University, Manipal, India
BEng Telecommunications Engineering, VTU, Bangalore, India
- **Nationality:** Indian
- **Languages:** Kannada (native), English (fluent), Hindi (fluent)
- **Achievements:**

Led the Customer Engineering team in delivering close to 50% increase in the number of PC designs launching ‘on-time’ across both sixth and seventh Generation Intel CPU products.

Spearheaded a process efficiency drive across four geographically located teams with program planning and flawless execution resulting in 40% increase in throughput and close to US\$0.9 million in savings.

Enabled leading PC manufacturer to launch an innovative PC interface device by organising a workshop with three industry vendors to resolve software integration challenges; translating to more than US\$0.5 million in revenue.



Lu Jin

[linkedin.com/in/66jinlu99](https://www.linkedin.com/in/66jinlu99)

- **Career History:** Project Executive, Shanghai Toplite Technology, Shanghai, China
Chairman Secretary, Dong Du International, Shanghai, China
President Assistant, Shanghai Toplite Technology, Shanghai, China
- **Education Highlights:** MBA, Warwick Business School, UK
Master of Engineering, Environmental Engineering, TongJi University, China
Bachelor of Engineering, Environmental Engineering, TongJi University, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent)
- **Achievements:**

Obtained industrial property ownership certification of new factory buildings within 10 months, resulting in rental cost savings of one month for the company.

Negotiated with strike leaders to ensure the impact of the strike was minimised and employees returned to work in 21 days with minimal disruption to business.

Investigated and purchased properties in Beijing, achieving a 60% rise in value within two years.



Deepak John

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

- **Career History:** Senior Officer – Advertising (Brand Management), Toyota Kirloskar Motor, Bangalore, India
Senior Officer – Advertising (Digital Marketing), Toyota Kirloskar Motor, Bangalore, India
Officer – Events, Toyota Kirloskar Motor, Bangalore, India
Race Rider – TVS Motor Company, Bangalore, India
- **Education Highlights:** MBA, Warwick Business School, UK
Executive Program in Business Management, Indian Institute of Management (IIM) Calcutta, India
Bachelor of Business Management, Bangalore University, Bangalore
- **Nationality:** Indian
- **Languages:** English (fluent), Hindi (intermediate), Malayalam (basic), Kannada (basic), Spanish (basic)
- **Achievements:**

As Brand Manager, managed the largest brand portfolio in the marketing division of Toyota India including the corporate brand and key products such as Camry. Planned and executed the launch of Toyota Yaris in India, which won the ‘Best Car Launch’ award at the Delhi Auto Expo 2018.

Successfully launched Toyota’s motorsport program in India as overall project in-charge, managing budgets over US\$5 million, achieving 20% reduction in technical costs and increasing cash sponsorship by 50% in the second year. Implemented the first overseas race driver incentive program and led Toyota India’s first overseas race participation in the Colombo Night Race 2012.

As a Professional race rider attained runner up position in the Indian National Championship three years in a row in various categories, with over 40 podium finishes in National motocross, dirt track and rally events. As a Professional stuntman, performed stunts in television advertisements for top multinational brands involving sports and film celebrities in local and international venues.



Areum Jung

[linkedin.com/in/areum-jung](https://www.linkedin.com/in/areum-jung)

- **Career History:** Brand Advertising Manager, Korea Tourism Organization (KTO), Seoul, Korea
Public Relations Assistant Manager, KTO, Seoul, Korea
Creative Management Assistant Manager, KTO, Seoul, Korea
Domestic Tourism Marketing Staff, KTO, Seoul, Korea
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Business Administration, Sejong University, Korea
- **Nationality:** South Korea
- **Languages:** Korean (native), English (fluent)
- **Achievements:**
Identified concepts from the marketing communication strategy to create TV adverts which resulted in 45 million views on YouTube and became the most watched videos of any national tourism organisation globally.
Planned the global campaign 'Write your name in Korea' which led to a record breaking 301,396 online participants from 192 nations in 42 days and a 25% increase in overseas visitors during the campaign period.
Conducted online surveys of 12,000 people in 20 countries and subsequently published 20 volumes of Korean tourism reports, which outlined the correlation between marketing activities and number of tourists and insights into popular tourist destinations.



Farhan Khan

[linkedin.com/in/farhan-k](https://www.linkedin.com/in/farhan-k)

- **Career History:** Senior Market Analyst, SICPA SA, Prilly, Switzerland
Market Analyst, SICPA SA, Prilly, Switzerland
Market Research Trainee, SICPA Security Solutions SA, Prilly, Switzerland
- **Education Highlights:** MBA, Warwick Business School, UK
BA History, University of Kent, UK
- **Nationality:** Swiss
- **Languages:** English (native), French (native)
- **Achievements:**
Advised, as part of a small cross-functional team, the head of a newly created business unit. This process defined a global strategy, facilitated a cohesive understanding of said strategy throughout the new organisation, and served to justify and secure new budgetary requirements.
Co-led the analysis of landmark international public health legislation. The recommendations fostered nuanced debate in external forums, enabled industry-wide consensus on the issues at stake, and underpinned a complete revision of the company's go-to-market strategy for the European Union.
Proactively implemented a new market research methodology which eliminated the ongoing use of third party research services, resulted in annual savings of over £30,000, and significantly increased company and client confidence in deliverables such as cost-benefit analyses.



Nabeel Khan

[linkedin.com/in/nabeelkhan14](https://www.linkedin.com/in/nabeelkhan14)

- **Career History:** Senior Territory Manager, Unilever, Malibagh, Bangladesh
Territory Manager, Unilever, Tongi, Bangladesh
Territory Manager, Unilever, Pabna, Bangladesh
Assistant Project Coordinator, Bangladesh Youth Leadership Center, Dhaka, Bangladesh
- **Education Highlights:** MBA, Warwick Business School, UK
BBA, Institute of Business Administration, University Of Dhaka, Bangladesh
- **Nationality:** Bangladeshi
- **Languages:** Bengali (native), English (fluent), Hindi (intermediate), Arabic (basic)
- **Achievements:**
Led drug store development for new retail sales channel via four pilot clusters. Designed and refined redistribution service model, recruited and trained a team of seven executives. Pilot led to new channel drug store becoming part of the future growth model.
Redesigned service model/market geography and streamlined HR utilisation, turned business realising 80% of monthly targets to one delivering 103%, resulted in a year's loss recovered within five months post implementation.
Re-established trade relations as Territory Manager, leading to over a threefold increase in loyalty program participation within one year, along with improving distributor compliance via individual and group coaching.



Marie Kirwan

[linkedin.com/in/marie-kirwan](https://www.linkedin.com/in/marie-kirwan)

- **Career History:** Conference Manager, GFMI Marcus Evans, Singapore
Conference Manager, Marcus Evans, London, UK
Assistant Conference Manager, Marcus Evans, London, UK
Senior Conference Producer, Marcus Evans, London, UK
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Music (Hons), Newcastle University, UK
- **Nationality:** British
- **Languages:** English (native), Korean (basic)
- **Achievements:**
Led the launch of the new Global Financial Markets Intelligence brand in Singapore. Engaged senior management to develop the business strategy and deliver profitable conferences within the first year of operation.
Established an innovative and profitable portfolio of new conferences for the APAC market, receiving above average client feedback, with the highest performing events exceeding revenue targets by over 50%.
Recruited and developed a local team of three to deliver a new university graduate training program resulting in increased retention and engagement levels, and promotion of the first participant to a senior role.



Abhimanyu Kumar

[linkedin.com/in/kumarabhimanyu117](https://www.linkedin.com/in/kumarabhimanyu117)

- **Career History:** Administrative Manager, Muskan Hospital, Forbesganj, India
Executive, Muskan Hospital, Forbesganj, India
- **Education Highlights:** MBA, Warwick Business School, UK
BSc (Hons) Mathematics, University of Delhi, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent), Spanish (intermediate)
- **Achievements:**

Led an administrative team of 25 and managed the implementation of various projects including computerisation of purchasing functions and establishing a tally system for financial accounting which improved financial results by 30%.

Procured drug license for hospital pharmacy by delivering several presentations to government officials during regulatory inspection visits.

Achieved strong customer satisfaction ratings and feedback for the free health camps organised as a part of an extensive marketing strategy.



Kai-Chen Lee

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

- **Career History:** Product Manager, KHS Musical Instruments Co, Taipei, Taiwan
Marketing Executive, Leezen Co, Taipei, Taiwan
International Volunteer Executive, National Chiao Tung University, Hsinchu, Taiwan
Consumer Research Executive, The Nielsen Company, Taipei, Taiwan
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Business Administration, National Taiwan University, Taiwan
- **Nationality:** Taiwanese
- **Languages:** Mandarin (native), English (intermediate)
- **Achievements:**

Globally launched new 'Jupiter Premium Synthetic Lubricant' range resulting in 70% improvement in incremental sales revenue.

Reduced inter-departmental errors and shortened new product development cycle through introduction of improved NPD tracking process.

Led a cross-functional team to host a joint exhibition for 33 manufacturers, achieving 170% ROI and significantly improving supplier relationships and product awareness.



Feirand Kurdi

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

- **Career History:** Senior Regional Leasing Manager, Al Yasra Fashion, UAE
Leasing Manager, GLA Property Management, Kuwait
Senior Manager, ABMC, UAE
Leasing Manager, Amwaj Properties, Jordan
- **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons) Logistics and Supply Chain Management, Northumbria University, UK
- **Nationality:** British, Jordanian
- **Languages:** Arabic (native), English (native)
- **Achievements:**

Led the restructuring of leases for 46 underperforming stores including closure of seven across group's portfolio that amounted to annual savings of US\$2.3 million in overall occupancy costs in a nine month period.

Negotiated and finalised US\$27.3 million in new annual rental income for properties under development achieving 40% above budget.

Supervised the administration of more than 500 leases with a total value of over US\$80 million in annual rental income including the accurate input and integration of all lease information into newly adopted ERP database.



