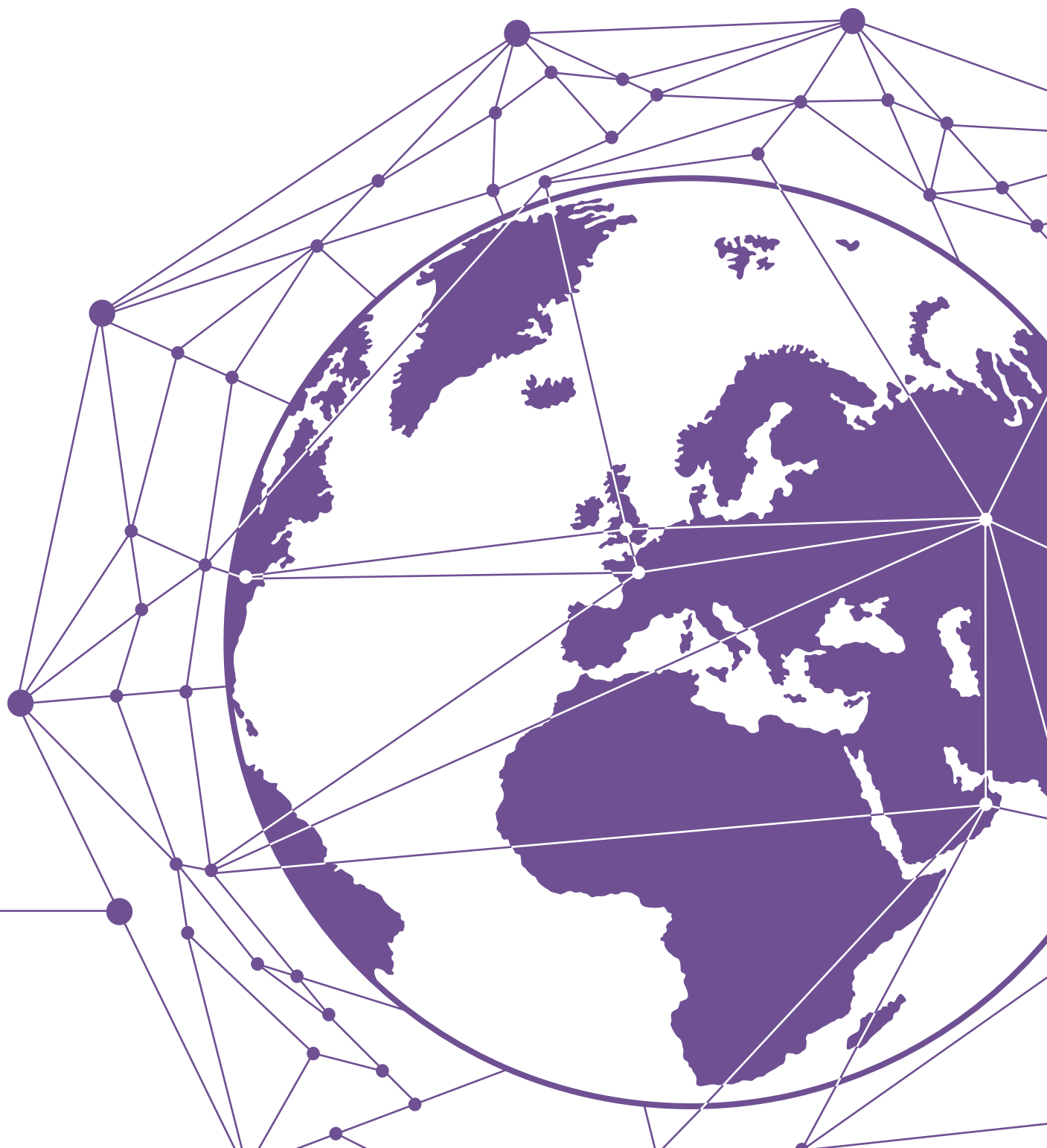




WARWICK BUSINESS SCHOOL
THE UNIVERSITY OF WARWICK

Full-time MBA Talent Profiles 2017



Graduates of Warwick Business School are world-class. See what they can do for your organisation.

Warwick Business School is one of the UK's top providers of finance and business research and education. *The Economist* ranks our full-time MBA top in the UK, and we are ranked 8th in the world by Forbes.

Our MBA students

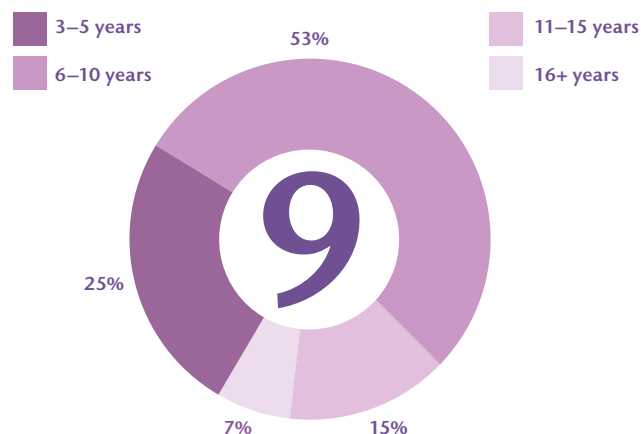
Warwick MBA students are shaped by the values of our institution which include creativity, innovation, leadership and diversity. We draw students from all corners of the globe to study with some of the world's thought leaders in areas of Behavioural Science, Operations and Finance.

Through partnerships with other leading business schools, our MBA students have opportunities for face-to-face learning around the world, which lends a distinctly international focus to the programme. We are also one of the few institutions to offer an assessed module in Leadership, designed to help our students develop the all-important skills required in today's challenging business environment. There is the opportunity for you to commission consultancy projects, or to employ our students as interns or as permanent appointments.

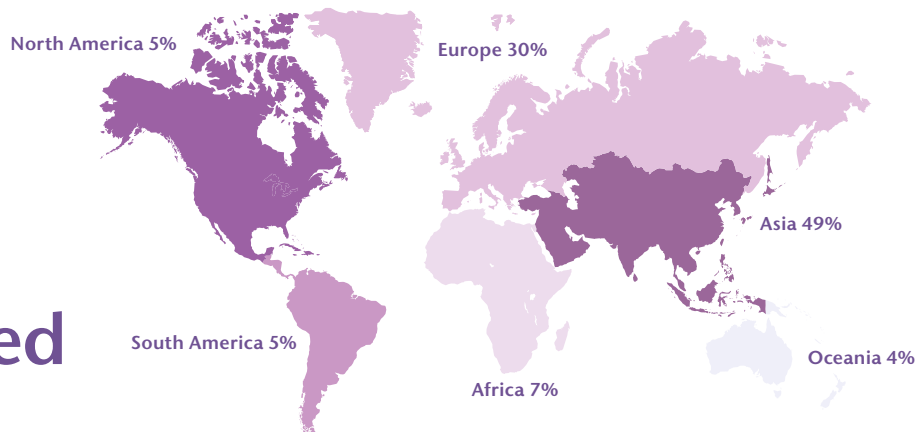
We attract high-quality students, who leave WBS well prepared to become the global business leaders of the future. If you're searching for the future leaders of your organisation, one of Warwick Business School's MBAs could be just who you're looking for.

Average age 32

Average years' work experience



32 countries represented



Warwick MBA students are creative, entrepreneurial, self-aware and ready to change the world.

If you are searching for the future leaders of your organisation, here are some options for engaging with the talent at WBS.

Recruitment presentations

Why not meet our MBAs face-to-face at either our Warwick campus, or WBS London at The Shard? On-campus presentations are one of the most effective ways to promote your brand, share insights into your organisation, and promote opportunities to WBS students.

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

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.

Student consultancy projects

Student projects are a high-impact opportunity to engage directly with our MBA students. Our MBA students are equipped with the latest business knowledge, theories and practices and this is an ideal way of addressing a current business challenge or need.

Group projects

Through our LeadershipPlus module, a team of 6–8 MBAs will work for a 3-month period from January 2017, 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.

Contact us

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

🌐 wbs.ac.uk/go/recruitment

☎ +44 (0)24 7657 4862

✉ recruit@wbs.ac.uk

Talent Profiles





Agatha Cynthia

<https://www.linkedin.com/in/agatha-cynthia>

- ❑ **Career History:** Senior Analyst, McKinsey & Company – Global Finance and Accounting (Shared Service Centre), Chennai, India
Semi-Senior, KPMG, Delhi, India
Staff Accountant, KPMG, Delhi, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Commerce (Hons), Jesus and Mary College, Delhi University, Delhi, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** English (fluent), Hindi (fluent), Tamil (intermediate), Gujarati (basic)
- ❑ **Three Key Achievements:**
 - Designed automated fraud detection audit procedure at McKinsey & Company which reduced analytical processing from 15 days to 15 minutes.
 - Developed MS access-based audit framework for quarterly evaluation of McKinsey & Company consultancy activity over five regions with improved data integrity, decreasing manual interventions by 90% and reducing processing time by 70%.
 - Undertook statutory audits and tax certifications for 15 clients in airline, IT infrastructure, retail and energy sectors whilst with KPMG.



Ralph Abou-Mrad

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

- ❑ **Career History:** Manager Business Development, Etihad Airways, Abu Dhabi, UAE
Sales Manager, Emirates Airline, Dubai, UAE
Senior Sales Executive, Emirates Airline, Dubai, UAE
Reservations Manager, Mirvac Hotels, Sydney, Australia
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Hospitality Management, TAFE Sydney, Australia
- ❑ **Nationality:** Australian
- ❑ **Languages:** English (native), Arabic (fluent)
- ❑ **Three Key Achievements:**
 - As a Business Development Manager, launched a new division for Etihad Airways focusing on inbound tourism which increased the overall market share by 31% in the first year and generated £500,000 net profit.
 - Led a multinational team of 14 at Etihad Airways, mentored them and developed their skills, which helped launch the new division successfully and achieve our target of £59 million.
 - Recommended a fresh business development strategy at Emirates Airline to penetrate different markets, which generated incremental revenue of £2.8 million, showing an increase of 27% from the previous year.

