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.

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Pre-MBA function

- Consulting: 11%
- Finance and accounting: 12%
- General management: 20%
- Human Resources: 3%
- Information Technology: 7%
- Marketing and sales: 7%
- Operations and logistics: 7%
- Other: 22%

Pre-MBA sector

- Consulting: 14%
- Consumer Packaged Goods: 2%
- Energy: 6%
- Financial Services: 16%
- Government/Public Sector: 2%
- Healthcare: 6%
- Hospitality: 1%
- Manufacturing: 13%
- Media/Entertainment: 2%
- Real Estate: 3%
- Retail: 3%
- Technology: 13%
- Transportation & Logistics: 2%
- Other: 17%
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:

+44 (0)24 7657 4862
recruit@wbs.ac.uk
wbs.ac.uk/go/recruitment
Oludamilare Adenipekun
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, Taxa 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, 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 Aspirato 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

- **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

- **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

- **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

- **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.
**Mubeen Alimohamed**

**linkedin.com/in/mubeen-alimohamed**

- **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 processes.

**Sneha Alex**

**linkedin.com/in/sneha-alex**

- **Career History:**
  - Financial Consultant, Grant Thornton, Mauritius
  - Financial Consultant, Société D’Investissement et de Representations Régionales, 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:**
  - Play 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.

**Shahwaiz Alvi**

**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, Marketing, Finance and Commercial Departments, TechAccess, Islamabad, Pakistan
  - Intern, Consumer Banking Department, Standard Chartered Bank, Islamabad, Pakistan
- **Education Highlights:**
  - BA Journalism, Baku State University, Baku, Azerbaijan
  - MA Peace and Conflict Studies, Uppsala University, Uppsala, Sweden
  - BBTech, Chemical Engineering, National Institute of Technology Warangal, India
- **Nationality:**
  - Pakistani
- **Languages:**
  - Urdu (native), English (fluent)
- **Achievements:**
  - Placed 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.
**Kakali Bandyopadhyay**

**linkedin.com/in/kakalibandyopadhyay**

**Career History:**
- Senior Associate, PwC US LLP, Boston, USA
- Experienced Associate, PwC US LLP, Bangalore, India
- Consultant, Walmart Global e-commerce, Bangalore, India

**Education Highlights:**
- MBA, Warwick Business School, UK
- Bachelor of Technology, 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$2.2 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.

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**Suhina Banga**

**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.

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**Gisele Bayigamba**

**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
- BSc International business, Fordham university, 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 refrey 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.

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**Srijna Badola**

**linkedin.com/in/srijna-badola**

**Career History:**
- Experienced Associate, PwC US LLP, Bangalore, India
- Consultant, Walmart Global e-commerce, Bangalore, 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:**
- 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.
- 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 automation web server administration and reducing time required for daily server failure checks by 40%.

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**Gisele Bayigamba**

**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
- BSc International business, Fordham university, USA

**Education Highlights:**
- MBA, Warwick Business School, UK
- BSc International business, Fordham university, USA

**Nationality:**
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Paroma Bhattacharya

Career History:
- Director, Aatrix Consultants Ltd (Consultancy services at Qualcomm UK)
- Wireless Modern Engineer, Nivedu, UK
- Wireless Specialist, Tata Elxsi, India

Education Highlights:
- MBA, Warwick Business School, UK
- IT Engineering Diploma, Business Intelligence, ENSIAS, Morocco
- Preparatory classes for engineering schools, Technical High School
- Bachelor in Electrical Science and Technology, El KHAWARIZMI, Morocco

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 handheld 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.

Emrah Bingöl

Career History:
- Deputy Project Manager, SMK Group, Kutaisi, Georgia
- Planning and Cost Control Manager, SMK Group, Ankara, Turkey
- Technical Office Executive, Ronesans Real Estate Investment, Ankara, Turkey
- Technical Office Manager, Öztaj 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.
Eduardo Caballero  

**Career History:**  
Financial and Administrative Manager, High Performance Petroleum Services, Bogota, Colombia  
Production and Stickline Manager, SLS Energy, Bogota, Colombia  
Administrative Assistant, Stickline 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%.  