Maria Lekanidi

[linkedin.com/in/maria-lekanidi](https://www.linkedin.com/in/maria-lekanidi)

- **Career History:** Access Transmission Engineer, VICTUS Networks, Greece
Telecommunications Engineer – EU R&D Projects Management, Net Technologies, Greece
RF Engineer (KPN Group Belgium project), Alcatel – Lucent, Belgium
- **Education Highlights:** MBA, Warwick Business School, UK
MSc in Telecommunications Electronics – Department of Electronics and Electrical Engineering, University of Glasgow, UK
BSc Physics, University of Athens, Greece
- **Nationality:** Greek
- **Languages:** Greek (native), English (fluent), French (intermediate), Spanish (basic)
- **Achievements:**

Achieved a microwave network infrastructure reduction of approximately 17% while maintaining the high quality objectives of the high and low level designs. This resulted in an equivalent reduction of approximately six million Euro CAPEX and of future OPEX.

Liaised with specialist EU institutions of a consortium to evaluate the risk of high power microwave threats against critical infrastructure. Created a handbook for policy makers and infrastructure stakeholders promoting a standardised framework to guide future regulations. This project was financed by the Seventh Framework Program of the European Commission.

Achieved higher throughput speeds per customer and improvement of subnetwork quality by performing radio access network optimisation in all major metropolitan areas of Belgium.



Shan Li

[linkedin.com/in/lishan-ls](https://www.linkedin.com/in/lishan-ls)

- Career History:** Director of Human Resources, Telstra Pacific Business Solutions, China
 Programme Manager – Organization Change and New HR System, Ping An Group, China
 Senior HR Business Partner, Lenovo, China
 HR Manager and HR Business Partner, IBM, China
- Education Highlights:** MBA, Warwick Business School, UK
 MBA, Southwest Jiaotong University, China
 Bachelor of Arts, Xi'an International Studies University, China
- Nationality:** Chinese
- Languages:** Chinese (native), English (fluent), Cantonese (basic)
- Achievements:**

Developed and implemented organisation wide HR strategy to align with long term business objectives, created organisation culture, established and implemented a talent strategy, and improved employee engagement which reduced annual attrition rate from approximately 25% to 17%.

Played key role in employee transition and strike handling in two major M&A programmes which impacted more than 1,500 staff; Lenovo X86 acquisition in China and the Telstra China One Sales transition programme.

Successfully launched new HR system for IBM in China to implement SAP and harmonise HR policies, processes and delivery model. At Ping An, led an organizational change programme resulting in labour cost saving of 10%.



Sam Lycett

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

- Career History:** Senior Manager, Vale Vehicle Movements Ltd, Birmingham, UK
 Internal Recruiter/Management Trainee, Vale Vehicle Movements Ltd, Birmingham, UK
 Partner, LBS Events, Birmingham, UK
- Education Highlights:** MBA, Warwick Business School, UK
- Nationality:** British
- Languages:** English (native)
- Achievements:**

Directed and implemented processes to streamline business operations that resulted in cost reductions via operational efficiencies and higher levels of productivity leading to profit increasing by 33%.

Successfully co-ordinated the implementation of expanding into the Fleet Management sector by negotiating pricing strategies and establishing relationships with suppliers. This service was highlighted as integral in sustaining the businesses future with technological advancements on the horizon and led to substantial increase to profits of up to 50%.

Reviewed an underperforming driver recruitment process before recommending and implementing new procedures that were measurable and consistent. This led to a 30% increase in driver numbers which had a positive impact for customer retention, staff productivity and increased profits.



Mohanad Mabrouk

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

- Career History:** Global Commercial Manager, Vodafone Group, Newbury, UK
 Enterprise Pricing Manager, Vodafone UK, Newbury, UK
 Enterprise Segment Manager, Vodafone Egypt, Cairo, Egypt
 Product Manager, Vodafone Egypt, Cairo, Egypt
- Education Highlights:** MBA, Warwick Business School, UK
 Bachelor of Commerce (Business Administration), Cairo University, Egypt
- Nationality:** Egyptian
- Languages:** Arabic (native), English (fluent)
- Achievements:**

Led multi-country deal covering 16 European territories via identification of key matrices, negotiated offer through bidding rounds, increased total contract value by 10% to £8 million over three years and diversified products portfolio offered.

Developed and launched an effective new product for Vodafone UK (an enterprise platform offering additional features) that derived both financial benefit to Vodafone as well as enhanced overall customer satisfaction levels, improved revenues by 20% and sales by 7%, identified as the best performing product across more than 20 operating companies.

Expanded channel reach for Vodafone Egypt via introduction of new distribution channel, managed a team of three to overachieve budgeted targets by 3% and increased market share by 2%.



Yajur Mahendru

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

- Career History:** Product Lead, CarDekho.com (Girnar Software Private Ltd), Gurugram, India
 Product Associate, CarDekho.com (Girnar Software Private Ltd), Gurugram, India
 Associate (Products), Paytm (One97 Communications Ltd), Noida, India
 Product Engineer (Products), Gaadi.com (ibibo Group), Gurugram, India
- Education Highlights:** MBA, Warwick Business School, UK
 Bachelor of Technology, Computer Science & Engineering, NIIT University, India
- Nationality:** Indian
- Languages:** Hindi (native), English (fluent), Punjabi (intermediate), French (basic)
- Achievements:**

As Product Lead at CarDekho.com, led development and launch of auto insurance-tech product. This comprised of consumer mobile application, an integrated multi-insurance backend and Operations Workflow System, which streamlined operations and improved customer service TAT by 50%.

Led a team of seven and collaborated with India's top online travel aggregators to launch bus ticketing market place for Paytm, which sells ten million tickets annually.

As Product Engineer at Gaadi.com, worked within cross-functional teams to launch automotive finance technology products and marketing platforms. Significant deliverables include SBI in-Touch Auto Loans Smart TV app, which fulfils hundreds of loan disbursements across India daily, and Call Tracker Product, which is used across dealerships of Chevrolet, Nissan, and Renault to optimise marketing spends.



Mahad Malik

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

- **Career History:** Manager Technical Operations, JIACCO Pakistan Pvt Ltd, Pakistan
Business Development Manager, Industrial Adhesives Pvt Ltd, Pakistan
Production Manager, Industrial Adhesives Pvt Limited, Pakistan
Field Engineer, JIACCO Pakistan Pvt Ltd, Pakistan
- **Education Highlights:** MBA, Warwick Business School, UK.
BSc (Hons) Mechanical Engineering, The University of Nottingham, UK
- **Nationality:** Pakistani
- **Languages:** Urdu (native), English (fluent), Punjabi (fluent)
- **Achievements:**
Pioneered the establishment and procurement of equipment to set up Condition Monitoring department to meet the Confined Space Inspection needs of the aerospace and power industries, resulting in excess of three million Pakistani Rupees annually for the company.
Undertook a challenging project at a major power plant, leading a team to complete the Non-Destructive Examination (N.D.E.) of Boiler Tube Welds two weeks ahead of completion date. This delivered an early production profit for the power company and an annual (N.D.E.) contract to date.
Evaluated the cost parameters for the production of Self Adhesive Tapes at Industrial Adhesives Pvt Ltd and implemented effective changes to the drying line to reduce gas consumption by 40%.



Majid Mammadov

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

- **Career History:** Special Projects Advisor to CEO, Unibank CB, Baku, Azerbaijan
Head of Corporate Banking Department, Unibank CB, Baku, Azerbaijan
Branch Manager, Unibank CB, Baku, Azerbaijan
Loan Supervisor, Corporate Customers Service Division, Unibank CB, Baku, Azerbaijan
- **Education Highlights:** MBA, Warwick Business School, UK
Master's Degree, Finance, Azerbaijan State University of Economics, Azerbaijan
Bachelor's Degree, International Relations, Baku State University, Azerbaijan
One year non-degree exchange program, Roosevelt University, USA
- **Nationality:** Azerbaijani
- **Languages:** Azerbaijani (native), English (fluent), Russian (fluent), Turkish (intermediate)
- **Achievements:**
Developed new KPI system for Corporate Client Account Managers in 2016 resulting in 66% increase in business accounts from existing customers, 15% improvement in new client accounts and 30% upswing in non-interest income.
Led the market research and subsequent development of an innovative mobile banking product, the 'Albali Business Card' to allow small retailers and entrepreneurs to handle their payments to suppliers.
Proposed co-financing with EBRD of our corporate client's project, successfully coordinated analysis, negotiations of terms and conditions, and final disbursement of the largest single loan (US\$10 million) in the history of Unibank.



Chris Martin

[linkedin.com/in/Chris--Martin](https://www.linkedin.com/in/Chris--Martin)

- **Career History:** Freelance Geoscience Consultant (offshore survey industry), UK
Processing and Reporting Manager, Fugro, Kuala Lumpur, Malaysia
Geoscience Team Leader, Fugro, Great Yarmouth, UK
Senior Geophysicist, Fugro, Great Yarmouth, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MSci (Hons) Geology with an International Year, University of Birmingham, UK
- **Nationality:** British
- **Languages:** English (native), French (basic)
- **Achievements:**
Managed a cross cultural team of 33 (across three countries) through a two year programme of change and improvement that greatly enhanced quality and on-time delivery of products in Southeast Asia enabling the company to retain the business of a key multinational client.
Developed process improvements which reduced the production time of a major product from 12 hours to 30 minutes. This resulted in a competitive advantage that helped to win and maintain multimillion dollar subsea cable contracts throughout the Asia-Pacific region.
Led a team of geoscientists offshore West Africa to deliver a two month, US\$6 million survey contract on time and within client specifications, in a challenging security environment. The team was presented with a client award for exceptional proactive reporting of potential engineering hazards.