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Binayak Adhikary

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

- ❑ **Career History:** Assistant Manager, HSBC, Bangalore, India
Senior Business Analyst, Mu Sigma, Bangalore, India
Assistant Software Engineer, Tata Consultancy Services, Gandhinagar, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology, Chemical Engineering, Sardar Vallabhbhai National Institute of Technology, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Hindi (native), Bengali (native), English (fluent), French (basic)
- ❑ **Three Key Achievements:**
 - Developed and managed regulatory reports for settlement consumer relief and servicing standards for subprime mortgage portfolio. These reports demonstrated compliance with loss mitigation requirements and helped HSBC earn US\$500 million in settlement credits.
 - As part of a team of ten, designed and implemented an economic decision framework for HSBC's loan modification programmes. The net present value analysis identified where the trade-off between lower monthly payments and customer payment behaviour was favourable and allowed the company to provide sustainable home payments to approximately 35,000 customers.
 - Re-developed the statistical models used to establish loan loss reserves. The new models more accurately estimated default behaviour and enabled HSBC to lower reserve requirements by approximately US\$20 million.



Mudit Aggarwal

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

- ❑ **Career History:** Co-founder & Director, Grehom Vyapar Pvt. Ltd., New Delhi, India
Area Manager, Sify Ltd., Jaipur, India
Relationship Manager, Citicorp Maruti Finance Ltd., New Delhi, India
Senior Sales Officer, The Times of India Group, New Delhi, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Post Graduate Diploma in Marketing Management, Times School of Marketing, New Delhi, India
Bachelor of Science, Statistics, University of Delhi, New Delhi, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Hindi (native), English (fluent)
- ❑ **Three Key Achievements:**
 - Co-founded an e-commerce venture (Grehom), selling home accessories in the UK. Expanded this business to the USA, Germany and India in following years, which doubled Grehom's sales within two years.
 - Managed all five online catalogues, increasing Grehom's product offer from 40 products to 500+; developed pricing models in four different currencies – GBP, USD, EUR – INR for each market where Grehom operates.
 - Managed customer services, achieved and maintained 99% positive feedback for Grehom across all geographies. Designed business analysis models and improved efficiency of Grehom's ad-spend, which reduced cost of customer acquisition.

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Shabnam Aslam

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

- ❑ **Career History:** Project Manager, Computer Science Cooperation, Oxfordshire, UK
PMO Analyst, Computer Science Cooperation, Oxfordshire, UK
HR Assistant, Computer Science Cooperation, Oxfordshire, UK
Contracts & Claims Coordinator, Birmingham Chamber Group, Birmingham, UK
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Arts (Hons), Business and HRM, Coventry University, UK
- ❑ **Nationality:** British
- ❑ **Languages:** English (native)
- ❑ **Three Key Achievements:**
 - As a Project Manager, controlled and managed over 300 software development projects within Healthcare sector and deployment of EUT (NHS). A further five trusts subsequently signed up which increased profits by 20%.
 - Developed an attendance policy to efficiently monitor absence due to sickness. As a result, absenteeism levels at Computer Science Cooperation were reduced.
 - Managed a £50,000 financial audit for a public funded contract (Learning Skills Council) for British Chambers of Commerce. The business was awarded the best delivery of project and this was used to bid for further projects worth over £2 million.



Ryan Atkinson

<https://za.linkedin.com/in/ryanatkinson01>

- ❑ **Career History:** Country Manager, Trellidor Tanzania, Dar es Salaam, Tanzania
East Africa Customer Service Manager, A.P.Møller-Maersk Group, Dar es Salaam, Tanzania
Africa Agency Business Performance Manager, A.P.Møller-Maersk Group, Cape Town, South Africa
Cluster Project and Communications Manager, A.P.Møller-Maersk Group, Lagos, Nigeria
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Maersk International Shipping Education, A.P.Møller-Maersk Group, Copenhagen, Denmark
Matric Certificate (with full university exemption), Queen's College, Queenstown, South Africa
- ❑ **Nationality:** South African
- ❑ **Languages:** English (native), Swahili (intermediate), Afrikaans (intermediate)
- ❑ **Three Key Achievements:**
 - Started the only Tanzania franchise of Trellidor, a building security supply and installation company. In just two years, the initial investment of US\$20,000 grew over 40 times to a 1.5-year turnover of US\$850,000.
 - Spearheaded restructuring of a low-performing programme as East Africa Customer Service Manager for the Maersk Group, identifying unproductive personnel, recruiting and developing talent of 8 new employees, and setting KPIs. Improved overall customer satisfaction from 5% in 2012 Q1 to 22% in 2013 Q2.
 - Developed an innovative system of management reporting and analytical tools to empower improved decision-making among the agencies, clusters and region, enabling deep-dives into detail-level KPIs for individual country investigation and recommendation. Once implemented throughout the African regions, the reporting system expanded to global use.

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Funmilayo Ayinde

<https://ng.linkedin.com/in/funmiayinde>

- 🔗 **Career History:** Personal Assistant to the CEO, First City Monument Bank (FCMB), Lagos, Nigeria
Revenue Supervisor, Lagos State Internal Revenue Service, Lagos, Nigeria
Asset and Liability Officer, Bureau of Public Enterprise, Abuja, Nigeria
- 🔗 **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Arts, Business Administration, Babcock University, Nigeria
- 🔗 **Nationality:** Nigerian
- 🔗 **Languages:** English (fluent), Yoruba (native)
- 🔗 **Three Key Achievements:**
 - As part of a team of five, conducted scenario analysis to minimise the banks's exposure in the agro sector. The outcome of our research saved the bank US\$62 million.
 - In collaboration with FCMB's IT department developed a centralised system to streamline and monitor external queries which increased efficiency by 80%, and eliminated fines of US\$6,000 a month.
 - Led a sales drive with a target of US\$31 million for Lagos State Internal Revenue Service. Achieved 60% of the target within three months through telemarketing and effective customer follow-up.



Emefa Bartlett-Vanderpuye

<https://gh.linkedin.com/in/emefabartlettvanderpuye>

- 🔗 **Career History:** Senior Investment Analyst/Operations, All-Time Capital Limited, Accra, Ghana
Senior Analyst Business Development, All-Time Capital Limited, Accra, Ghana
Marketing and Investment Advisor, All-Time Capital Limited, Accra, Ghana
Client Relationship Manager, Databank, Accra, Ghana
- 🔗 **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Arts, Sociology and Social Work, Kwame Nkrumah University of Science and Technology, Kumasi, Ghana
- 🔗 **Nationality:** Ghanaian
- 🔗 **Languages:** English (native), French (basic)
- 🔗 **Three Key Achievements:**
 - Launched the company's only running mutual fund and increased the fund by 210 new clients (11% of total client base). Managed fixed income portfolio of US\$10 million, contributing over 14% of company's funds under management with subsequent revenue growth to the company in management fees.
 - Devised work flow processes, and introduced a new operational database and regular refresher training for team members which reduced the occurrence of omissions, irregularities and mistakes on client accounts and investments and increased the team's efficiency from 50% to 97%.
 - Increased the rate of effectiveness and efficiency in tracking and handling of client complaints by developing a manual in compliance with regulatory demands resulting in better customer service and client satisfaction.

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Aneesh John Symonds Challapalli

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

- ❑ **Career History:** Analyst, Deloitte Support Services India Private Limited, Hyderabad, India
Finance & Accounts Supervisor, South East India Region of YMCAs, Secunderabad, India
Audit Assistant, Seshachalam & Co., Chartered Accountants, Secunderabad, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Accounting Technician Certificate, The Institute of Chartered Accountants of India, India
Bachelor of Commerce, Osmania University, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Telugu (native), English (fluent), Hindi (fluent)
- ❑ **Three Key Achievements:**
 - Implemented a standardised financial information inventory process for use across the Deloitte Member Firm network.
 - Initiated a centralised process to streamline the finance and accounting function for the YMCAs of South East India and, as Finance and Accounts Supervisor, ensured that the process was used throughout the region.
 - Was selected to participate in an audit assignment in the UK for a manufacturing company acquired by our client. Collaborated closely with the finance, inventory and payroll departments to undertake due diligence and verify internal controls and processes.



Philip Chhatwani

<https://de.linkedin.com/in/philipchhatwani>

- ❑ **Career History:** Account Manager, VCCP GmbH, Berlin, Germany
Junior Account Manager, VCCP GmbH, Berlin, Germany
Junior Account Manager, Die Botschaft Communications GmbH, Berlin, Germany
Trainee Account Manager, Razorfish GmbH, Berlin, Germany
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Arts, Arts and Culture, Maastricht University, Netherlands
- ❑ **Nationality:** German
- ❑ **Languages:** German (native), English (fluent), Dutch (basic), Hindi (basic)
- ❑ **Three Key Achievements:**
 - Co-ordinated international creative team in three time zones to ideate and produce animated film for Airbnb surrounding the 25th anniversary of the Fall of the Berlin Wall, which received national and international creative awards.
 - Modernised Hiscox France websites as part of an international website development team, achieving a 93% increase in the conversion rate to 55%.
 - Advised O2 Telefonica on strategic decisions to increase brand awareness for B2B services, resulting in the ideation and production of an image film, which helped to raise brand awareness by 5%.

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Archil Chikovani

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

- ❑ **Career History:**
 - Deputy Chief Risk Officer, TBC Bank, Tbilisi, Georgia
 - Head of Credit Risk Management Department, TBC Bank, Tbilisi, Georgia
 - Head of Lending Department, TBC Bank, Tbilisi, Georgia
 - Vice President, Georgian National Automobile Federation (GNAF), Tbilisi, Georgia
- ❑ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - Bachelor of Business Administration, European School of Management, Tbilisi, Georgia
- ❑ **Nationality:** Georgian
- ❑ **Languages:** Georgian (native), English (fluent), Russian (fluent)
- ❑ **Three Key Achievements:**
 - Established key credit policies, procedures and models at TBC Bank, which increased market share up to 30% and gradually decreased the level of non-performing loans from 5% to 2%.
 - Reorganised and led the Problem Assets Management Department at TBC Bank, resulting in increased recoveries of 19% and sales of repossessed assets of 18% during the financial crisis in 2015.
 - As Vice President of GNAF, developed and executed a business development strategy including new marketing activities and fundraising campaigns, which led to additional motor racing events, increased sponsorship and investment of USD\$15 million to renovate a new racing circuit.