Arijit Biswas  

**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 US$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.  

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 2025 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 Chokchoaroj  

**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.
Aquilin Deepthi

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
MA Economics, The University of Manchester, UK
BSc (Hons) Economics, The University of Nottingham, UK

Nationality: Indian
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 Ecos’s 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.
Radko Diev
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.
  - 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.
  - 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.
  - Led a savings project comprising the change of a raw material used in liquid detergents, resulting in annual savings of over £2 million.
  - 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

- **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
  MBCH, 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.

Diego Echeverría
linkedin.com/in/Diego-Echeverria

- **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.

Parab Elhence
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, Religare Enterprises Ltd, Delhi, India
  Derivatives Trader and Strategist, SMC Global Ltd, Delhi, India

- **Education Highlights:** Bachelors of Commerce, Lucknow University, India
  MSc Chemical Engineering, Universidad Iberoamericana, Mexico

- **Nationality:** Indian

- **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

- **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 airlines 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.

Paul Fitzgerald
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:**
  - 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.

Katharina M. Franke
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 (fluuent), 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%.

Han Gao
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

Career History:
Department Assistant Manager, Christian Dior Couture, London, UK
Department Supervisor, Christian Dior Couture, London, UK

Education Highlights:
MBA, Warwick Business School, UK
BEng Electronic systems with Communications, University of Warwick, UK

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 €30,000 Euros within three years. Organised and led event for top UK clients in London and Paris.

Varun Goel

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

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

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: linkedin.com/in/sanjanagupta1

- **Career History:**
  - Senior Analyst, Aurum Equity Partners, Delhi, India
  - Analyst, R D EE R, Delhi, India
  - Analyst, KPMG, Delhi, India

- **Education Highlights:**
  - MBA, Warwick Business School, UK
  - Bachelor of Commerce (Hons), University of Delhi, India
  - CFA Level 2

- **Nationality:**
  - Indian

- **Languages:**
  - Hindi (native), English (fluent) and Arabic (basic)

- **Achievements:**
  - Spearheaded private equity initiative which resulted in revenue growth, 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.

Jack Hayball

LinkedIn: 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.

Corry Annelia Poundti Harahap

LinkedIn: linkedin.com/in/corryharahap

- **Career History:**
  - Auditor, PT Jasa Marga (Persero) Tbk, Jakarta, Indonesia
  - Welfare Services 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 (fluently), Minang (fluently), 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 Regulation 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%.

Mark Holton

LinkedIn: linkedin.com/in/markholton

- **Career History:**
  - Commercial Associate, Emerald Automotive Design Ltd, Coventry, UK
  - District Trainer, Mitchells & Butlers, London, UK
  - Assistant Manager, Mitchells & Butlers, London, UK
  - Deputy Manager, Mitchells & Butlers, London, 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

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.

Languages:
- Indonesian (native), English (fluent), Javanese (fluent)

Nationality:
- Indonesian

Education Highlights:
- MBA, Warwick Business School, UK
- Bachelor of Economics, Sebelas Maret University, Surakarta, Indonesia

Career History:
- Program Lead, Customer Engineering, Intel Corp, Bangalore, India
- Team Lead, Customer Engineering, Intel Corp, Bangalore, India
- Platform Application Engineer, Intel Corp, Taipei, Taiwan

Deepak Janardhana

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$0.5 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.

Languages:
- Kannada (native), English (fluent), Hindi (fluent)

Nationality:
- Indian

Education Highlights:
- MBA, Warwick Business School, UK
- MS in Embedded System (Electronics), Manipal University, Manipal, India
- B.Tech Telecommunications Engineering, VTU, Bangalore, India

Career History:
- Program Lead, Customer Engineering, Intel Corp, Bangalore, India
- Team Lead, Customer Engineering, Intel Corp, Bangalore, India
- Platform Application Engineer, Intel Corp, Taipei, Taiwan

Lu Jin

Achievements:
- Investigated and purchased properties in Beijing, achieving a 60% rise in value within two years.
- 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.
- Obtained industrial property ownership certification of new factory buildings within 10 months, resulting in rental cost savings of one month for the company.
- 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 savings.
- Doubled the number of active loyalty program users in six months via 12 activation projects and deployment of improved data capture.