Robert Mckeon

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

- **Career History:** Project Manager, CNG Services Ltd, Solihull, UK
Project Engineer, CNG Services Ltd, Solihull, UK
Graduate Trainee Project Engineer, CNG Services Ltd, Solihull, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Renewable Energy Flexible Training (REFLEX), Newcastle University, UK
BEng Mechanical and Automotive Engineering, Newcastle University, UK
- **Nationality:** British
- **Languages:** English (native), French (fluent)
- **Achievements:**
Led the design, installation and commissioning of a £4.5 million biomethane project for Severn Trent (the largest project in CNG Services' history). Managed 14 contractors to ensure the project was delivered successfully on time and under budget.
Achieved chartership with the Institution of Mechanical Engineers in June 2017. Spent five years submitting quarterly and annual reports prior to peer interview as part of the process.
Active in all departments across the business from producing proposals as part of the business development team, to drafting contracts and the subsequent design, installation and commissioning for 90% of biomethane projects completed in the UK market.



Devanshi Mehra

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

- **Career History:** Senior Software and Business Analyst, Accenture, Gurgaon, India
Testing and Business Analyst, Accenture, London, UK
Software Engineering Analyst, Accenture, Gurgaon, India
Associate Software Engineer, Accenture, Gurgaon, India
- **Education Highlights:** MBA, Warwick Business School, UK
BTech Computer Science, Gautam Buddh Technical University, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (native)
- **Achievements:**

Managed a cross functional team of eight across three time zones to implement a new cloud-based performance test tool for the ecommerce website of the retailer, New Look; reducing their licensing costs by more than 90% and eliminated 100% of space issues.

Devised an effective test tracking process for the development and maintenance of ecommerce websites, used by a team of more than 100 across skill sets within Accenture, which improved communication and helped reduce a four-week development and testing cycle to two weeks.

Led a team of five to troubleshoot performance issues in websites for a number of clients including, H&M and Salesforce, which resulted in an additional project worth over £250,000. Won ACE award (Accenture Celebrates Excellence) given to only 0.33% of the 150,000 Accenture workforce in India.



Henry Midgley

[linkedin.com/in/henry-midgley](https://www.linkedin.com/in/henry-midgley)

- **Career History:** Client Development Associate, Chant West, Australia
Emerging Leaders Committee Member, Association of Superannuation funds of Australia, Australia
Research Analyst, Chant West, Australia
Corporate Superannuation Analyst, Colonial First State, Australia
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Commerce, University of Canterbury, New Zealand
BSc Chemistry, University of Canterbury, New Zealand
- **Nationality:** New Zealand
- **Languages:** English (native)
- **Achievements:**

Reviewed existing sales strategy to more effectively target clients and prospects, increasing new annual subscription revenue by 50%.

Developed, modelled and implemented improved fee structure for financial advice clients, increased sales revenue by 15%.

Implemented corporate superannuation review project, saving over US\$5 million in potential claims while also improving profitability per account.



Rohit Mohan

[linkedin.com/in/rohitmohan1987](https://www.linkedin.com/in/rohitmohan1987)

- **Career History:** Lead Engineer – Mechanical Component, GE India Technology Centre, Bangalore, India
Engineering Analyst, Infosys, Mysore, India
- **Education Highlights:** MBA, Warwick Business School, UK
MTech Aerospace Structure, IIT Bombay, India
BTech Mechanical Engineering, SCMS Engineering college, India
- **Nationality:** Indian
- **Languages:** Malayalam (native), English (fluent), Hindi (fluent), German (basic)
- **Achievements:**

Led team which reduced aircraft engine production costs as part of a competitive strategy, achieved individual engine savings of US\$29,000 via implementation of latest technologies and simplification of design and operations.

Standardised execution methods and developed best practices, introduced new solution tools and standard templates, increasing work efficiency by 30%.

Optimised work cycle time via automation of activities, saving US\$70,000 per year.



Andrew Moko

[linkedin.com/in/andrew-moko](https://www.linkedin.com/in/andrew-moko)

- **Career History:** Associate, New York Life Investment Management, USA
AVP, Wealth Management Specialist, Merrill Lynch, USA
Financial Advisor, Merrill Lynch, USA
- **Education Highlights:** MBA, Warwick Business School, UK
Dual degree Finance and Economics (Omicron Delta Epsilon), Rutgers Business School, USA
- **Nationality:** Kenyan, American
- **Languages:** English (fluent), Swahili (fluent), French (basic)
- **Achievements:**

As an Associate at New York Life Investment Management, part of a team that raised US\$138 million in net new assets in Exchange Traded Funds, Mutual Funds and Limited Partnerships from key institutional clients including Merrill Lynch, Morgan Stanley, Raymond James and Ameriprise.

Worked as part of team that raised US\$7.2 billion in net new fee-based assets from key institutional and retail relationships within the Merrill Lynch wealth management business by educating the client and the advisor on the value of a fiduciary platform.

As Assistant Vice President, part of a team that spearheaded the successful migration of key relationships from the firm's legacy investment advisory platform into the firm's new fee for advice platform. The migration allowed a change in the business model from a traditional brokerage model dominance of 65% at migration start to 50% at the end.



Stanislav Molleker

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

- **Career History:** Founder and MD, Marketing Consultancy, Moscow, Russia
Head of Digital Marketing Group, Rambler, Moscow, Russia
Head of SEO Department, Kokoc Group, Moscow, Russia
- **Education Highlights:** MBA, Warwick Business School, UK
Specialist Degree History and Archives, Russian State University for the Humanities, Moscow, Russia
- **Nationality:** German, Russian
- **Languages:** Russian (native), English (fluent), German (basic), Spanish (basic)
- **Achievements:**

Conducted one of the first public studies of search engine algorithms using machine learning techniques. The study resulted in a surge in personal brand awareness and tripled requests for services for the following three months.

Led a process of unification of production departments after company merger, including staff selection and training, business process reengineering, updating technology standards, and implementing new project management system.

Developed several services and automation tools that improved employee job performance and customer service, increasing revenue of the department by more than 12%.



Said Muhtadi

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

- **Career History:** Project Coordinator, Khatib & Alami, Dubai, UAE
Planning Engineer, Khatib & Alami, Dubai, UAE
Junior Engineer, Nestle Waters, Amman, Jordan
Intern, Ipsos, Dubai, UAE
- **Education Highlights:** MBA, Warwick Business School, UK
BEng Civil Engineering and Applied Mechanics, McGill University, Canada
IATA Certification in Air Transport Fundamentals and Airline Industry, IATA
- **Nationality:** Canadian
- **Languages:** English (native), Arabic (native), French (intermediate)
- **Achievements:**

Co-managed a team that developed an early schedule and plan for an airport expansion project, resulted in overall savings of more than 10% of total cost and enabled market penetration across Gulf Cooperation Council (GCC) countries.

Established Project Management Research Program in collaboration with stakeholders, improved project planning accuracy, man-hour estimates and budget precision for transportation projects by 20%.

Led a multinational team of eight and key stakeholders, including Business Development colleagues, to advance one of the largest shopping malls (the Mall of Saudi) while keeping risks at minimum.



Sayora Mussakhunova

[linkedin.com/in/sayora-mussakhunova](https://www.linkedin.com/in/sayora-mussakhunova)

- **Career History:** Client Service Director, Almaty (Advertising agency), Kazakhstan
Key Account Manager, Almaty, Kazakhstan
Project Manager, Almaty, Kazakhstan
Account Executive, Almaty, Kazakhstan
- **Education Highlights:** MBA, Warwick Business School, UK
BA International and Comparative Politics, American University of Central Asia, Kyrgyzstan
- **Nationality:** Kazakhstan
- **Languages:** Dungan (native), Russian (fluent), English (fluent), Kazakh (basic)
- **Achievements:**

Built strong and enduring relationships with key international clients, including Sony (Japan), Huawei (China), Beko (Turkey) and Daio Paper (Japan). Project scopes consistently increased, as well as client related turnover, as a direct result of relationship management, development and project success.

Led a PR campaign for multinational mobile brand, organised in country product launch and follow-on campaign, increased brand awareness from 5% to 36% in 12 months.

Prepared and implemented marketing support processes, ensured efficient execution of advertising projects, minimised shortcomings and maximised profitability with limited resources.



Renata Nadalutti

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

- **Career History:** Senior Account Manager, Oracle, São Paulo, Brazil
Account Manager/Pod Lead, Google Online Partnership Group, Google, São Paulo, Brazil
Business Coordinator, Planning and Control, Enel, Niteroi, Brazil
- **Education Highlights:** MBA, Warwick Business School, UK
Post-Graduation in Marketing, Fundação Getúlio Vargas (FGV), Brazil
Post-Graduation in Business Administration, IBMEC, Brazil
Bachelor of Production Engineering, Universidade Federal Fluminense, Brazil
- **Nationality:** Brazilian, Italian
- **Languages:** Portuguese (native), English (fluent), Spanish (intermediate)
- **Achievements:**

Led a cross-functional team in Oracle to recover a production license debt of US\$2 million.

Created and implemented a new marketing tool to attract and retain new customers. Piloted the tool in Brazil resulting in 10,000 new users, a 15% increase in revenue and subsequently launched globally reaching over 100 million users.

Developed an operation system with a leading team of industry experts to pioneer a Smart Grid project. The system minimised the energy losses and improved the operational efficiency delivering a revenue increase of US\$100 million per year.



Gautam Viswanathan Nagarajan

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

■ **Career History:** Discipline Engineer – Fire and Smoke, Alstom Transport, Bangalore, India
Trainee Engineer, Alstom Transport, Bangalore, India
Graduate Engineering Trainee, Honda Cars, Bangalore, India

■ **Education Highlights:** MBA, Warwick Business School, UK
BEng (Hons) Mechanical Engineering, Birla Institute of Technology and Science, UAE

■ **Nationality:** Indian

■ **Languages:** English (native), Hindi (fluent), Telugu (fluent)

■ **Achievements:**

Supervised floor structure design for Sydney metro train and conducted tests that ensured 45 minutes fire resistance, highest ever resistance achieved by Alstom.

Led team of four which managed 'Fire and Smoke' activities for the Sydney Metro. Studied and altered parameters for associated simulations, leading to substantial savings in project costs.

Managed bulk order shipments team at Honda Cars, developed and implemented processes which reduced manpower costs by approximately 15%.