Naveen Chilakamarri

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

- ❑ **Career History:**
 - Agile Product Manager, Commonwealth Bank of Australia, Sydney, Australia
 - Manager, Payments Advisory, KPMG Pty Ltd, Sydney, Australia
 - Lead Business Analyst, Commonwealth Bank of Australia, Sydney, Australia
 - Senior Technical Business Analyst, Commonwealth Bank of Australia, Sydney, Australia
- ❑ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - Master of Information Technology, University of Sydney, Australia
 - Bachelor of Computer Applications, Osmania University, India
- ❑ **Nationality:** Australian
- ❑ **Languages:** English (fluent), Hindi (fluent), Telugu (native)
- ❑ **Three Key Achievements:**
 - Led two work streams for a credit card strategic programme valued at AU\$40 million which grew applications by 25%, reduced bad debts by 30% and improved application processing times by 50%.
 - As a manager at KPMG, advised a major Australian financial institution on the integration of payments into a payments hub, which reduced processing times and resulted in business benefits of AU\$15 million per year.
 - Led a team of six business analysts to deliver Australia's first credit card security innovation, which saved AU\$30 million in card fraud and grew customer enrolments by one million within a year.

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Xingcan Cui

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

- ❑ **Career History:** Area Sales Manager (China/Asia-Pacific Region), Berson Milieutechniek. B.V., The Netherlands and China
Public Relationship Coordinator, Beijing Drainage Group, Beijing, China
Sewerage Maintenance Engineer & Project Coordinator, Sewerage Asset Management Branch, Beijing Drainage Group, Beijing, China
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
MSc in Sanitary Engineering, Delft University of Technology, Delft, The Netherlands
Bachelor of Engineering, Water Supply and Wastewater Treatment, Beijing University of Technology, Beijing, China
- ❑ **Nationality:** Chinese
- ❑ **Languages:** Chinese (native), English (fluent)
- ❑ **Three Key Achievements:**
 - Managed all sales and marketing activities of Berson in Asia Pacific region and grew Berson's visibility in the market by creating an effective sales network. Developed and managed 11 agents and distributors in ten countries in South East Asia.
 - Developed the business in the region for Berson from zero. Led project tenders and cooperated with local agents and distributors which increased annual sales revenue from €30,000 in 2011–2012 to over €500,000 in 2015–2016.
 - Led a team of four to undertake a 60km sewerage maintenance project in Beijing, using GIS, CCTV inspection and sewer cleaning equipment, which generated £300,000 in revenue.



Francisco Del Rio

<https://cl.linkedin.com/in/fdelriog>

- ❑ **Career History:** CFO, Mosaico International Group, Santiago, Chile
Deputy CFO, AD Retail, Santiago, Chile
Assistant Portfolio Manager, DVA Capital, Santiago, Chile
Head of Corporate Finance, Masisa, Santiago, Chile
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
MSc in Finance, Adolfo Ibañez University, Chile
Bachelor of Science in Business Administration, Adolfo Ibañez University, Chile
- ❑ **Nationality:** Chilean
- ❑ **Languages:** Spanish (native), English (fluent)
- ❑ **Three Key Achievements:**
 - As CFO of Mosaico S.A., formed the Corporate Management Control department, overseeing the execution of action plans and fulfillment of strategic objectives in Chile, Colombia and Peru, achieving profit growth of 81% between 2013–2015.
 - As Deputy CFO for AD Retail, Chile's largest chain of specialised electronics and home decor stores, improved the company's financing conditions through the issuance of a Securitised Bond for US\$40 million and the company's first Corporate Bonds for US\$150 million.
 - Led part of Masisa's Financial Strengthening Plan during the 2008 financial crisis, by refinancing debt maturities through the issuance of an International Syndicated Loan and Local Bond for US\$200 million.

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Jasbir Dhillon

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

- ❑ **Career History:** Director, Remac Aero Consultants Ltd, Epsom, UK
Aircraft Structural Engineer, Atkins Aerospace, Bristol, UK
Helicopter Transmissions Fatigue Engineer, Agusta Westland, Yeovil, UK
Junior Structural Engineer, Sitec Group, Bournemouth, UK
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
MSc Aerospace Vehicle Design, Cranfield University, Cranfield, UK
BEng Aerospace Engineering, University of Surrey, Guildford, UK
- ❑ **Nationality:** Indian
- ❑ **Languages:** English (native), Punjabi (native), French (beginner), Russian (beginner)
- ❑ **Three Key Achievements:**
 - Established and grew a successful aerospace engineering consultancy generating revenues of £210,000 and net profit of £125,000 within four years.
 - Increased efficiency of manual inputs for an engineering software while working at Atkins Aerospace by introducing automation and reducing timescale per analysis from one week to two days.
 - Led the design and analysis of civil and military aircraft components and supporting structures over eight year period, including Lynx and EH101 helicopters, and A350 and A400m Aircraft.



Sarah Farnham

<https://www.linkedin.com/in/sarah-farnham>

- ❑ **Career History:** Senior Government Affairs Officer, Jaguar Land Rover, Coventry, UK
European Dealer Network and Used Car Co-coordinator, Jaguar Land Rover, Coventry, UK
Jaguar Retail Experience Executive, Jaguar Land Rover, Coventry, UK
Jaguar Global Events Co-ordinator, Jaguar Land Rover, Coventry, UK
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
LLB, Newcastle University, UK
- ❑ **Nationality:** British
- ❑ **Languages:** English (native)
- ❑ **Three Key Achievements:**
 - Following the result of the EU Referendum created Government engagement strategy and briefing pack to inform seniors in the business about new political stakeholders, departmental changes and the priorities of both the new Government and the Government Affairs team.
 - Worked cross-functionally within Jaguar Land Rover and with UK Government to manage over 50 high profile and high-security ministerial visits to the business over a three year period. Ensured key organisational messages were communicated.
 - Overhauled the Global department's internal communications strategy, creating new internal engagement assets to help five global teams communicate back to the business in a more targeted, digestible and valuable way. Surveyed the readership and held feedback sessions with key stakeholders to ensure the strategy met business needs.

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Rodney Fernandes

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

- ❑ **Career History:**
 - Product Life Cycle Management Consultant, Tata Consultancy Services, Goa, India
 - Project Leader, Tata Consultancy Services, Goa, India
 - Component Engineer, Tata Consultancy Services, Goa, India
 - Project Engineer, Thomas Construction Pvt. Ltd, Pune, India
- ❑ **Education Highlights:**
 - MBA student, Warwick Business School, UK
 - Bachelor of Engineering, Electronics and Telecommunication, Padre Conceição College of Engineering, Goa University, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Hindi (native), English (fluent), French (intermediate)
- ❑ **Three Key Achievements:**
 - Led a team of 12 to identify and provide alternative, compatible cost effective components for PCB Boards, which saved 25% in equipment costs.
 - Analysed a client's existing product range, identified alternatives and forecasted compliance issues, proposed solutions to eliminate these issues and provide more cost effective components which increased the firm's annual branch revenue by 20%.
 - Supported business units across Europe and Asia to monitor component failure rates by analysing test reports for electrical and mechanical conditions. Developed strategies to help the units effectively track and monitor the rates and minimise their occurrence which improved business productivity by over 30%.



Gianluigi Fliri

<https://www.linkedin.com/in/gianluigi-fliri>

- ❑ **Career History:**
 - HR Assistant General Manager, Zuari Cement Ltd., Bangalore, Karnataka, India
 - Licensed Psychologist (freelance), Turin, Italy
 - Psychologist Trainee, Università degli Studi di Torino, Turin, Italy
 - Social Work Professional, Di.A.Psi., Turin, Italy
- ❑ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - Master of Clinical and Community Psychology, Università degli Studi di Torino, Italy
- ❑ **Nationality:** Italian
- ❑ **Languages:** Italian (native), English (fluent), Spanish (intermediate)
- ❑ **Three Key Achievements:**
 - Developed and implemented a new model to manage the physical security of industrial plant, improving manpower efficiency by 30%.
 - Conducted impact survey of company CSR initiatives, benchmarking against local and national averages and competitor activity.
 - Managed the induction process for over 100 professional staff per year, achieving 84% employee satisfaction scores.

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Mausam Gaurav

<https://www.linkedin.com/in/mausam11>

- ❑ **Career History:** Consultant, Integrated Production Technologies Limited, London, UK
Senior Officer, GSPC (Government of Gujarat), Gujarat, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology, Petroleum Engineering, Indian Institute of Technology (Indian School of Mines), Dhanbad, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Hindi (native), English (fluent)
- ❑ **Three Key Achievements:**
 - As a Consulting Project Manager, developed an Integrated Field Model of a large oil field in the North Sea for TAQA Bratani Limited UK to achieve a production increment of 9% and save investment of US\$10 million in unnecessary pipeline.
 - Devised a unique numerical simulator for BP UK to accurately match the 80+ year production history of a giant complex oil reservoir in Iraq, leading to a high degree of certainty in forecasting the field performance.
 - As Mines Manager in GSPC India, led the onshore production and HSE departments creating a Mines Vocational Training Centre to periodically train and certify junior technical staff in-house, saving management time and substantially reducing operating expenditure for the production assets.



Farshad Golkarihagh

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

- ❑ **Career History:** Product Manager, Goldis Tile, Iran
Change Manager, Goldis Tile, Iran
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Level 5 in Professional Consulting (QCF), Institution of Consulting, UK
BSc Mechanical Engineering and Manufacturing, University of Warwick, UK
- ❑ **Nationality:** British/Iranian
- ❑ **Languages:** Persian (native), English (fluent).
- ❑ **Three Key Achievements:**
 - As Product Manager, successfully launched 15 new product lines, managing product lifecycle from idea generation to product launch, achieving ten best-selling products.
 - Significant contribution to cost reduction project resulting in 10% reduction in FTE within the manufacturing facility.
 - Successfully managed change initiatives and led internal business reviews utilising process mapping to identify bottlenecks with recommended changes achieving 15% efficiency increases in end-to-end processes.