Languages:
- Chinese (native), English (fluent)

Nationality:
- Chinese

Education Highlights:
- MBA, Warwick Business School, UK
- Master of Engineering, Environmental Engineering, Tongji University, China
- Bachelor of Engineering, Environmental Engineering, Tongji University, China

Career History:
- Project Executive, Shanghai Toplite Technology, Shanghai, China
- Chairman Secretary, Dong Du International, Shanghai, China
- President Assistant, Shanghai Toplite Technology, Shanghai, China

Deepak John

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 Corolla. 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’s first overseas race participation in the Colombo Night Race 2012.

Languages:
- English (fluent), Hindi (intermediate), Malayalam (basic), Kannada (basic), Spanish (basic)

Nationality:
- Indian

Education Highlights:
- MBA, Warwick Business School, UK
- Executive Program in Management, Indian Institute of Management (IIM) Calcutta, India
- Bachelor of Business Management, Bangalore University, Bangalore

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
- 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: 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
- 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: 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: 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 past 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: 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**

**Career History:**
- Administrative Manager, Muskan Hospital, Forbesganj, India
- Executive, Muskan Hospital, Forbesganj, India

**Education Highlights:**
- BSc (Hons) in 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**

**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

**Education Highlights:**
- MBA, Warwick Business School, UK

**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**

**Career History:**
- Senior Regional Leasing Manager, Al Yasra Fashion, UAE
- Leasing Manager, GLA Property Management, Kuwait
- Senior Manager, ABMC, UAE
- Leasing Manager, Almawq Properties, Jordan

**Education Highlights:**
- MBA, Warwick Business School, UK
- BA (Hons) in 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**

**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

**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

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%.

Mohanad Mabrouk

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 biding 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%.

Sam Lycett

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
- Bachelor of Arts, Xi’an International Studies University, China

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.

Yajur Mahendru

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, NITI 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%.
- As Product Lead 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 fulfills hundreds of loan disbursements across India daily, and Call Tracker Product, which is used across dealerships of Chevrolet, Nissan, and Renault to optimise marketing spend.
Mahad Malik

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%.

Chris Martin

Career History:
Freelance Geoscience Consultant (offshore survey industry), UK
Processin 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
MSC (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.

Majid Mammadov

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
MSc Renewable Energy Flexible Training (REFLEX), Newcastle University, UK

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 65% 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.

Robert McKeon

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 of 90% of biomethane projects completed in the UK market.
**Devanshi Mehra**

[linkedin.com/in/devanshimehra](https://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 Buddha 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 e-commerce 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 e-commerce 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.

**Rohit Mohan**

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

**Henry Midgley**

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

**Andrew Moko**

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

[38](#) Full-time MBA

[39](#) warwickmba.com
Stanislav Molleker

Career History: Founder and MD, Marketing Consultancy, Moscow, Russia
Head of Digital Marketing Group, Rambler, Moscow, Russia
Head of SEO Department, Kokox 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 project 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%.

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 Daco 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.

Said Muhtadi

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
Bachelor 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.

Renata Nadalutti

Career History: Senior Account Manager, Oracle, São Paulo, Brazil
Account Manager/Lead, Google Online Partnership Group, Google, São Paulo, Brazil
Business Coordinator, Planning and Control, Enel, Niteroi, Brazil

Education Highlights: MBA, Warwick Business School, UK
BA, International and Comparative Politics, American University of Central Asia, Kyrgyzstan

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. Pekipst 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.
Shinnosuke Nanzawa

LinkedIn: 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
- BS (Hons) Mechanical Engineering, Birla Institute of Technology and Science, UAE

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).

Nagesh Brijesh Naman

LinkedIn: 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 Infozine, 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 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.