Pooja Nagesh

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

■ **Career History:** Director Operations, Delphi Overseas Pvt Ltd, Bangalore, India
Senior Product Developer, Delphi Overseas Pvt Ltd, Bangalore, India
Senior Production Analyst, Delphi Overseas Pvt Ltd, Bangalore, India
Merchandiser, Delphi Overseas Pvt Ltd, Bangalore, India

■ **Education Highlights:** MBA, Warwick Business School, UK
BEng (Medical Electronics), BMS College of Engineering, Bangalore, India

■ **Nationality:** Indian

■ **Languages:** Telugu (native), English (fluent), Kannada (fluent), Hindi (fluent),
Tamil (basic)

■ **Achievements:**

Increased production by 10% while reducing manpower by 20% and overtime by 45% through rebalancing work load practices and introduction of lean management processes as Director of Operations.

Managed textile projects for the Hermitage Royal Hunting Lodge and Royal Reception Rooms of the Christiansborg palace, Denmark which involved refurbishment of the walls with hand painted silk panels and silk velvet tapestry leading to an increase in profits by 20% and an invite to the inaugural ceremony from the Queen of Denmark.

Undertook a healthcare project (Brain Computer Interfacing) which helped disabled people regain mobility by using their thought process at the prestigious Raman Research Institute, India.



Nagesh Brijesh Naman

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

■ **Career History:** City Head – Bangalore, Zipgo Technologies, Bangalore, India
City Manager, Grab Technologies, Bangalore, India
Assistant Programme Manager, Runnr (acquired by Zomato), India
Business Development Manager, Blue Mushroom Infozone, India

■ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology, National Institute of Technology Jaipur, India

■ **Nationality:** Indian

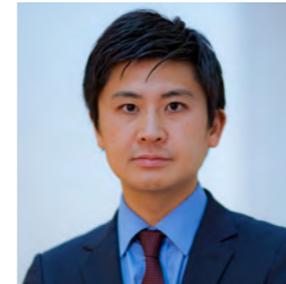
■ **Languages:** Hindi (native), English (fluent)

■ **Achievements:**

Led Bangalore city to positive gross revenue from more than 50% loss within six months; drove business efficiency and launched new product categories to reach the target of US\$1.2 million yearly run-rate.

Designed new city launch for Zipgo; prepared launch plan in line with national business targets, developed growth plan for supply/demand and key business metrics, and reached the milestone of 2,000 orders per day, with above 90% occupancy in record four months of operation.

Created and implemented best practice guidance for Supply team, including on-boarding, communications, and retention modules; resulted in 30% increment in top-of-the-funnel for supply on-boarding and 25% reduction in supply attrition rate.



Shinnosuke Nanzawa

[linkedin.com/in/shinnosuke-nanzawa-88892215b](https://www.linkedin.com/in/shinnosuke-nanzawa-88892215b)

■ **Career History:** Director and Founder, Cayne.co.ltd, Tokyo, Japan
External relationship Manager, Nanzawa Textile, Niigata, Japan

■ **Education Highlights:** MBA, Warwick Business School, UK
MS in system design management, Keio University, Japan
BA in Literature (Sociology), Waseda University, Japan University, Japan

■ **Nationality:** Japanese

■ **Languages:** Japanese (native), English (fluent)

■ **Achievements:**

Identified and acquired vacant condominium for 50 million Japanese Yen, increased value to 75 million Japanese Yen, generating an annual yield of 7% per year.

Completed OEM contract with Tomorrowland for the 'Knott' brand generating revenues of 30 million Japanese Yen a year.

Conducted and supported marketing research for 'Urban Zen' in Japan, produced by Donna Karan, New York (DKNY).



David Navas Plaza

[linkedin.com/in/davidnavas24](https://www.linkedin.com/in/davidnavas24)

- **Career History:** European Key Account Development Manager, IPH Brammer Ltd, Teddington, UK
European Product Manager, Brammer Plc, Stoneleigh Park, UK
European Graduate Programme, Brammer Plc, UK and Spain
Project Engineer, Morgan Advanced Materials, Swansea, UK
- **Education Highlights:** MBA, Warwick Business School, UK
BEng (Hons) Renewable Energy and Sustainable Technologies, Glyndŵr University, UK
Technical Engineering Industrial, University of the Basque Country, Spain
- **Nationality:** Spanish
- **Languages:** Spanish (native), English (fluent), Basque (fluent), German (intermediate)
- **Achievements:**

Developed the Automotive Market Segment which delivered €6 million sales growth and 2% margin improvement through product alternatives initiative, cross-selling activities and customer relationship improvement.

Successfully increased the catalogue's Health and Safety product range (more than 2,000 new items) across 23 European countries which produced 28% sales growth.

Reduced the energy consumption of the plant at Morgan Advanced Materials in Swansea by implementing projects, which delivered annual savings of £120,000.



Tolulope Omidiji

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

- **Career History:** Manager, PwC, Lagos, Nigeria
Consultant, PwC, Lagos, Nigeria
Associate, PwC, Lagos, Nigeria
- **Education Highlights:** MBA, Warwick Business School, UK
Institute of Chartered Secretaries and Administrators of Nigeria
Barrister at Law, Nigerian Law School, Nigeria
Bachelor of Laws, Obafemi Awolowo University, Nigeria
- **Nationality:** Nigerian
- **Languages:** English (native), Yoruba (native), French (basic)
- **Achievements:**

Successfully managed project for multinational client related to Nigerian government incentive, resulted in tax savings of over US\$15 million for the client.

Co-led and supervised West Africa Market legal service delivery team with a geographic remit of Nigeria, Ghana and Liberia. Ensured that firms internal risk management framework improved by 50% across West Africa Market.

Identified and implemented pragmatic tax clearance documentation approach that assisted multinational client, resulted in the release of otherwise stagnant payment of £3 million.



Annie Nemaconde

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

- **Career History:** Development Manager, Kansai Plascon R&D Technical, Johannesburg, South Africa
SHERQ (Safety, Health, Environment and Risk) Manager, Kansai Plascon R&D Technical, Johannesburg, South Africa
Development Chemist, Kansai Plascon R&D Technical, Johannesburg, South Africa
Paint Technologist, Dulux, Johannesburg, South Africa
- **Education Highlights:** MBA, Warwick Business School, UK
BEng (Hons) Chemical Engineering, National University of Science and Technology, Zimbabwe
- **Nationality:** Zimbabwean
- **Languages:** Shona (native), English (fluent), French (basic)
- **Achievements:**

Successfully designed a novel product for the South African roof paint market by introducing ground breaking raw material technology which resulted in a 50% increase in sales revenue six months after product launch.

Led a process design team that created a programme to accurately generate safety data sheets using SAP. This significantly reduced turnaround time by 80% and resulted in the organisation surpassing a 95% customer service level target.

Developed a central online platform that allowed all stakeholders to track any changes to high risk properties in formulations. This resulted in 95% improvement in tracking and control compared to the previous year.



Christopher Peace

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

- **Career History:** Senior Product Sales Manager, KEYENCE CORPORATION, London, UK
Product Sales Manager, KEYENCE CORPORATION, London, UK
Branch Rental Manager, Enterprise Rent-a-Car, Aylesbury, UK
Assistant Branch Rental Manager, Enterprise Rent-a-Car, Slough, UK
- **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons) Business Management, University of Brighton, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Successfully co-led the relaunch and upholding of a previously failed national sales division; resulting in 118% of aggregate sales target, 163% growth in new customers, and a 100% growth in workforce. Personally awarded for 'Contribution to Most Outstanding Division'.

Awarded 'Sales Person of the Year Award' in first full year at Keyence for highest achievement in both customer expansion (achieving 395% annual customer growth) and aggregate sales performance (achieving 197% of target).

Within one year transformed a branch at Enterprise Rent-a-Car with a history of poor performance; achieving positive net profit after 18 months of losses, consistent and considerably improved customer service scores, and consistent and record-breaking fleet growth of 28%. Positioned the branch within the top 10 best performing branches in London.



Tuan Duc Pham

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

- **Career History:** Retail and Project Director, Canifa Fashion, Hanoi, Vietnam
Nationwide Customer Operation Manager, Unilever, Ho Chi Minh, Vietnam
Regional Account Manager, Kimberly-Clark, Hanoi, Vietnam
Route-To-Market Manager, Coca-Cola, Hanoi, Vietnam
- **Education Highlights:** MBA, Warwick Business School, UK
MBA (Part-time), Solvay Business School, Belgium
Bachelor of Business and Management, International Business Management, Hanoi National Economics University, Vietnam
- **Nationality:** Vietnamese
- **Languages:** Vietnamese (native), English (fluent)
- **Achievements:**

Directed three projects as Project Director at leading fashion company, included new business units focused on baby clothing, capability development and retail renovation, with projects significantly contributing to 42% annual growth of the company in two consecutive years.

Led team of more than 500 with responsibility for Unilever's business performance at Vietnam's largest retailer. Built strategic relationship with retailer and gained more than 2% market share, rewarded with best negotiator and execution team.

Transformed sales and trade marketing teams, turned around Kimberly-Clark's business in North Vietnam, via coaching and mentoring, restructured team responsibilities and realigned market approach. Resulted in business growth of 12% in revenue compared to previous loss, rewarded as the best manager of the year.



Tiffany Pilioua

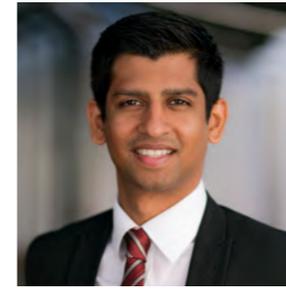
[linkedin.com/in/tiffanypilioua](https://www.linkedin.com/in/tiffanypilioua)

- **Career History:** Senior Consultant, Deloitte Switzerland, Geneva and Zurich, Switzerland
Client Onboarding Analyst, Citibank, London, UK
Senior Associate, Deloitte LLP, London, UK
Forensic Analyst, Deloitte LLP, London and Geneva, UK and Switzerland
Assistant Financial Analyst, Societe Generale, France, Paris
- **Education Highlights:** MBA, Warwick Business School, UK
Master's Degree in Finance and Management, Ecole Supérieure de Commerce de Clermont-Ferrand, Clermont-Ferrand Business School, France
- **Nationality:** French
- **Languages:** French (native), English (fluent), Spanish (basic)
- **Achievements:**

Conducted compliance analysis in order to determine banking risks, reported suspicious transactions and activities to Swiss authorities and supported Relationship Managers working on 'Know Your Customer' documentation, management of transactions and client relationship.