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Sebastian Gonzalez Londoño

<https://co.linkedin.com/in/sebastiangonzalezlon>

- ❑ **Career History:** Account Executive, SISA SA, Bogotá, Colombia
Team Leader, Relationship Manager Client Desk, Citibank, Bogotá Colombia
Account Manager Corporate Clients, Leasing Bancolombia, Bogotá, Colombia
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Master in International Business, Macquarie University, Sydney, Australia
Bachelor of Business Administration, Pontificia Universidad Javeriana, Bogotá, Colombia
- ❑ **Nationality:** Colombian
- ❑ **Languages:** Spanish (native), English (fluent)
- ❑ **Three Key Achievements:**
 - Designed a strategic account plan model for major customers, which improved the CRM information management, delivering a more accurate business pipeline and client segmentation, and facilitated the decision making process for senior management through higher quality information.
 - As a Team Leader in Citibank, led a team of three relationship managers for the global subsidiaries group cluster, resulting in a 20% increase in total active customers, and 19% revenue growth between 2012 and 2014 for the assigned portfolio.
 - As an Account Manager in Leasing Bancolombia, implemented a new client coverage strategy for potential corporate leasing customers under a new market in Colombia, delivering 50% growth in the business pipeline in two years.



Ashima Goyal

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

- ❑ **Career History:** Consultant, Deloitte, India
Founder, Mighty Angels (Women CSR Initiative), Deloitte, India
Business Analyst, Deloitte, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology, Computer Engineering, Malaviya National Institute of Technology, Jaipur, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Hindi (native), English (native), German (basic)
- ❑ **Three Key Achievements:**
 - Designed the strategy to leverage a single ERP system for an Oil and Gas industry giant, improving accuracy by 92% in demand forecasting for the client.
 - Reduced order confirmation time from two days to 20 seconds by streamlining the supply-chain process for a drug wholesale giant, automating the billing process to by-pass unnecessary manual approvals and highlighting the bottlenecks in the order-to-cash process.
 - As founder of year-round CSR initiative Mighty Angels at Deloitte, Delhi, led over 200 professionals in designing and implementing a programme aimed at improving the welfare of women and girls by providing vocational training, self-defence sessions and basic computer literacy. Over 900 women and girls have benefited from the programme since 2013.

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Faisal Hasan

<https://ae.linkedin.com/in/faisalhasan13>

- ❑ **Career History:** Technical Support Engineer for Middle East, Turkey and Africa, Honeywell, Dubai, UAE
Application Engineer for India and UAE, INNCOM, New Delhi, India
Deputy Project Manager, CATVISION, New Delhi, India
Intern at Major Maintenance Division, Air India, Mumbai, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology, Electronics Engineering, Aligarh Muslim University, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Urdu (native), English (fluent), Hindi (fluent), Arabic (intermediate), Spanish (intermediate)
- ❑ **Three Key Achievements:**
 - As a technology consultant for the Hotel Building Automation Team at Honeywell, improved cycle time for order processing which improved efficiency by 140%. This led to profitability improvement of 40% and market share growth of 200% in three years.
 - As application engineer acting as a product manager at INNCOM, designed an automated tool for product selection and design checklist, which reduced quote preparation time by 75%. This tool is widely used by all global partners.
 - Coordinated with regional distribution partners, influenced clients and provided project management guidance which resulted in 80% business growth.



Mujtaba Hussain

<https://www.linkedin.com/in/mujtaba-hussain-sma>

- ❑ **Career History:** Senior Sales Advisor & Shift Manager, Telefónica O2, Birmingham, UK
Practice Manager, DR. S.R.H, The Medical Practice, Birmingham, UK
Researcher, Medical Physics Group, University of Birmingham, Birmingham, UK
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
MSc, Medical and Radiation Physics, University of Birmingham, UK
BSc (Hons), Theoretical Physics & Applied Mathematics, University of Birmingham, UK
- ❑ **Nationality:** British
- ❑ **Languages:** English (native), Urdu (native), Punjabi (intermediate)
- ❑ **Three Key Achievements:**
 - As shift manager, met daily revenue targets of £4,000 to £7,000 in clients' monthly tariff costs by motivating a sales team of six and maintaining high levels of customer service.
 - Developed and implemented a two-fold marketing strategy for a start-up private healthcare practice, which achieved 50% of its target customer base in one year.
 - As an integral member of the Medical and Radiation Physics Group, presented research findings to key stakeholders in the NHS and University of Birmingham which helped to secure future funding for the project.

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Haris Iqbal

<https://ae.linkedin.com/in/iqbalharis>

- ❑ **Career History:** Assistant Manager – Commercial, Environmental Services, Dulsco LLC, UAE
Business Development Manager, Quality Reliance (Middle East) Management, UAE
Summer Associate – Sales, Engro Foods, Pakistan
Summer Associate – Marketing, Pakistan State Oil, Pakistan
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
BSc (Hons), Economics & Mathematics, Lahore University of Management Sciences (LUMS), Lahore, Pakistan
- ❑ **Nationality:** Pakistani
- ❑ **Languages:** English (native), Urdu (native), French (basic), Arabic (basic)
- ❑ **Three Key Achievements:**
 - As interim head of the commercial team, helped Dulsco diversify its client base for Waste Management Services towards the hospitality and retail sectors by partnering with vendors to offer new waste management technologies, which resulted in a revenue increase of 18% on the YTD 2015.
 - Developed the first ISO 9001 Management System for Quality Reliance, and ensured the successful development, implementation and certification of the system. The CRM module helped the telesales team increase the lead generation by more than 50% from 2011 to 2013.
 - At Quality Reliance, launched 'Green Crescent Environment Consultancy' to drive Abu Dhabi's sustainability agenda. This included development of company profile and website, registration with the relevant government departments and formulating a business development strategy for the company.



Yonghun Jang

<https://kr.linkedin.com/in/jake-yonghunjang/en>

- ❑ **Career History:** Sales Advisor, SamChen Corporation, Busan, Korea
Medical Representative, Respiratory Business Unit, GlaxoSmithKline, Daegu and Busan, Korea
Customer Support Clerk, Royal Restaurant, Busan, Korea
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
BA in Molecular Biology, Pusan National University, Korea
- ❑ **Nationality:** Korean
- ❑ **Languages:** Korean (native), English (fluent)
- ❑ **Three Key Achievements:**
 - Awarded the 2014 GSK Elite nomination for best medical representative by achieving 35% average growth rate during first two years in role.
 - Proactively managed major crisis caused by the death of our largest client which accounted for 70% of sales. Analysed the market impact and executed plans which enabled recovery of sales in one year.
 - Successfully launched two new GSK products (Anoro and Relvar) which achieved a significant market position of approximately 80% market share.

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Sanjeet Kumar Jha

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

- ❑ **Career History:** National Key Account Manager, Professional Lighting Division, Philips, Kolkata, India
Manager – Sales & Key Accounts (India and Bangladesh), Sandvik Asia Pvt Ltd, Pune, India
Application Engineer, Henkel Adhesives Technologies, Kolkata, India
Sales Engineer, CERATIZIT India Pvt. Ltd., Ahmedabad, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
B.Tech (Mechanical/Industrial/Production Engineering), University of Technology, West Bengal, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Hindi (native), English (fluent), Bengali (fluent)
- ❑ **Three Key Achievements:**
 - As a National Key Account Manager at Philips, devised the channel (re-seller network) development strategy. Located five new channel partner companies and realigned relationships with the existing network to expand market coverage by 25% in six months.
 - Managed the formulation and execution of go-to-market strategies at Sandvik, leading to revenue growth from US\$3 million to US\$17 million.
 - Led planning and rollout for programmes and high technology products, growing international sales in Bangladesh from US\$0.25 million to approximately US\$5.5 million within five years.



Wei Jiao

<https://www.linkedin.com/in/weijiao/en>

- ❑ **Career History:** Regional Sales Manager, East and South China, Danaher Group Fluke Corporation, Shanghai, China
Regional Sales Manager, East China, Danaher Group Fluke Corporation, Shanghai, China
Sales Supervisor, East China, Danaher Group Fluke Corporation, Shanghai, China
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Biomedical Engineering, Medical Electronics, University of Shanghai for Science and Technology, China
- ❑ **Nationality:** Chinese
- ❑ **Languages:** Chinese (native), English (fluent)
- ❑ **Three Key Achievements:**
 - As Sales Manager of East and South China, managed 14 provinces and cities including Hong Kong and Macao, with annual sales of US\$14 million and year-to-date growth rate of 45%, and increased new distributors' sales twice in two years.
 - Built a sales team of nine in East and South China, achieving a consecutive five-year compound growth rate of 43%, and contributed 60% business revenue of the department.
 - Won best sales manager award for two consecutive years by setting directions and motivating team members to move towards sales goals, focusing on highly efficient execution and closed-loop management.

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Jeffin Joseph

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

- ❑ **Career History:** Senior Systems Engineer, Infosys Limited, Chennai, India
Systems Engineer, Infosys Limited, Chennai, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology, Electronics and Communication Engineering, Mahatma Gandhi University, Kerala, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Malayalam (native), English (fluent), Arabic (intermediate), Hindi (intermediate), Tamil (intermediate)
- ❑ **Three Key Achievements:**
 - As a Senior Systems Engineer, successfully completed a US\$5 million production system integration for a leading US automotive manufacturer with a defect injection rate below 2%. Mentored five systems engineers who were part of this 25-member team.
 - Achieved 80% efficiency improvement through automation of previously manual-based process during Decommissioning Project implementation. Outstanding contribution in this regard was recognized by the CEO with achievement award.
 - Organised a company-wide cultural event for clients incorporating a food festival, musical performances and fashion show. Also took lead role in devising and delivering the performance for the company music band, which gained positive feedback.