Pooja Nagesh

LinkedIn: 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 workload 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 processes at the prestigious Raman Research Institute, India.

Shinnosuke Nanzawa

LinkedIn: 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
- Bachelor of Technology, National Institute of Technology Jaipur, India

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

- **Career History:**
  - European Key Account Development Manager, IPM Brammer Ltd, Todderington, 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.

Annie Nemakonde

linkedin.com/in/annienemakonde

- **Career History:**
  - Development Manager, Kansai Plascon R&D Technical, Johannesburg, South Africa
  - SHERO (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 central compared to the previous year.

Christopher Peace

linkedin.com/in/christopherpeace

- **Career History:**
  - Senior Product Sales Manager, KEYENCE CORPORATION, London, UK
  - Product Sales Manager, KEYENCE CORPORATION, London, UK
  - European Graduate Programme, Brammer Plc, 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.

Tolulope Omidiji

linkedin.com/in/tolulopeomidiji

- **Career History:**
  - Manager, PwC, Lagos, Nigeria
  - Consultant, PwC, Lagos, Nigeria

- **Education Highlights:**
  - MBA, Warwick Business School, UK
  - Institute of Chartered Secretaries and Administrators of 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 firm’s 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.
Tuan Duc Pham

linkedin.com/in/tuanphamduc

- **Career History:**
  - Retail and Project Director, Carifina 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 innovation, 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.

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Tiffany Pilioua

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 Superieure de Commerce de Clermont-Ferrand, Clermont-Ferrand Business School, France

- **Nationality:** Vietnamese

- **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.

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Sachin Premji

linkedin.com/in/sachinpremji

- **Career History:**
  - Manager, PwC, London, UK
  - Programme Manager, Thales Group, Crawley, UK
  - MBA, Warwick Business School, UK
  - MSc Management, University of Nottingham, UK
  - BSc Science and Management, Loughborough University, UK

- **Nationality:** Indian

- **Languages:**
  - Hindi (native), Gujarati (fluent), Hindi (basic)

- **Achievements:**
  - Spearheaded team of seven that successfully launched a new cafe menu for more than 350 cafes across the UK.
  - 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.

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Abhinav Pulush

linkedin.com/in/abhinavpulush

- **Career History:**
  - Manager Catering, Jet Airways, New Delhi, India
  - Operations Manager (Fixed Solutions), Sodexo Food Solutions, NOIDA, India
  - Manager Food and Beverage, Cafe Coffee Day (Amalgamated Bean Coffee Trading Company), New Delhi, India
  - Programme Manager, Thales Group, Crawley, UK

- **Nationality:** Indian

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

- **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.
Anirudh Pundir

(linkedin.com/in/anirudhpundir)

- **Career History:**
  Team Lead, Moody’s Analytics, New Delhi, India
  Financial Analyst, Infosys 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:**
  Arabic (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 opportunities.

Achievements:
Active 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 Sukuk issue.

Achievements:
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 departments. Coached more than 30 project managers resulting in 45% enhanced work performance.

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.

Achievements:
Collaborated with the Director of Programs in establishing the PMO department and spearheading the digital transformation of the work platform and 85% improved efficiency. Coordinated and fast-tracked the Way-finding (signage) project delivered ahead of schedule, while maintaining quality and budget of around £6.4 million.

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

Achievements:
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)

- **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 $6.6 million.

Achievements:
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)

- **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
  Manager, Assurance, EY, Bangalore, India
- **Education Highlights:**
  MBA, Warwick Business School, UK
  Post Graduate Diploma in Project Management, Institute for Technology and Management, India
  Bachelor of Business Administration, Major in Management with Minor in Marketing, Qatar University, Qatar
- **Nationality:**
  Indian
- **Languages:**
  Hindi (native), English (fluent), Telugu (fluent), Bengali (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 opportunities.

Achievements:
Active 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 Sukuk issue.

Achievements:
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.

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

Achievements:
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.

Manish Ramchandani

(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
  BE Eng 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.

Achievements:
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.