Managed portfolio of 15 corporate clients from a range of industries, successfully completed 350 projects focused on account openings and implementation of cash management solutions across the globe. Improved internal procedures for international account openings.

Trained and managed team of 25 new Analysts, focused around onboarding processes for corporate clients and implementation of cash pool solutions. Developed internal training materials for international account openings, included the relevant local and legal requirements.



Sachin Premji

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

- **Career History:** Manager, PwC, London, UK
Programme Manager, Thales Group, Crawley, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Management, University of Nottingham, UK
BSc Science and Management, Loughborough University, UK
PRINCE2 (Practitioner), MSP (Practitioner)
- **Nationality:** British
- **Languages:** English (native), Gujarati (fluent), Hindi (basic)
- **Achievements:**

Led successful review of global cyber risk for international client across APAC, EMEA and AMER, managed diverse consulting team, resulted in identification of key strategic issues and recommendations, and client releasing more than £10 million towards remediation activity.

Managed due diligence advisory services for two global hedge fund clients across a range of private investment and acquisition deals (transport, technology, insurance, healthcare and retail sectors); resulted in £150 million of spend across the client's investment portfolio.

Led a portfolio of global transformation and risk initiatives, ranging in value from £400,000 to £5 million. As Security Programme Manager, directed team that provided end to end programme delivery and benefits realisation.



Abhinav Pulush

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

- **Career History:** Manager Catering, Jet Airways, New Dehli, India
Operations Manager (Food Solutions), Sodexo Food Solutions, NOIDA, India
Manager Food and Beverage, Café Coffee Day (Amalgamated Bean Coffee Trading Company), New Dehli, India
Manager Food and Beverage, Jet Airways, Bengaluru, India
- **Education Highlights:** MBA, Warwick Business School, UK
Post Graduate Diploma, Kitchen Management, Oberoi Centre of Learning and Development, India
BSc Hospitality and Hotel Administration, Indira Gandhi National Open University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

Coordinated Jet Airways global menu launch with 15 domestic and international caterers, awarded above target performance rating for three consecutive years.

Managed 11 corporate sites with annual sales budget of 72.5 million Indian Rupee.

Spearheaded team of seven that successfully launched a new cafe menu for more than 350 cafes across 29 different Northern Indian geographic locations.



Anirudh Pundir

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

- **Career History:** Team Lead, Moody's Analytics, New Delhi, India
Financial Analyst, InSync Analytics, Mumbai, India
Executive Manufacturing, Eveready Industries, Kolkata, India
- **Education Highlights:** MBA, Warwick Business School, UK
Post Graduate Diploma in Management, Finance and Operations,
Institute for Technology and Management, India
Mechanical Engineering, Dr. A.P.J. Abdul Kalam Technical University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

Managed a diverse team of four Analysts that supported an investment banking team from one of the largest Middle East banks. Increased derived client revenue by 50% through identification of new business services via Shipping Finance, Credit Research and Real Estate division.

Actively assisted investment bankers in executing large, syndicated loan and Debt Capital Market transactions, aided in first ever successful closure of US\$1.25 billion Sovereign Green Sukuk issue.

Developed a debt financing model, in collaboration with client's head of shipping finance, that helped to streamline new ship related financing processes and reduced turnover time from two days to approximately two hours.



Manish Ramchandani

[linkedin.com/in/manish-ramchandani](https://www.linkedin.com/in/manish-ramchandani)

- **Career History:** IS Analyst, Syngenta, Pune, India
Associate Consultant, ZS Associates, Pune, India
Systems Engineer, Tata Consultancy Services, Mumbai, India
- **Education Highlights:** MBA, Warwick Business School, UK
BEng Electronics and Telecommunications, Vivekanand Education Society's
Institute of Technology, India
- **Nationality:** Indian
- **Languages:** Hindi (native), Sindhi (native), English (fluent), Gujarati (basic),
Marathi (basic)
- **Achievements:**

Insourced Global Service Analytics at Syngenta, drove operational efficiency and productivity through intelligent and proactive analytics, which saved more than US\$1 million in costs.

Performed project audit for client; a global pharmaceutical company, devised and implemented workarounds to address problem areas which improved application response time by 97%.

Successfully envisioned and developed an automated deal settlement file interface, reducing overall processing time by 25%, and then commercialising the solution to add an estimated revenue of US\$20,000 year on year to the project.



Mohamed Qaddoura

[linkedin.com/in/mohamed-qaddoura](https://www.linkedin.com/in/mohamed-qaddoura)

- **Career History:** Project Coordinator, Project Management Office,
Hamad Medical Corporation (HMC), Doha, Qatar
Trade Marketing Executive, Ali Bin Ali (ABA Group), Doha, Qatar
Personal Banker, Ahli Bank (Q.S.C), Doha, Qatar
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Business Administration, Major in Management with Minor in
Marketing, Qatar University, Qatar
- **Nationality:** Jordanian
- **Languages:** Arabic (native), English (fluent), French (basic)
- **Achievements:**

Initiated, managed and launched a fully customised web-based portfolio system project for the PMO. Led a global team of 12 and held training seminars for more than 100 employees resulting in successful digital transformation of the work platform and 85% improved efficiency.

Collaborated with the Director of Programs in establishing the PMO department and spearheading the department's goals to align with HMC's and Qatar's 2018-2022 national health strategy. Coordinated and fast-tracked the Way-finding (signage) project delivered ahead of schedule, while maintaining quality and budget of around £6.4 million.

Created a MS Access solution to streamline project reporting and improve communication between departments. Coached more than 30 project managers resulting in 45% enhanced work performance. Later, developed the solution to a SharePoint site, which generated a customised dashboard of HMC's major projects for Qatar's Minister of Public Health.



Sandhya Ramula

[linkedin.com/in/sandhya-ramula](https://www.linkedin.com/in/sandhya-ramula)

- **Career History:** Assistant Director/ Senior Manager, Assurance, EY, Bangalore, India
Manager, Assurance, EY, Bangalore, India
Project Manager, Global Change Delivery, HSBC, Bangalore, India
Manager, Global Banking and Markets, HSBC, Bangalore, India
- **Education Highlights:** MBA, Warwick Business School, UK
Post Graduate Diploma in Project Management,
Institute of Chartered Financial Analysts of India (ICFAI), India
Bachelor of Commerce Accounting and Finance, Calcutta University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent), Telugu (fluent), Bengali (fluent)
- **Achievements:**

As India Lead, spearheaded 270 employees in FY18 and 409 employees in FY19 across Bangalore, Gurgaon and Chennai to successfully deliver projects for Assurance Services exceeding US\$8.5 million annual value.

Led business development for Assurance ASA function and drove results of more than 110% growth in non-financial services portfolio within the first year and more than 300% growth in financial services portfolio in the first two years against 30% annual growth projections.

Created over US\$1 million sustainable benefits and increased quality scores from 74% to 91% as a result of implementing six sigma projects and process improvement initiatives.



Kristen Evelyn Rossi

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

- **Career History:** Cofounder and Project Manager, Musical Theatre for KIDS, Thailand
Resident Jazz Singer, (Including: AccorHotels' Sofitel Legend, IHG, Mandarin Oriental, Ritz Carlton), Vietnam, Hong Kong, Geneva, Macau, Thailand
Cofounder and Producer, Broadway Babe, Thailand
- **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons) Theatre, Point Park University, USA
- **Nationality:** American
- **Languages:** English (native), Thai (basic), French (basic), Hindi (basic)
- **Achievements:**
Founded Musical Theatre for KIDS in 2013. Delivered to date more than 45 theatrical workshops for children in Bangkok, Thailand.
Entertained audiences of up to 500 people in luxury hotels. Assisted the InterContinental Grand Stanford, Hong Kong management team in repositioning its Tiffany's New York bar as a "go-to" venue for jazz in Kowloon.
Spearheaded the artistic initiative, Broadway Babe, which produced a series of shows in Bangkok, Thailand. Negotiated all venues, achieved sponsorship, and developed a successful brand strategy direction resulting in sell-outs for all shows. This initiative led to recognition by Thailand Tatler Magazine as one of Thailand's top 300 expats in 2014 and 2015.



Shravan Sampath Kumar

[linkedin.com/in/shravan-kartikeyan](https://www.linkedin.com/in/shravan-kartikeyan)

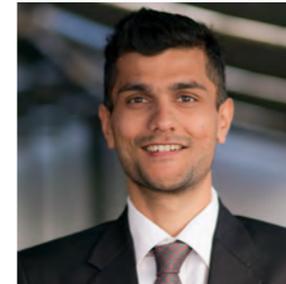
- **Career History:** Digital Media Strategist, Epsilon, Bangalore, India
Digital Media Manager, Motivator – GroupM Media Pvt Ltd, Bangalore, India
Senior Media Planner, OMD (Omnicom Media Group), Chennai, India
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology Biotechnology, SRM University, Chennai, India
- **Nationality:** Indian
- **Languages:** Tamil (native), English (fluent), Hindi (fluent)
- **Achievements:**
Researched and developed in-store customer experiences for Smart-Home Appliances in a new Whirlpool retail outlet by using state-of-the-art Artificial Intelligence and Virtual Reality applications. This concept is currently being implemented in the USA.
Accelerated the sales of Fascino Scooterette of Yamaha Motors to 20,000 units per month by enabling a strategic media tie-up with the biggest sport in the country, cricket. Demonstrated the halo effect in the market and led the two wheeler division of Yamaha Motors to achieve record sales of over 100,000 units per month.
Identified the underperforming market levers for Essilor International and designed effective media strategy and campaign, to break their stagnant growth rate and double sales in the weak markets.