Bharat Keshvara

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

- ❑ **Career History** Area Manager CPL group, Ipswich, UK
Managing Director Lushtag, E-commerce, UK and India
Area Manager, One Stop (Tesco Group), Birmingham, UK
Operation Manager, (TFC Group), Head of Retail and Distribution, London, UK
- ❑ **Education Highlights** MBA, Warwick Business School, UK
Management and Leadership, Chartered Management Institute (CMI), UK
Prince2, Project Management Foundation, UK
Six Sigma Black Belt, UK
- ❑ **Nationality** British
- ❑ **Languages** English (native), Gujarati (native), Hindi (intermediate)
- ❑ **Three Key Achievements:**
 - Led a team of 25 managers to evaluate current systems and resources at One Stop, a new system was subsequently introduced using six sigma approach which increased productivity by 10%, sales by 7% and reduced logistics costs by 4% and waste by 2%.
 - As an Area Manager coordinated a team of 25 to research and implement a new staff engagement system which reduced staff turnover by 35% in the first year, improved staff morale and reduced training costs by 15%.
 - Project managed a team of 16 managers, system analysts and other stakeholders to implement a new, future-proof, bespoke stock management system which increased sales by 20%, reduced waste by 3% and labour costs by 15% at TFC Group.

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Omar Khattab

<https://uk.linkedin.com/in/omarkhattab4>

- ❑ **Career History**
Project Manager (Community), Go4Venture, London, UK
Business Development Manager, Cloud Media Insight, Ipswich, UK
Credit Analyst (Large Cap. Clients), Arab Bank, Damascus, Syria
- ❑ **Education Highlights**
MBA, Warwick Business School, UK
MSc in Financial Engineering and Risk Management, University of Essex, Colchester, UK
Bachelor of Business Administration, Arab International University, Syria
- ❑ **Nationality**
Palestinian
- ❑ **Languages**
English (native), Arabic (native), Greek (basic)
- ❑ **Three Key Achievements:**
 - Managed a team of four, with responsibility for development of all-community project engagement, R&D, IT maintenance and user interfaces for a FinTech start-up platform in London.
 - Brokered a partnership between media institutions in Dubai and the UK in a Business Development role, in addition to introducing web-based tools that improved the media analysts' productivity (around 30% reduction in analysis time/cost).
 - Developed bespoke Discounted Cash Flow (DCF) modelling programme to reduce Credit Analysts' manual processing time for global banking institution that resulted in 90% reduction of DCF modelling time/cost.



Becks Kiely

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

- ❑ **Career History:**
Branch Manager, John Lewis, Newbury, UK
Business Development Manager – Retail Director, John Lewis, London, UK
Operations Manager, Commercial Support, John Lewis, Cardiff, UK
Department Manager, Commercial Support, John Lewis, Swindon, UK
- ❑ **Education Highlights:**
MBA, Warwick Business School, UK
LLB Law (exempting), Durham University, UK
- ❑ **Nationality:**
British
- ❑ **Languages:**
English (native)
- ❑ **Three Key Achievements:**
 - As Business Development Manager at John Lewis, coordinated a multi-functional team to develop the retail five-year business plan, which included establishing initial plans for £100 million efficiency programme.
 - Developed a new framework for the implementation of peak recruitment and staffing within retail stores, which reduced the in-house costs by 30%.
 - Delivered a two-day Retail conference to over 300 internal delegates, which included a 'Retail Expo' and the launch and design of a new communication platform, which resulted in more efficient and coordinated communication.

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Kalyani Krishnan

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

❑ **Career History:**

Marketing Executive, NFX Digital Private Limited, New Delhi, India
Account Executive, Wieden+Kennedy, New Delhi, India
Executive Trainee, JWT, New Delhi, India

❑ **Education Highlights:**

MBA, Warwick Business School, UK
BA (Hons) Economics, Delhi University, New Delhi, India

❑ **Nationality:**

Indian

❑ **Languages:**

Hindi (native), English (fluent)

❑ **Three Key Achievements:**

- Successfully led a campaign for IFFCO (largest fertiliser company in India). Created jingles and voice messages on themes including agriculture, health and education in local language. The campaign was released to over half a million farmers.
- Conceptualised and executed the growth hack of 'Online Gaming Managers' to increase users on the website for NFX Digital Private Limited, which gained a community of 5000+ respondents.
- Coordinated the packaging and advertising for Frito-Lay's (seven flavours), Uncle Chipps (six flavours), Doritos (two flavours) and Cheetos (five flavours). Launched two new flavours of chips for Frito-Lay via television ads and digital marketing campaigns.



Antonis Leousis

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

❑ **Career History:**

Management Consultant, Accenture, Greece
Business Analyst, Accenture, Greece
Inventory Control Coordinator, Hellenic Army, Greece

❑ **Education Highlights:**

MBA, Warwick Business School, UK
BSc in Banking and Financial Management, University of Piraeus, Greece

❑ **Nationality:**

Greek

❑ **Languages:**

Greek (native), English (fluent), German (basic)

❑ **Three Key Achievements:**

- As a stream lead, conducted baseline spend diagnostic at the Corporate Offices of a multinational FMCG company across three European locations. Identified £11 million (15%) run rate saving, accounting for 10% of the overall saving potential identified in the Group.
- Developed growth strategy and ten-year Business plan of a European Mobile Provider for entry into 3Play market. Indicated adjacent growth options and execution plan that could bring £70 million investment NPV over the next ten years with a discounted payback of 7½ years.
- Defined IT operating model and redesigned branch processes of major European banking groups. Delivered 10% efficiency increase through IT organisational structure and operating model re-engineering, and 12% productivity gain through branch process optimisation.

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Chunyu Lin

<https://cn.linkedin.com/in/chunyunlin>

- ❑ **Career History:** Project Business Development Manager – North China, DB Schenker China Ltd, China
Sales Manager, DHL Global Forwarding China Ltd, China
Sales Supervisor, CMA CGM Beijing Branch, China
Account Manager, Sinochem, China
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Master of Law, International Law, Dalian Maritime University, China
Bachelor of Economics, Dalian Maritime University, China
- ❑ **Nationality:** Chinese
- ❑ **Languages:** Chinese (native), English (fluent), French (intermediate)
- ❑ **Three Key Achievements:**
 - As Project Business Development Manager, increased operational efficiency and profitability, by improving standard operating procedures, reducing redundant processes, and introducing an attractive sales incentive system which resulted in 20-30% growth in annual sales.
 - Led the logistics service project of a global oil service company by establishing and leading a global project team of 11 members from five countries to handle ocean freight and air freight import to China, which obtained gross profits of US\$1 million per year.
 - Analysed future logistics price trends by assessing relevant economic and industrial factors and indexes, such as BDI (Baltic Dry Index) and CFI (Containerized Freight Index). Won a three-year long logistics services contract for 95,000 freight tonnes worth US\$17.5 million.



Yunying Luo

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

- ❑ **Career History:** Corporate Tax Manager, Tax & Business Advisory Service, Ernst & Young (China) Advisory Limited, Shanghai, China
Senior Consultant, Tax & Business Advisory Service, Ernst & Young (China) Advisory Limited, Shanghai, China
Accountant, Assurance & Advisory Business Service, Ernst & Young Huaming LLP, Shanghai, China
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Economics, International Economics and Trade, Tongji University, China
- ❑ **Nationality:** Chinese
- ❑ **Languages:** English (fluent), Mandarin (native), French (intermediate)
- ❑ **Three Key Achievements:**
 - Proposed the first package solution for one-stop tax restructuring advisory services in EY's Shanghai office, which subsequently won a tax advisory project worth US\$1.3 million from a leading German software company for its Chinese business integration.
 - Led a cross-functional team of 15 in a turnover tax conversion project for a bank in China worth approximately US\$600,000 and secured a follow-on tax advisory project from this new client.
 - As a senior consultant, negotiated with government officials from the Shanghai and Xiamen tax departments for a US-based cruise company to secure a favourable tax exemption position which saved them approximately US\$1.1 million.

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Bhawna Mallick

<http://nl.linkedin.com/in/bhawnamallick>

- ❑ **Career History:**
 - Consultant, Experis Ciber BV, Eindhoven, The Netherlands
 - Consultant, Ciber BV, Eindhoven, The Netherlands
 - Product Consultant, Cordys BV, Putten, The Netherlands
 - Intern, LaQuSo, Eindhoven, The Netherlands
- ❑ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - MSc Computer Science, Technical University Eindhoven, The Netherlands
 - M.Tech Software Engineering, Manipal Institute of Technology, India
 - B.E. Information Technology, Rajasthan University, India
- ❑ **Nationality:** Dutch
- ❑ **Languages:** Hindi (native), English (fluent), Dutch (intermediate)
- ❑ **Three Key Achievements:**
 - As a Technical Team Lead for an improvement project in Health Insurance, coordinated multiple teams to redesign the architecture and develop new processes which resulted in a robust, stable and scalable solution. This increased the application availability to 99.9% within two months and secured two more projects worth €1.1 million.
 - Trained and mentored three new team members at Ciber in Opentext Process Suite, customer applications, team communication and handling critical client incidents, thereby laying the foundation of a new professional team within our department.
 - Provided onsite support for issues faced by the Government with one of their customer applications. As a result, secured two more projects from the Government worth €500,000.



Ashraf Mandour

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

- ❑ **Career History:**
 - Treasury Dealer, Arab African International Bank, Cairo, Egypt
 - Real Estate Sales Agent, Coldwell Banker, Cairo, Egypt
 - Research Analyst, United Nations World Food Programme, Cairo, Egypt
- ❑ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - Bachelor of Science, Economics, Cairo University, Egypt
- ❑ **Nationality:** Egyptian
- ❑ **Languages:** Arabic (native), English (fluent)
- ❑ **Three Key Achievements:**
 - As an FX & Money Market Dealer, boosted net interest income from money market activities in G7 currencies by 500% over two years by interpreting macroeconomic conditions and actively increasing volumes.
 - Generated a new revenue stream by establishing dealing in FX swaps and providing advisory services and quotation to new clients. Contributed to the FX desk profitability through trading and providing sales services to corporate and high net worth clients.
 - As a Fixed Income Dealer, increased net interest income in local currency operations by 35% over one year through an asset relocation strategy. Increased Fixed Income trading profits by 50% through fundamental analysis strategies and promoting and pricing fixed income securities to clients and funds.