Achievements:
Collaborated with the Director of Programs in establishing the PMO department and spearheading the digital transformation of the work platform and 85% improved efficiency. Coordinated and fast-tracked the Way-finding (signage) project delivered ahead of schedule, while maintaining quality and budget of around $6.6 million.

Achievements:
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.
Kristen Evelyn Rossi

linkedin.com/in/kristenevelynrossi

- **Career History:**
  - Cofounder and Project Manager, Musical Theatre for KIDS, Thailand
  - Resident Jazz Singer, (Including: AccorHotels’ Sofitel Legend, JHG, Mandarin Oriental, Ritz Carlton), Vietnam, Hong Kong, Geneva, Macau, Thailand
  - Cofounder and Producer, Broadway Babe, Thailand

- **Education Highlights:**
  - MBA, Warwick Business School, UK
  - BA (Honors) 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-kartikyan

- **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 Scootette 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/premampl

- **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
  - MS Information Technology, Amity University, India
  - Postgraduate Diploma in Computer Applications, Punjab 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/mayankshekhar3

- **Career History:**
  - Manager – Corporate Team, Gera Developments, Pune, India
  - Assistant Manager – 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.
Nadja Shivji

- **Career History:**
  - Business Development Manager, One Nucleus, Cambridge, UK
  - Events and Business Development Manager, One Nucleus, 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.
  - Conducted 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.

Sandra Sidlauskaite

- **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.
Ariya Sotthithammarak

- **Linkedin**:.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
- **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, tangible 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**:.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
  - BEng (Hons) Chemical Engineering, Kasetsart University, Thailand
- **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**:.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**: Indonesian
- **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**:.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
  - HR Manager, Extranet Software Solutions, Vijayawada, India
  - HR Manager, Seal Infotech, Chennai, India
  - India
- **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, Sandia) across Europe and the US with revenue of more than US$ 8 million.
Dongyan Tan
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&LTE 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 T&D 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

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.

Rashi Thakker
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
- Bachelor in Economics, University of Lima, Peru

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.

Diego Tay
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.

Phil Taneborne
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.

Rashi Thakker
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
- Bachelor in Economics, University of Lima, Peru

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

- **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 face lift 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 Embrace 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 22% above commercial objectives resulting in promotion to Branch Manager within 14 months of employment.

Swaroop George Vadakkan

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, Experian 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.
  - Driven the cross selling strategy of ancillary products through the e-commerce channel, including management of supply chain and operational process design. Achieved more than 600% sales growth within two months of launch.
  - Transformed 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/mariovalenciaramirez

- **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/rodericvan-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

- **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:** 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$300,000 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

- **Career History:**
  - Senior Finance Officer, Ghana National Gas Company Limited, Accra, Ghana
  - Project Finance Officer, 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.

Jing Xu (Marks)
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 (fluuent)
- **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).

Yongfang Yan
linkedin.com/in/yanyongfang

- **Career History:**
  - Commercial Development Manager, INSIGHTEC, Shanghai, China

- **Education Highlights:**
  - MBA, Warwick Business School, UK
  - MEng Food Science, Zhejiang University, Hangzhou, China
  - BEng Bioengineering, Shangai University, Shangai, China

- **Nationality:** Chinese
- **Languages:** Chinese (native), English (fluuent)
- **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).
Israel Zaga González

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- 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 United Mexican States investments for US Dollars. Monthly profit and loss of US$300,000.
  - 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$100,000.

Karim Youssef

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- Career History:
  - Enterprise Applications Territory Manager, Oracle, Dubai, UAE
  - Inside Sales Associate, Misys, 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.

Jialiang Ye

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 (Hon), Sun Yat-Sen University

- Nationality: Chinese
- Languages: Mandarin (native), Cantonese (native), English, (fluent)
- Achievements:
  - Collaborated with Ali, Tencent, Baidu and 3D.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.

Jialin (Zakk) Yang

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.
Chi Zhang

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 Material and Packaging, Shanghai University, China

Nationality: Chinese
Languages: Chinese (native), English (fluent)

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.

Cynthia Zeng

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, Yangzhou 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.

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