Prerna Sharma

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

- **Career History:** Production Planning and Control Manager, Dawn Motors Pvt Ltd, Ludhiana, India
Production Manager, Dawn Motors Pvt Ltd, Ludhiana, India
HR Executive, Dawn Motors Pvt Ltd, Ludhiana, India
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Information Technology, Amity University, India
Postgraduate Diploma in Computer Applications, Panjab University, India
Bachelor of Computer Applications, Punjab Technical University, India
- **Nationality:** Indian
- **Languages:** Hindi (native), Punjabi (native), English (fluent)
- **Achievements:**
Devised and led a project to increase production to 250% and reduce manpower by 90% through complete production automation.
Improved employee loyalty by scheduling weekly meetings between top management and bottom-level employees which resulted in steady manpower availability and enhancement in the overall productivity to 125%.
Reduced number of monthly setups to accelerate production by setting up larger lot sizes for low quantity components in order to optimise resource utilisation which dramatically reduced the cost of production and also led to timely supply of goods.



Mayank Shekhar

[linkedin.com/in/mayankshkhar3](https://www.linkedin.com/in/mayankshkhar3)

- **Career History:** Manager – Corporate Team, Gera Developments, Pune, India
Assistant Manager – Corporate Solutions, JLL, India
Senior Analyst – Corporate Solutions, JLL, India
Analyst – Corporate Solutions, JLL, India
- **Education Highlights:** MBA, Warwick Business School, UK
Diploma in Business Law, Asian School of Cyber Laws, Pune, India
BBA (Specialisation in Service sector management), Savitribai Phule Pune University, India
- **Nationality:** Indian
- **Languages:** English (native), Hindi (fluent)
- **Achievements:**
Coordinated the business strategy for new real estate projects across two states in India at Gera Developments which generated £6 million sales revenue in five months.
Part of the team that successfully led diversification of Gera Developments into Education (our first school launched in May 2018) and a Design Consultancy, which generated business worth £300,000 in 14 months.
Led a cross-cultural team of six to win our competitor's largest client and subsequently provide their countrywide real estate requirements which is expected to generate £3 million over the next six years.



Nadia Shivji

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

- **Career History:** Business Development Manager, One Nucleus, Cambridge, UK
Events and Business Development Manager, One Nucleus, Cambridge, UK
Postdoctoral Research Associate, University of Cambridge, Cambridge, UK
Research Scientist, MedImmune, Cambridge, UK
- **Education Highlights:** MBA, Warwick Business School, UK
PhD Molecular and Cellular Biology, University of Cambridge, UK
BSc (Hons) Medical Biochemistry with a Year in Industry, King's College London, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Successfully project managed and delivered ON Helix, One Nucleus' flagship Cambridge event of 300 delegates for four years. Developed programme, invited speakers and increased income by 250% over the four years.

Contributed to 30% of the total membership retention and recruitment of members at One Nucleus. Built new relationships with key organisations and partners valued at 20% of the One Nucleus Partner Programme budget.

Carried out research and contributed to various project teams in academia and industry. In one company, screened 10 targets in three months and delivered the project ahead of schedule and within budget.



Sandra Sidlauskaitė

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

- **Career History:** Expatriate Relocation Advisor, Aramco, UK
Senior Consultant, International Assignments, Cartus, UK
Consultant, International Assignments, Cartus, UK
- **Education Highlights:** MBA, Warwick Business School, UK
ERC Global Mobility Specialist certification
BA (Hons) Business Studies, University of West London, UK
- **Nationality:** Lithuanian
- **Languages:** English (native), Lithuanian (native), Russian (basic)
- **Achievements:**

Delivered 15 new hires for six business areas at Saudi Aramco, exceeding the candidate selection rate by 12% as part of a global integration project.

Undertook internal review into expatriate relocation in Saudi Arabia, developed and streamlined processes, saved time and improved cross-functional collaboration.

As a Senior Consultant, transformed the relationship with BlackRock which ensured their continued business and subsequently led a team of four to offer additional services increasing revenues further.



Nikita Singhal

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

- **Career History:** Internal Audit Senior, S H Haryana Wires Ltd, New Delhi, India
Internal Audit Executive, S H Haryana Wires Ltd, New Delhi, India
Audit Assistant, EY LLP, Singapore
- **Education Highlights:** MBA, Warwick Business School, UK
BSc (Hons) Accounting and Finance, University of Bradford, UK
- **Nationality:** Indian
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

Supervised a team performing internal risk assessment of procedures and internal controls for purchases, payments, sales, receipts and authorisation, improving effectiveness and ensuring better compliance with auditing standards.

Conducted risk assessment for Young Women's Christian Association and Singapore Indian Development Association while volunteering for Shared Services for Charity Singapore, which led to the development of the contents and structure of their safety manuals.

Led an assurance team of seven auditors from different nationalities and helped established clients from various industries, including Beverage, Manufacturing and Luxury Goods, improve their accounting policies and performance after careful analysis and review.



James Smith

[linkedin.com/in/JSmith123](https://www.linkedin.com/in/JSmith123)

- **Career History:** Institute Manager, Institute for Global Sustainable Development (IGSD), University of Warwick, UK
Assistant Registrar, Finance Office, University of Warwick, UK
Senior Departmental Administrator, English and Comparative Literary Studies, University of Warwick, UK
Research Development Officer, Research Support Services, University of Warwick, UK
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Physics, University of Warwick, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Established two strategic research partnerships with Rotary International and Oxfam GB for the IGSD.

As keynote speaker at the NESSE Early Career Leaders national conference, delivered two presentations, which raised awareness of the IGSD and research funding opportunities and led to the generation of project ideas.

As a Warden in the University's Residential Life Team, lead a team of ten to provide pastoral support to approximately 700 students, coordinate arrivals process, oversee formal investigations and provide on the ground leadership in emergencies.



Ariya Sotthithammarak

[linkedin.com/in/ariya-sotthithammarak](https://www.linkedin.com/in/ariya-sotthithammarak)

- **Career History:** Maintenance Engineer (Reliability Engineering Team), Chevron Thailand Exploration and Production, Thailand
Senior Operations Support Engineer (Natural gas fields), Chevron Thailand Exploration and Production, Thailand
Operations Support Engineer (Crude oil fields), Chevron Thailand Exploration and Production, Thailand
- **Education Highlights:** MBA, Warwick Business School, United Kingdom
BEng (Hons) Chemical Engineering, Kasetsart University, Thailand
- **Nationality:** Thai
- **Languages:** Thai (native), English (fluent)
- **Achievements:**

Established and implemented projects prioritisation work process and matrix by combining more than 200 maintenance activities with an US\$80 million budget into a single project list to provide relative comparison, tangibly justify key business drivers, and deliver systematic decision making to achieve cost efficiency.

Managed and led a cross functional team to develop plan and schedule for large-scale annual plant turnaround (US\$15 million of loss production opportunity and execution cost inclusive) by applying lean sigma concept initiatives, well-organised leading behaviours and project prioritisation to complete more than 200 projects with 500 working crews.

Implemented first-time trial of new technology for condensate mercury removal unit at Floating Storage and Offloading (FSO) Vessel and developed testing and mitigating plans to improve sales opportunity of 100,000 barrels of condensate in order to reduce operating expense.



Brian Steel

[linkedin.com/in/brian-steel-heldt](https://www.linkedin.com/in/brian-steel-heldt)

- **Career History:** Supervisor Production Execution, Concentrate Operation, Minera Escondida, Chile
Improvement Engineer/Graduate Programme, Concentrate Operations, Minera Escondida, Chile
- **Education Highlights:** MBA, Warwick Business School, UK
MSc Chemical Engineer, Universidad de Concepción, Chile
Chemical Engineer, Universidad de Concepción, Chile
- **Nationality:** Chilean
- **Languages:** Spanish (native), English (fluent)
- **Achievements:**

Supervised a production shift with no accidents and achieved a mill throughput single day world record.

Planned and led the execution of equipment cleaning activities during the Los Colorados concentrate plan overhaul, delivering with zero accidents and on-time.

Initiated the water recovery improvements within the Concentrate Operations which planned to reduce the water content on the tailings by two million cubic meters per year and reduced the water consumption within the process.



Sholeh Syuhada

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

- **Career History:** Branch Manager, Bank Mandiri, Jakarta, Indonesia
Cash Outlet Manager, Bank Mandiri, Jakarta, Indonesia
Merchant Relationship Officer, Bank Mandiri, Jakarta, Indonesia
Business Development Officer, Bank Mandiri, Jakarta, Indonesia
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Communication Science, Padjadjaran University, Indonesia
- **Nationality:** Indonesia
- **Languages:** Bahasa Indonesia (native), English (fluent)
- **Achievements:**

£5.5 million loan disbursement achieved for State owned client through successful negotiation with government and institutional banking division.

Managed the introduction of a Mortgage Programme as part of payroll benefit for 3,200 employees for largest client.

Led a team of seven branch staff through a Portfolio Shifting programme resulting in 109% uplift in KPI performance.



Vijayaditya Tadepalli

[linkedin.com/in/Vijayaditya9](https://www.linkedin.com/in/Vijayaditya9)

- **Career History:** Head of HR Europe, Hinduja Tech (A Hinduja Group Company), Chennai, India
HR Manager, Seal Infotech, Chennai, India
HR Manager, Extranet Software Solutions, Vijayawada, India
Manager, Barclays Bank, Liverpool, UK
- **Education Highlights:** MBA, Warwick Business School, UK
Masters in Laser Engineering, University of Liverpool, UK
Masters in Physics, Pondicherry University, India
- **Nationality:** Indian
- **Languages:** Telugu (native), English (fluent), Hindi (fluent), Tamil (fluent), French (intermediate), German (intermediate), Japanese (basic)
- **Achievements:**

Managed HR Business Partnering and Operations covering India, Europe, US, and Japan including Talent Management, Performance Management, Training, OD and Rewards and Recognition. Ensured legal compliance as per local employment laws and saved over one million Euros by implementing cost efficient recruitment strategies.