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Sherin Mathew

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

- ❑ **Career History:** Specialist, Citibank, Dubai, UAE
Business Leader, Yes Bank, Kerala, India
Regional Manager, ICICI Bank, Kerala, India
Senior Branch Manager, ICICI Bank, Trivandrum, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
M.A. in Economics, Madurai Kamaraj University, India
BSc in Computer Science, Bharathiar University, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Malayalam (native), English (fluent), Hindi (fluent), Tamil (fluent), French (basic)
- ❑ **Three Key Achievements:**
 - As a specialist with Citibank, established strong relationships with key decision makers in global corporations including McKinsey & Company and The World Bank and managed clientele from over 40 countries to improve business penetration by 81%.
 - Designed and implemented strategies to successfully launch Yes Bank in a new market, managed business worth over US\$100 million and led and motivated a multifunctional team of 22, to achieve revenue, profit and business growth objectives by 150%.
 - As a Regional Manager at ICICI Bank, developed operational efficiency strategies and customer service and compliance initiatives across the region (30 branches & 250+ employees), reduced costs by 20% and achieved five star rating in external compliance audit in 24 branches.



Sayantan Modak

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

- ❑ **Career History:** Manager Business Consulting and Research, Intellect Advisory Services Pvt. Ltd., Hyderabad, India
Manager Corporate Planning, Pennar Industries Ltd., Hyderabad, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
MSc, Industrial Engineering, North Carolina State University, USA
Bachelor of Engineering, Velammal Engineering College (Anna University), India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Bengali (native), English (fluent), Hindi (fluent), Tamil (intermediate), Telugu (intermediate)
- ❑ **Three Key Achievements:**
 - Led internal team of two to identify three products and partners for four female entrepreneurs. Implemented a number of processes including inventory and order management to increase sales fivefold by FY2022.
 - As part of organisational change at Pennar, led a team of seven to implement continuous improvement programme to map end-to-end organisation process and metrics, and implement 30 improvement projects to save £114,000 annually.
 - Led new product development and sales of existing products to raise £3.8 million revenue from international customers and diversify into new areas including grain silos, water, logistics, structural steel and renewable energy.

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James Moody

<http://www.linkedin.com/in/jamesmoody99>

- ⌘ **Career History:**
 - Programme Manager – Revenue Management, TNT Express, Atherstone, UK
 - Senior Contract Manager, TNT Express, Atherstone, UK
 - Project Manager, TNT Express, Atherstone, UK
 - Graduate Management Trainee, TNT Express, Atherstone, UK
- ⌘ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - BSc (Hons), Mathematics with Computer Science, University of Liverpool, UK
- ⌘ **Nationality:**
 - British
- ⌘ **Languages:**
 - English (native)
- ⌘ **Three Key Achievements:**
 - Led a strategic revenue management change programme within the UK which delivered in excess of £7 million of EBIT through the introduction of margin optimisation initiatives, profitable pricing strategies and relevant surcharging.
 - Successfully implemented a key rationalisation project in Scotland which optimised and significantly improved the logistics operating model for two blue-chip clients resulting in £0.5 million of cost savings to the customers as well as a £0.2 million internal EBIT improvement.
 - Completed a Global Strategic Supply Chain Management programme, which concluded by presenting my team's Mastercase submission to over 400 people including TNT's global Management Board. Won the category of 'Young Freight Forwarder of the Year' at the Global Freight Awards in London the following year.



Ollie Morgan

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

- ⌘ **Career History:**
 - Corporate Finance Strategy Executive, EY, London, UK
 - Management Consultant, EY, London, UK
 - Strategy Analyst, Momentum Hub Group, Reading, UK
- ⌘ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - Qualified Chartered Management Accountant, Chartered Institute of Management Accountants, UK
 - BA, Politics with International Studies, University of Warwick, UK
- ⌘ **Nationality:**
 - British
- ⌘ **Languages:**
 - English (native), Spanish (intermediate)
- ⌘ **Three Key Achievements:**
 - As an advisor to leading PE funds, advised Partners Group on the acquisition of Axia NetMedia, Alinda Capital Partners on the public-to-private acquisition of Energy Assets Group and PSP Investments on the acquisition of a minority interest in Allflex.
 - As a strategy consultant responsible for identifying high potential turnaround opportunities, identified £20 million worth of savings for the UK taxpayer at a large central UK government department.
 - As an EY Corporate Responsibility 'Champion', actively shaped and delivered EY's social impact strategy, including leading fundraising initiatives which raised £50,000 for two strategic partner charities. This contribution was recognised with awards from both EY and The Prince's Trust.

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Deepesh Motwani

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

- ❑ **Career History:** Pharmacist Manager, Newline Pharmacy Ltd., Newcastle, UK
Pharmacist/Pharmacist Manager, Boots UK, Sunderland and Durham, UK
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Master of Pharmacy, University of Sunderland, Sunderland, UK
- ❑ **Nationality:** Indian
- ❑ **Languages:** Hindi (native), English (fluent), Urdu (fluent), Sindhi (fluent), Punjabi (basic)
- ❑ **Three Key Achievements:**
 - Increased efficiency by organising the layout of the pharmacy and setting up new systems for completion of tasks, allowing for room to take on new patients and services and increasing the number of items dispensed from 2,800 to 3,800 per month.
 - Trained two members of staff to qualify as healthcare assistants and helped others complete their NVQ levels, resulting in higher quality of work which allowed for more time to counsel patients.
 - Stabilised the work environment by adding regularity, changing work patterns and building strong relationships with surgeries, which led to increased footfall at the pharmacy.



Jalol Nasirov

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

- ❑ **Career History:** Financial Adviser, Axis Strategy and Fern Hill, Switzerland, Brazil, Uzbekistan
Director General, Engineering Bureau Franke Intl, Tashkent, Uzbekistan
Auditor, Deloitte, Tashkent, Uzbekistan
Project Coordinator/Interviewer, US Embassy, Tashkent, Uzbekistan
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
MA in Advanced European and International Studies, Institut Européen – European Institute, France, Germany, Turkey
1 year Senior Undergraduate Student, Ball State University, Indiana, USA
BA (Hons) in Business Administration, The University of Westminster, UK and Uzbekistan
- ❑ **Nationality:** Uzbekistan
- ❑ **Languages:** Uzbek (native), English (fluent), Russian (native), French (intermediate), Turkish (intermediate), German (basic)
- ❑ **Three Key Achievements:**
 - Established a multinational company's new hub office in a Central Asian capital, streamlined the business flow of the new entity, acquired approximately 12 new clients within the first two years, with company's contract value exceeding US\$100 million.
 - Analysed operational and financial issues and corporate fiduciary mechanisms, and raised many important management report points which increased the level of transparency and the standard of reporting. Actively took part in top management negotiations with existing and potential clients, initiating five new strategic deals.
 - Led the Board of Directors (12 executive directors and eight deputies) at the Asian Development Bank 2010 Annual Summit, liaised between the multilateral ministerial teams, contributing to more than 20 successful strategic agreements between the member countries.

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Luis Nava

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

- ❑ **Career History:** Brand Financial Analyst-Supervisor for Herbal Essences/Pert Brands, P&G, Venezuela/Panama
Latin-America Product Supply Finance & Accounting (F&A) Senior Analyst for Inventory, Transportation, Warehouse, and Disposable costs, P&G, Panama
Latin-American Product Supply F&A Department Manager for Customisation, P&G, Panama
Latin-America Product Supply F&A Department Manager for Beauty/Hair Care, P&G, Panama
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Financial Engineering Diploma, Universidad Metropolitana (UNIMET), Venezuela
BSc in Business and Economics, Universidad Metropolitana (UNIMET), Venezuela
- ❑ **Nationality:** Venezuelan
- ❑ **Languages:** Spanish (native), English (fluent)

❑ **Three Key Achievements:**

- Developed a proposal to turn around the financial results of P&G's most vulnerable hair care brand (Pert). Led a multifunctional team of five to examine every item in the P&L to ensure that bottom line figures were green again. After one year the brand reached the breakeven point with a clear path to reach average industry levels by the third year.
- As Financial Analyst-Supervisor, performed a complete assessment of P&G's Latin American Headquarters information security and privacy risks. Created a plan to strengthen the security of P&G's intellectual property including a rigorous set of measures which mitigated 99% of the identified risks in one year.
- As Product Supply F&A Department Manager, reduced manufacturing costs by £15 million and analysed sourcing, production and distribution costs to create a plan to deliver similar savings for the following three years.



Mark Nursey

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

- ❑ **Career History:** Equity Research Associate, Capital World Investors, Los Angeles, USA
Investment Banking Senior Analyst, Wells Fargo Securities, New York, USA
Investment Banking Analyst, Lazard Frères & Co., New York, USA
Strategy and Operations Consultant, Deloitte Consulting, Washington DC/Los Angeles, USA
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Science, Accounting, University of Southern California, USA
- ❑ **Nationality:** British, American
- ❑ **Languages:** English (native)

❑ **Three Key Achievements:**

- As a Research Associate, created and presented a proprietary analysis which demonstrated the outlook for housing demand, leading to successful investing results of apartment and home building holdings during the 2014–2016 period.
- Developed a market outlook analysis for cardiovascular medical technology devices, leading to the successful analysis of key M&A transactions and resulting market share gains during the 2015–2016 period at Capital World Investors.
- As a Consultant at Deloitte, worked in a team of ten to successfully determine key P&L settlements between parties, covering a multi-year period for US domestic and international transactions, resulting in the avoidance of a class-action lawsuit.

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Ayo Odufuwa

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

- ❑ **Career History:**
 - Chief Financial Officer, ARM Life PLC, Lagos, Nigeria
 - Head, Financial Planning and Control, CrystaLife PLC, Lagos, Nigeria
 - Project Accountant, Asset & Resource Management Company, Lagos, Nigeria
 - Management Accountant, London Borough of Camden, UK
- ❑ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - Association of Chartered Certified Accountants (ACCA), UK
 - BA, Accounting and Finance, University of East London, UK
- ❑ **Nationality:** British/Nigerian
- ❑ **Languages:** English (native), Yoruba (fluent)
- ❑ **Three Key Achievements:**
 - As CFO, led the corporate team in driving cost-reduction initiatives through process automation that resulted in US\$5 million capital infusion.
 - Restructured the day to day operations of the business ensuring a seamless flow of all functions that resulted in a 25% increase in operational efficiency and promoted profitability for the company.
 - Spearheaded the team that successfully implemented a business re-engineering process that improved turnaround time by 50% on all reporting deliverables.