Played a key role in HR and Organisation transformation for India and Europe by moving from verticals to horizontals. Administered Compensation and Benefits across geographies to profit the company and reduced attrition from 28% to 18% in six months.

Received award from the CEO for scaling up accounts with automotive and technology companies (Renault, Nissan, Tyco, Sandoz) across Europe and the US with revenue of more than US\$ 8 million.



Dongyan Tan

[linkedin.com/in/dongyan-tan](https://www.linkedin.com/in/dongyan-tan)

- **Career History:** Project Manager and Project Control Manager, Huawei technologies Co Ltd Beijing/Guangzhou/Shenzhen/Hong Kong, China; Brussels, Belgium; Vienna; Austria
Quality Assurance Engineer, Huawei technologies Co Ltd, Shang Hai, China
Project Maintenance Engineer, Huawei technologies Co Ltd, Cairo, Egypt
- **Education Highlights:** MBA, Warwick Business School, UK
MA Gerontology, University of Southern California, US
Electrical and Information Engineering, Guilin University of Electronic Technology, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), Cantonese (native), English (fluent)

■ **Achievements:**

Implemented the monitoring system on the project managers' abilities covering over 3,000 project managers and winning the prize of Excellent Individual several times.

Established the T-Mobile 2G<E project's organisational structure in Austria. Increased ranking of global project competition from 86 to five by streamlining delivery of complex system. This resulted in company savings of over US\$3 million and achieving the first President Praise, and Golden team award.

Served as a Quality Assurance Engineer of the company's top level TD3 project in Shanghai. Created the concept of FPY (first pass yield) which simplified the working procedure and reduced over US\$2 million of the delivery cost.



Phil Taneborne

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

- **Career History:** Senior Project Manager, NATO, Cheltenham, UK
Officer Commanding Armoured Cavalry Squadron, British Army, North Yorkshire, UK
Student, General and Admiral Staff Officers' Course, German Armed Forces (on exchange), Hamburg, Germany
Instructor and Operations Manager, Royal Military Academy Sandhurst, Camberly, UK
- **Education Highlights:** MBA, Warwick Business School, UK
BSc (Hons) Chemistry, University of Bristol, UK
- **Nationality:** British
- **Languages:** English (native), German (intermediate)

■ **Achievements:**

Managed a pioneering £3.5 million NATO training project for 2,000 participants, delivered under budget and exceeded key stakeholder expectations.

Led an organisation of 130 staff through a defence capability change initiative which exceeded all KPIs and was commended for 'outstanding performance'.

Re-designed, managed and delivered training at Sandhurst, the world's foremost military leadership academy, to better equip future leaders for significant deployment and global challenges with a seven-year operational lifecycle.



Diego Tay

[linkedin.com/in/diego-a-tay](https://www.linkedin.com/in/diego-a-tay)

- **Career History:** Senior Consultant, EY Peru, Lima, Peru
Consultant, PwC Peru, Lima, Peru
Associate, PwC Colombia, Bogota, Colombia
Associate, PwC Peru, Lima, Peru
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelor in Economics, University of Lima, Peru
- **Nationality:** Peruvian
- **Languages:** Spanish (native), English (fluent), French (intermediate)

■ **Achievements:**

Evaluated and managed a Transfer Pricing Planning for a Multinational Chemical Group, resulting in approximately US\$650,000 fiscal savings and avoidance of tax penalties.

Generated revenue of US\$450,000 through new business development of the largest telecommunications company in Peru as client for EY Peru.

Achieved an average of five hours of time savings per person by development of automated macro process for completion of each Transfer Pricing Informative Return Form.



Rashi Thakker

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

- **Career History:** Junior Partner, SPAC AROMAS, India, Mumbai
Marketing Coordinator, Estée Lauder Companies, India, Mumbai
Associate Content Strategist, Buzzinga Digital, India, Mumbai
Client Service Executive, Brij Design Studio, India Mumbai
- **Education Highlights:** MBA, Warwick Business School, UK
Bachelors of Mass Media, Advertising, Mumbai University, India
- **Nationality:** Indian
- **Languages:** Gujarati (native), English (fluent), Hindi

■ **Achievements:**

Increased SPAC Aromas overall turnover by 15% in a year by creating a new market for exports.

Founded House of Aroma, a range of luxurious home and personal products, which expanded SPAC Aromas into the retail market and grew sales by more than 110% in the first year of operation.

Planned and successfully launched Estée Lauder India online, including a 'Digital First' strategy to improve communication via social media. This led to higher engagement with the target audience and increased visitors to the Facebook page by more than 400% in a year.



Mehmet Ulker

[linkedin.com/in/mehmet-ulker](https://www.linkedin.com/in/mehmet-ulker)

- **Career History:** Branch Manager, Santander, Witney, UK
Personal Banker, Santander, Oxford, UK
Assistant Manager, Optical Express, Oxford, UK
Laser Eye Surgery Consultant, Optical Express, Oxford, UK
- **Education Highlights:** MBA, Warwick Business School, UK
BSc (Hons) Technology Management, School of Engineering, Oxford Brookes University, Oxford, UK
Level 3 award in Leadership and Management, The Leadership Centre, Leeds Beckett University, Leeds, UK
- **Nationality:** British, Turkish
- **Languages:** Turkish (native), Kurdish (native), English (fluent)
- **Achievements:**

Selected by the bank to manage and implement the first Digital Branch refurbishment project in the region. The facelift and the implementation of new technologies resulted in a 21% customer satisfaction increase, a 40% increase in customer appointments and reduced waiting time.

Led the Digital Implementation and Change Embracement programme as regional ambassador. Implemented coaching and strategic actions across multi-functional teams including delivery of change management workshops. This facilitated a 17% increase in employee engagement and job satisfaction across the region.

Recognised for achieving second place nationally for overall performance as a Personal Banker. Performed at 224% above commercial objectives resulting in promotion to Branch Manager within 14 months of employment.



Swaroop George Vadakkan

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

- **Career History:** Systems Engineer, Qatar Airways, Doha, Qatar
Software Engineer, Qatar Airways, Doha, Qatar
Technical Consultant, Qatar Airways, Doha, Qatar
Business Analyst, Experion Technologies, Thiruvananthapuram, India
- **Education Highlights:** MBA, Warwick Business School, UK
BTech Electrical and Electronics Engineering, University of Kerala, India
- **Nationality:** Indian
- **Languages:** Malayalam (native), English (fluent), Hindi (fluent)
- **Achievements:**

Developed the business case and headed the implementation of the m-commerce application for airline reservation, making Qatar Airways one of the first airlines to introduce m-commerce. Further optimised the app using insights on customer behaviour that led to exponential sales through the m-commerce channel from under 5% to 27% of annual online sales.

Drove the cross selling strategy of ancillary products through the e-commerce channel, including management of supply chain and operational process design. Achieved more than 400% sales growth within two months of launch.

Transformed an underperforming field sales force automation product through extensive market research with focus groups, job shadowing to understand industry practices, and leveraging smart phone capabilities. The upgraded product went on to be recognised by the industry and won the IoT Evolution Product of the year.



Mario Valencia

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

- **Career History:** Head of Financial Planning, SK Berge SA, Lima, Peru
Senior Financial Planning Analyst, Oechsle, Lima, Peru
Financial Planning Analyst, Oechsle, Lima, Peru
- **Education Highlights:** MBA, Warwick Business School, UK
Postgraduate Degree Corporate Finance, University of Lima, Peru
Bachelor's Degree Business Administration, University of Lima, Peru
- **Nationality:** Peruvian
- **Languages:** Spanish (native), English (fluent)
- **Achievements:**

Supervised all monthly, quarterly, and annual division financial results analysis. Delivered significant savings in Sales and Overhead expenses of US\$50 million over three years and greater efficiency in operating expenses through healthier profit and loss ratios.

Generated detailed forecasts on US\$100 million of projects demonstrating projected income and cash flow and measuring project discounted cash flow and internal rate of return to evaluate business opportunities. This resulted in the opening of 10 new stores, increasing sales by 25% and earnings before interest, tax, depreciation and amortisation by 10%.

Managed the implementation of the SAP system Controlling Module allowing real-time analysis of the results and an automated financial report generation process. This resulted in expenses savings totalling US\$3 million in the first year of implementation.



Roderic Van Hoof

[linkedin.com/in/roderic-van-hoof](https://www.linkedin.com/in/roderic-van-hoof)

- **Career History:** Global Restricted Substance Compliance Project Manager, GKN Aerospace, Redditch, UK
Automotive Applications Engineer, GKN Driveline, Birmingham, UK
Group Leader (First Shift Operations Manager), GKN Driveline, Bowling Green, Ohio, USA
Site Continuous Improvement Leader, GKN Land Systems, Ribemont, France
- **Education Highlights:** MBA, Warwick Business School, UK
Chartered Engineer (CEng), Institute of Mechanical Engineers, Engineering Council, UK
MEng (Hons) Aeronautical Engineering, University of Bristol, UK
- **Nationality:** French
- **Languages:** English (native), French (fluent), Dutch (basic), Spanish (basic)
- **Achievements:**

Directed the compliance activities of 37 manufacturing sites in Europe and America to ensure the company adapted to complex restricted substance regulations ahead of key deadlines. Successfully prevented losses of more than £300 million within the two year project.

Doubled automotive component manufacturing output capability in three months on a production line already producing at 90% of designed capacity without any additional equipment or workforce.

Launched and led a cross functional team to sustainably quadruple a manufacturing site's profit margins to €1.1 million per annum by reorganising factory layout, optimising product flow and implementing new stock management policies.



Brittany Walker

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

- **Career History:** Associate Buyer – Women’s Contemporary Collections, Saks Off Fifth/Gilt, New York, USA
Assistant Buyer – Women’s Emerging Contemporary, Saks Off Fifth, USA
Assistant Planner – Children’s Apparel & Footwear, Saks Off Fifth, USA
Merchandise Assistant – Men’s Contemporary Collections, Saks Off Fifth, USA
- **Education Highlights:** MBA, Warwick Business School, UK
BSc Retail Merchandising, University of Minnesota, USA
Management Minor, University of Minnesota, USA
- **Nationality:** American
- **Languages:** English (native)
- **Achievements:**

Partnered with in-house design team to develop a private label brand based on analysis of our target customer’s needs. The brand achieved US\$800,000 in its first season sales.

Executed company initiative to increase Women’s Contemporary Collections’ margin by 600 basis points by negotiating best possible costs with vendors, re-evaluating advantageous price points, and identifying most effective markdown strategy.

Managed Open to Buy (budget and inventory) to achieve yearly sales goal of US\$27 million, a 4% increase on previous year, and gross margin goal of 36%.



Jing Xu (Marks)

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

- **Career History:** Senior PR Manager, Omni Marketing, Shanghai, China
Senior Account Executive, Edelman, Shanghai, China
Junior Account Executive, Howard R Miller Communications, Miami, Florida, USA
- **Education Highlights:** MBA, Warwick Business School, UK
BSc Communication, Public Relations and Economics, University of Miami, Miami, Florida, USA
- **Nationality:** Chinese
- **Languages:** Chinese Mandarin (native), English (fluent)
- **Achievements:**

Established and led the public relations team at Omni Marketing; devised communication strategies to help clients build their brand image in China which generated over US\$500,000 revenue for the company.

Conducted more than 20 media events including CEO interviews, media gatherings and press conferences for clients from industries including fashion, retail, health and automotive which gained media exposure worth US\$2.8 million.

Managed digital communications across WeChat, Weibo, Facebook and Twitter. Created more than 80 posts (Facebook and WeChat) for one American financial company, which generated over 5 million viewers online and increased social followers by 60%.



Nana Adjoa Yamoah

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

- **Career History:** Senior Finance Officer, Ghana National Gas Company Limited, Accra, Ghana
Project Finance Officer, Ghana National Gas Company Limited, Ghana
Accounts Payable Assistant, Ghana National Gas Company Limited, Ghana
- **Education Highlights:** MBA, Warwick Business School, UK
Association of Chartered Certified Accountants (ACCA), UK (Student Member)
BSc Business Administration (Banking & Finance option), University of Ghana Business School, Accra, Ghana
- **Nationality:** Ghanaian
- **Languages:** English (native), Twi (fluent)
- **Achievements:**

Implemented effective budgetary control systems resulting in a cost saving of US\$4.3 million on the US\$1 billion Western Corridor Gas Infrastructure Development Project budget, thus sustaining the viability of the project and ensuring value for money.

Subject matter expert in the design and definition of user requirements during the integration of the Finance function within the Enterprise Resource Planning (ERP) system, leading to the successful implementation of the Project Management, Accounts Payable and Payroll Processing modules.

Contributed to the development of a Power Sector financial model, in line with an initiative by the Ministry of Finance, aimed at estimating payment obligations and cash flow receivables of all key entities within the gas-to-power supply chain.



Yongfang Yan

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

- **Career History:** Commercial Development Manager, INSIGHTEC, Shanghai, China
Commercial Leadership Program, GE Healthcare, Nanjing, China
- **Education Highlights:** MBA, Warwick Business School, UK
MEng Food Science, Zhejiang University, Hangzhou, China
BEng Bioengineering, Shanxi University, Shanxi, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent)
- **Achievements:**

Selected, developed and seized Key Opinion Leader’s relationship and industry influence to position the non-invasive technology, MRgFUS, as the premium product in the medical equipment market.

Developed and positioned the patients’ group, which resulted in exceeding the company’s target of one hundred procedures in a single medical centre by 5% and 116% respectively in 2016 and 2017.

Established sound relationships with customers and implemented efficient sales plans which exceeded sales targets (US\$5 million actual versus US\$4.8 million target).



Jialin (Zakk) Yang

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

■ **Career History:** Product Application Manager, Continental, China
 Product Management Supervisor, Mann+Hummel, China
 Product Manager, Branson Ultrasonics (Emerson Automation), China
 Senior Consultant, Rona Management Consulting, China

■ **Education Highlights:** MBA, Warwick Business School, UK
 Certified Management Accountant (CMA), US
 BA (Hons) Global Marketing, University of Huddersfield, UK

■ **Nationality:** Chinese

■ **Languages:** Chinese (native), English (fluent)

■ **Achievements:**

Managed the product management team to orchestrate R&D, purchasing and finance to phase out more than 1,000 questionable products and relaunched more than 200 products which generated approximately six million Chinese Yuan in a one-year period at Mann-Hummel.

Implemented a cost reduction project for cashflow products by analysing cost information from internal global plants and local competitors, persuaded the CEO to use in-house production of some key parts to improve the gross margin by 10%.

As a Senior Consultant, designed a short and long-term strategy for a Fortune 500 heavy equipment manufacturer which increased revenue by 10% during a period of negative industry-wide growth.



Jialiang Ye

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

■ **Career History:** Product Manager, China Telecom Inc Headquarter, Beijing, China
 Senior Director of Product Management, China telecom Guangzhou branch, Guangzhou, China

■ **Education Highlights:** MBA, Warwick Business School, UK
 Bachelor of Electronic Information Science and Technology (Hons), Sun Yat-Sen University

■ **Nationality:** Chinese

■ **Languages:** Mandarin (native), Cantonese (native), English, (fluent)

■ **Achievements:**

Collaborated with Ali, Tencent, Baidu and JD.com to expand market share of China Telecom's mobile subscribers by 3% to approximately 20 million subscribers in nine months.

As Product Manager developed and launched enterprise ringtones business which was ranked first in the province for two consecutive years for revenue generation.

Part of an AIDS caring group working to reduce discrimination, persuaded five hospitals to set up special teams to carry out medical services for HIV patients.



Karim Youssef

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

■ **Career History:** Enterprise Applications Territory Manager, Oracle, Dubai, UAE
 Inside Sales Associate, Misys, Dubai, UAE
 Human Capital Management Associate, SAP, Dubai, UAE
 Sales Marketing Executive, TYMA Equipment and Spare Parts, Dubai, UAE

■ **Education Highlights:** MBA, Warwick Business School, UK
 Bachelor of Business Administration, Marketing, American University in Dubai, UAE

■ **Nationality:** Egyptian

■ **Languages:** English (fluent), Arabic (fluent), French (basic)

■ **Achievements:**

Increased cloud market share and Middle Eastern presence for Oracle by acquiring five new cloud customers.

Generated significant pipeline at Misys for Egypt, UAE and Bahrain by launching campaigns to create and qualify leads to opportunities.

Spearheaded a deal with the second biggest bank in Egypt that started at US\$300,000 and closed at US\$2 million at Misys.



Israel Zaga González

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

■ **Career History:** Senior Manager – Corporate and Institutional Banking, Banco Interacciones, Mexico City, Mexico
 Manager – Corporate Banking Trade and Transactional Services, Lending and Investment Desk, Citibank Banamex, Mexico City, Mexico

■ **Education Highlights:** MBA, Warwick Business School, UK
 Bachelor of Business Administration, Instituto Tecnológico Autónomo de México (ITAM)

■ **Nationality:** Mexican

■ **Languages:** Spanish (native), English (fluent)

■ **Achievements:**

Expanded the customer portfolio for more than 15 new corporate clients by diversifying the business model from government banking to corporate banking through investments and different funding products (own portfolio US\$225 million).

Improved the placement of working capital and trade finance assets in Mexican Peso and US Dollars on shore. Monthly loans (own portfolio) of US\$700 million and monthly profit and loss of US\$1.5 million.

Managed money market repurchase agreements and certificate of deposits investments in Mexican Peso and United Mexican States investments for US Dollars. Monthly profit and loss of US\$300,000.



Cynthia Zeng

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

- **Career History:** Key Account Sales Engineer, Emerson Automation Solutions, Shanghai, China
Senior Application Engineer, Emerson Process Management Company, Beijing, China
Technical Engineer, Zhongjian Electronics Co Ltd, Beijing, China
- **Education Highlights:** MBA, Warwick Business School, UK
BSc Automation, Yanshan University, Qinghuangdao, Hebei, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent)
- **Achievements:**
Coordinated project management and technical teams to complete the technical and commercial solution for final bidding. Led negotiations with customers for final contract price. Won four million Chinese Yuan orders from Nuplex project and AKZO Nobel.
Successfully led Lubrizol project for four years, finalised the technical quotation and won US\$1.2 million order. Coordinated factory and sales management teams to solve after-sales incidents, presented the solution to customer's Vice President and received excellent customer feedback.
Set up new distribution channels to grow business in identified regions and developed and managed OEM direct customers and projects with companies such as Chevron CBD, Nuplex Changshu, HA Nantong, Lubrizol Zhuhai, Dow Corning, Shell Zhuhai, BP Zhuhai.



Chi Zhang

[linkedin.com/in/chi-zhang-2011](https://www.linkedin.com/in/chi-zhang-2011)

- **Career History:** Sourcing Analyst-A/P, Chemical Material and Packaging, H.B. Fuller, Shanghai, China
Strategic Sourcing Buyer, Asia MRO and Professional Service, Corning, Shanghai, China
Indirect Category Buyer-A/P, Air Liquide, Shanghai, China
Graduate Grow Trainee, BASF, Shanghai, China
- **Education Highlights:** MBA, Warwick Business School, UK
BSc Chemical Engineering and Technology, Nanjing Tech University, China
- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluent), French (intermediate)
- **Achievements:**
Successfully implemented China package sourcing strategy which delivered £0.2 million (3% overall spend) annualised cost savings through leveraging existing vendors, keeping abreast of feedstock trend and understanding cost structure model.
Promoted H.B. Fuller products to existing carton vendors that was estimated to contribute £0.12 million cost saving plus profit overall.
Led Asia Pacific safety uniform bidding project, reconciled requirements from different countries, and drove bidding evaluation process with senior country purchasing managers.

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-  warwickmba@wbs.ac.uk

The Full-time MBA
Warwick Business School
The University of Warwick
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