Santiago Oyarzabal

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

- ❑ **Career History:**
 - Latin American Film Lecturer and Researcher, University of Warwick, UK
 - Editor in Film and Music, *LatinoLife* magazine, UK
 - Editor of Business, Finance & Economy, BankBoston, Argentina
 - Senior Academic Coordinator, MA in Radio Broadcasting, Universidad Nacional de La Plata, Argentina
 - General Producer, Radio Programme La Pesquisa (The Inquiry), La Plata, Argentina
- ❑ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - PhD in Film and Television Studies, University of Warwick, UK
 - BA in Media, Journalism and Social Communication, Universidad Nacional de La Plata, Argentina
- ❑ **Nationality:** Argentinean/Italian
- ❑ **Languages:** Spanish (native), English (fluent), Portuguese (advanced)
- ❑ **Three Key Achievements:**
 - As Editor in Film and Music for *LatinoLife*, coordinated and conducted interviews with top Latin artists, including singers Carlos Vives and Ana Moura, and filmmakers Patricio Guzmán, Julio Medem and Ciro Guerra and reviewed their shows.
 - Researched, co-ordinated and edited contents in the areas of economy, personal finances, business and international commerce at BankBoston. The platform was locally established as the leading source of financial information and advice for individuals, families and small companies.
 - Managed recruitment and admissions, budgets, records, timetables, communication, and teaching/learning processes. Designed and established admin processes that consolidated the MA as a leading regional postgraduate degree in Radio Broadcasting, attracting students from several Latin American countries.

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Cihan Ozdilek

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

- ❑ **Career History:** Technical Services Specialist, Eczacıbaşı Esan, Istanbul, Turkey
Development Specialist, Eczacıbaşı Esan, Istanbul, Turkey
Draft Surveyor, Incolab Services, Kocaeli, Turkey
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
PhD, Mineral Processing Engineering, Istanbul Technical University, Turkey (expected completion 2018)
Master of Science, Mineral Processing Engineering, Istanbul Technical University, Turkey
Bachelor of Science, Mining Engineering, Istanbul Technical University, Turkey
- ❑ **Nationality:** Turkish
- ❑ **Languages:** Turkish (native), English (fluent), Russian (intermediate)
- ❑ **Three Key Achievements:**
 - Recommended process for pyrite concentrate extraction and by product management with estimated revenue sales of US\$2.25 million.
 - Achieved €600,000 annual savings in collector consumption costs as a result of leading a research and development project on flotation collection processing for an American Chemicals company.
 - Collaborating cross-functionally, promoted innovation, advised entrants and evaluated project viability for submission to annual group-wide Innovation competition (40 global companies). Published two papers in academic journals and presented at international conferences.



Sophie Paterson

<https://www.linkedin.com/in/sophie-paterson>

- ❑ **Career History:** Customer Service Excellence (CSE) and Investors in People (IIP) Programme Lead, Birmingham Community Healthcare Trust, Birmingham, UK
Service Transformation Manager, Birmingham Community Healthcare Trust, Birmingham, UK
Innovation Project Manager, Heart of Birmingham Teaching Primary Care Trust, Birmingham, UK
The NHS Graduate Scheme Management Trainee, Human Resources (HR) cohort, Birmingham, UK
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
MA in Human Resource Management, Middlesex University, UK
LLM Law Gender Sexuality and Human Rights, Keele University, UK
LLB (Honours) Law, Edinburgh University, UK
- ❑ **Nationality:** British
- ❑ **Languages:** English (native)
- ❑ **Three Key Achievements:**
 - On secondment to the Organisational Development team at Birmingham Community Healthcare Trust, led National Staff Survey and Staff Friends and Family test, achieving 50% National Staff Survey 2015 response rate (exceeding national average of 41%) and increasing the Staff Friends and Family response rate from 265 in Quarter two 2014/15 to 976 in Quarter two 2015/16.
 - As Service Transformation Manager, established a comprehensive Benefits Realisation process and developed a five-year evidence base of achievement which enabled the trust to demonstrate the benefit of three organisations operating as one for the patient and taxpayer. It also provided the trust with robust evidence of not only financial benefits, but also relevant patient, staff and efficiency indicators.
 - Led Birmingham Community Healthcare Trust through the Customer Service Excellence (CSE) accreditation external assessment and effectively drove up customer service standards across seven teams as Customer Service Excellence Lead.

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Andrew Peng

<https://www.linkedin.com/in/andrewpeng1>

- ⌘ **Career History:** Remote Operated Vehicle Pilot and Inspection Engineer, Horizon Survey Company, Sharjah, UAE
Inspection Manager, Horizon Survey Company, Sharjah, UAE
Freelance Inspection Engineer, Europe
Senior Project Engineer, Harkand, Aberdeen, Scotland
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor (Hons) in Electrical and Electronic Engineering, University of Auckland, New Zealand
- ⌘ **Nationality:** New Zealander
- ⌘ **Languages:** English (native), Mandarin (native), Japanese (intermediate)
- ⌘ **Three Key Achievements:**
 - As Inspection Manager for Horizon Survey Company, implemented and coordinated the setup of the company's first standardisation of training schemes, product manuals and reporting templates for ROV (Remote Operated Vehicle) inspection. The templates became the default document presentation for all ROV inspection sub-contractors, increasing reporting efficiency by 300% and project acquisition by 30%.
 - Innovated and managed new project supervision and delivery, which resulted in acceptance of project deliverables and full payment within record time, and increased efficiency by 400% compared to previous projects of the same size.
 - Developed, analysed and implemented new framework and guidelines to illustrate differences in the required skills for project engineers between ROV and Diving projects, which resulted in a versatile template system and lowered personnel operating cost to a maximum of 75%.



Samson Peter

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

- ⌘ **Career History:** Executive Director, Oon.dah & Doo.Bahr, Luanda, Angola
Executive Sous Chef, One & Only Resorts, Reethi Rah, Maldives
Sous Chef, Hilton Towers, Mumbai, India
Food & Beverage Production Executive, The Oberoi Udaivilas, Udaipur India
- ⌘ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Hotel Management, University of Mangalore, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** Hindi (native), English (fluent), Portuguese (fluent), French (basic)
- ⌘ **Three Key Achievements:**
 - Identified business opportunity resulting in 70% profit margin for 4½ years with TAAG National Airlines Angola for first class cabin food service.
 - Expanded corporate and diplomatic event business profitability by 70% after showcasing catering services at Portugal Day celebrations for 1,500 people.
 - Successfully managed Gstaad Michelin Star Chef Food Festival for One & Only Resort Maldives, achieving excellent customer reviews, resulting in improved room occupancy of 35% and 100% increase in food and beverage revenue.

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Patricia Prato Casado

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

- ❑ **Career History:** Business Development Manager, TransQualitas, Panama City, Panama
Senior Associate, Norton Rose Fulbright, Caracas, Venezuela and London, United Kingdom
American International Group, Seconded acting as Legal Counsel and Head of Compliance, Caracas, Venezuela
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Master of Energy and Environmental Law, Tulane University Law School, USA Law degree, Universidad Monteávila, Venezuela
- ❑ **Nationality:** Venezuelan
- ❑ **Languages:** Spanish (native), English (fluent), French (intermediate), Portuguese (basic)
- ❑ **Three Key Achievements:**
 - Drafted and implemented a business plan along with a comprehensive marketing strategy as Co-founder and Business Development Manager of TransQualitas, a family-owned translation company, and acquired two new clients per month.
 - As Senior Associate of the Norton Rose Fulbright (NRF) Caracas office, selected to complete a one-year secondment at the NRF London office, which resulted in cross-border transactions, bringing new clients and revenue to the Caracas and London offices.
 - Assisted AIG in the acquisition of a property insurance portfolio, involving due diligence review and negotiations, which led to a secondment as AIG's In-house Counsel for 1½ years.



Nediljko (Ned) Radanovic

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

- ❑ **Career History:** Logging While Drilling Field Engineer, Schlumberger Drilling and Measurements, Norway
Provincial Manager, Central Asia Development Group, Afghanistan
Quality Assurance Engineer, Dok-ing, Croatia
Operations Advisor, City of Zagreb Office of Emergency Management, Croatia
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
BSc, Electrical Engineering, United States Military Academy at West Point, USA
- ❑ **Nationality:** Croatian
- ❑ **Languages:** Croatian (native), English (fluent), German (intermediate)
- ❑ **Three Key Achievements:**
 - Executed 40 drilling logging operations with a combined revenue of US\$35-40 million as a Field Engineer for Schlumberger in the North Sea.
 - Managed drilling logging operation on a Statoil project that broke the world record for speed and efficiency in drilling a deepwater well.
 - Led five large irrigation rehabilitation projects with a combined value of US\$3.5 million as a Provincial Manager for Central Asia Development Group in Afghanistan.

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Aswin Raghavanpillai Ajith

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

- ❑ **Career History:** Deputy General Manager, LuLu Hypermarket, Al Wahda Mall, Abu Dhabi, UAE
Manager in charge, LuLu Supermarket, Y Tower, Abu Dhabi, UAE
Assistant Manager, LuLu Supermarket, Khalidiyah Mall, Abu Dhabi, UAE
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
BA (Hons) Business Economics, University of Greenwich, UK
- ❑ **Nationality:** Indian
- ❑ **Languages:** Malayalam (native), English (fluent), Hindi (intermediate)
- ❑ **Three Key Achievements:**
 - Liaised with central buying team and regional management to implement a new merchandise range and display patterns, and renovated a poorly performing outlet which generated sales of £757,000 and growth of +4%.
 - Led a team of 62 associates to liaise with central buyers in reducing slow moving merchandise and negotiated with local suppliers to get clearance funds, reducing loss of £1.5 million from telecoms, electronics and IT products within two months.
 - Introduced new ordering system, streamlined work processes, reduced expenses, and negotiated new terms with suppliers which allowed price reductions on fast moving consumer goods, resulting in sales of £103 million and growth of +1.52% vs. -0.62% the previous year.



Lee Rennick

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

- ❑ **Career History:** Director of Sponsorship and Development, Royal Agricultural Winter Fair, Toronto, Canada
Director of Corporate Development, Pathways to Education, Toronto, Canada
Senior Manager, Corporate Development, OCAD University, Toronto, Canada
President, RHA-RMS Inc., Toronto, Canada
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Fine Arts, Nova Scotia College of Art and Design, Canada
- ❑ **Nationality:** Canadian
- ❑ **Languages:** English (native)
- ❑ **Three Key Achievements:**
 - At the Royal Agricultural Winter Fair, led a sponsorship and fund development portfolio of CA\$1.75 million (raised annually) of a CA\$12 million budget and developed a strategy for a CA\$5 million+ comprehensive campaign, which involved managing a portfolio of 60+ donors and a team of five employees and interns.
 - As Director of Corporate Development, secured and managed a CA\$7 million corporate revenue portfolio of clients, including Royal Bank, EY and State Street Financial, and implemented a CA\$180 million comprehensive campaign supporting student bursaries, mentoring and internship programmes.
 - Founded and managed a market leading CA\$9 million full service fund development and marketing agency (RHA-RMS Inc.) that grew to over 70 clients and seven full-time staff.

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Sergio Santos

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

- ❑ **Career History:** Workover System Integrity Engineer, Aker Solutions, Oslo, Norway
Product Engineer, FMC Technologies, Kongsberg, Norway
Hydraulic Engineer, ProSistemas Consultores de Engenharia, Lisbon, Portugal
Programmer, Accenture, Lisbon, Portugal
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Master in Civil Engineering, Instituto Superior de Engenharia de Lisboa, Portugal
Bachelor of Civil Engineering, Instituto Superior de Engenharia de Lisboa, Portugal
- ❑ **Nationality:** Portuguese
- ❑ **Languages:** Portuguese (native), English (fluent), Spanish (intermediate)
- ❑ **Three Key Achievements:**
 - Defined and performed innovative technical analysis, providing improved understanding of equipment behaviour during operation, preventing possible failures, rework and achieving a saving in equipment maintenance.
 - Devised and created the hydraulic analysis process for the Workover department, and standardised models and documentation used across all projects, reducing engineering hours spent on projects and feasibility studies by 50%.
 - Reduced the estimation of hardware costs and man hours for projects tendered from one day to one hour by automating the costing workbook used by tender engineers.



Takashi Shimamoto

<https://jp.linkedin.com/in/takashishimamoto>

- ❑ **Career History:** Associate Disease Leader, Novartis Pharma K.K., Tokyo, Japan
Associate Product Manager, GlaxoSmithKline K.K., Tokyo, Japan
Sales Representative, GlaxoSmithKline K.K., Hyogo, Japan
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
BSc, Biology, Kobe University, Japan
- ❑ **Nationality:** Japanese
- ❑ **Languages:** Japanese (native), English (fluent)
- ❑ **Three Key Achievements:**
 - As an Associate Disease Leader at Novartis Pharma, created and executed the brand plan for Votrient by supporting 70 sales representatives and other stakeholders, resulting in 15% increase of second line treatment share in advanced soft tissue sarcoma market in Japan.
 - Designed and organised an online discussion platform, increasing market coverage by 30% and maintaining brand awareness in non-target medical departments while reducing sales representatives' workloads.
 - As an Associate Product Manager at GlaxoSmithKline, carried out digital activities and symposia at nine medical conventions, raising brand awareness in Japan by 20%.

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Anton Sinegubko

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

- ❑ **Career History:**
 - Project Leader, EraTelecom, Nizhny Novgorod, Russia
 - Project Manager, Econ, Nizhny Novgorod, Russia
 - Junior Specialist, Centr Prioritet, Nizhny Novgorod, Russia
- ❑ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - Master in Innovation Management, Higher School of Economics, Nizhny Novgorod, Russia
 - Bachelor of Strategic Management, Higher School of Economics, Nizhny Novgorod, Russia
- ❑ **Nationality:** Russian
- ❑ **Languages:** Russian (native), English (fluent)
- ❑ **Three Key Achievements:**
 - As a project leader, managed a six-member team in providing innovative telecom services to business centres, resulting in 18 contracts signed in the first five months with expected turnover of £60,000 per year.
 - Negotiated and led the implementation of one of the first Russian energy-performance contracts in Chkalovsk which resulted in the project's net profit of £25,000. Presented our project to Russian Minister of Communications at a special event for innovative start-ups.
 - Coordinated a team of five junior consultants in a theoretical project – 'Looking for a novel managerial paradigm' – which resulted in the publication of a book presented at the International Project Constellation of Quality (Sudak, Ukraine, 2013).



Sooraj Sitaram

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

- ❑ **Career History:**
 - Operational Excellence and Lean Manufacturing Consultant, Larsen & Toubro Technology Services, Chennai, India
 - Project Manager, Manufacturing Engineering Services, Larsen & Toubro Technology Services, India
 - Operations Manager, Sundaram-Clayton Limited, Chennai, India
 - Programme Manager, Sundaram-Clayton Limited, Chennai, India
- ❑ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - MSc, Manufacturing Systems Engineering, Warwick Manufacturing Group, University of Warwick, UK
 - MSc, Economics, Birla Institute of Technology and Science, Pilani, India
 - Bachelors of Engineering, Mechanical, Birla Institute of Technology and Science, Pilani, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Tamil (native), Kannada (native), English (fluent), Hindi (fluent)
- ❑ **Three Key Achievements:**
 - As Lean Manufacturing Lead Consultant in three manufacturing plants across North America, improved the manufacturing KPIs through Kaizen events resulting in >US\$600,000 annualised savings.
 - Led the Operational Excellence Programmes in France and the UK for two Fortune 500 Process Industries to improve their profitability, optimised CAPEX using cost reduction techniques across end-to-end supply chains, waste elimination and digital validation, which resulted in over €1 million savings.
 - Managed a team of 300 to improve operations in an Automotive Tier-1 Manufacturing Plant in India. Implemented Japanese techniques to improve productivity and quality, reduce manufacturing costs (US\$1.12 million per annum) and improve on-time delivery from 80% to >98%.

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Durga Sura

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

- ❑ **Career History:** I.T. Analyst at Tata Consultancy Services, India, Switzerland and Germany
Systems Engineer at Tata Consultancy Services, India and Switzerland
Assistant Systems Engineer at Tata consultancy Services, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Electronic and Communication Engineering, Anna University, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Telugu (native), English (fluent), French (basic), Hindi (fluent), Tamil (intermediate)
- ❑ **Three Key Achievements:**
 - Created documentation, initiated testing and identified test cases for the SEPA (Single Euro Payments Area) project for Bank of America Merrill Lynch, which resulted in a new mobile payment method for client accounts across the Eurozone.
 - Coordinated a team of four, interacted with clients and provided business solutions, which established a successful launch of a new Trading platform for Deutsche Börse AG.
 - Represented a team of five and chaired project level meetings with cross functional teams of 50, analysed requirements and designed solutions which led SIX SIS AG to provide a real-time, cost efficient clearing and settlement system. Awarded two TCS company awards for extraordinary contribution.



Kristóf Székely

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

- ❑ **Career History:** Natural Gas Lead Trader, MOL Group, Budapest, Hungary
Biofuel Trader, MOL Group, Budapest, Hungary
Business Development Specialist, MOL Group, Budapest, Hungary
Consultant, Capitol Consulting Group (Roland Berger spin off), Budapest, Hungary
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Master in Corporate Finance, Corvinus University of Budapest, Hungary
Bachelor in Business Administration and Management, Corvinus University of Budapest, Hungary
- ❑ **Nationality:** Hungarian
- ❑ **Languages:** Hungarian (native), English (fluent), German (intermediate)
- ❑ **Three Key Achievements:**
 - Founded and led a new regional asset-backed natural gas trading system with five colleagues, which became one of the most significant and reliable regional market players in two years.
 - Established a new biofuel trading desk at an integrated oil company which delivered a US\$2.5 million EBITDA in the first year of its operation.
 - As a consultant, supported the Hungarian Air Traffic Management company to develop a new organisation to train approximately 500 students each year for the international air traffic management market and subsequently generated an annual income of approximately €10 million.

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William Thompson

<https://www.linkedin.com/in/will-thompson>

- ❑ **Career History:** Business Operations Director, Advanced Lighting Direct, Hertfordshire, UK
Marketing and Bid Manager, Weblight Ltd, Hertfordshire, UK
Marketing Assistant, Weblight Ltd, Hertfordshire, UK
Audit Assistant, Baker Tilly, Birmingham, UK
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Foundation level APMP, Association of Proposal Management Professionals, UK
Study abroad year, Waikato University, New Zealand
BSc (Hons) Business Studies, Lancaster University Management School, UK
- ❑ **Nationality:** British
- ❑ **Languages:** English (native), French (basic), Italian (basic)
- ❑ **Three Key Achievements:**
 - Established a start-up company to exploit a gap in the market, leading to the distribution of circa 100,000 lamps to Sainsbury's stores and Greene King pubs nationwide.
 - Coordinated the senior team at Weblight and presented the tender response to Sainsbury's, which won a contract that contributed over 30% of company's revenue.
 - Constructed a series of proposal templates for use by the Weblight sales team, reducing their tender response time by around 80%.



Tyler Thorburn

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

- ❑ **Career History:** Land and Stakeholder Relations Manager, Trans-Northern Pipelines, Calgary, Canada
Senior Land and Stakeholder Relations Representative, Centrica Energy, Calgary, Canada
Area Land and Stakeholder Relations Representative, Canadian Natural Resources Limited, Calgary, Canada
Senior Land Negotiator, Progress Land Services, Edmonton, Canada
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Diploma, Land and Environmental Management, Olds College, Canada
Diploma, Business Management, Southern Alberta Institute of Technology, Canada
- ❑ **Nationality:** Canadian
- ❑ **Languages:** English (native)
- ❑ **Three Key Achievements:**
 - Negotiated Impact and Benefit Agreements with a prominent Alberta aboriginal community resulting in heavy oil production of 25,000 barrels of oil per day equalling \$1.4 million per day.
 - Led a team of 12 professionals including real estate lawyers, land analysts, A&D coordinators and property administrators responsible for the acquisition and merger of \$1 billion of oil and gas assets across Western Canada.
 - Strategically re-negotiated vendor and service provider contracts and rate sheets resulting in immediate 12-15% cost savings on land acquisition, regulatory permitting and environmental management services at a national energy pipeline company.

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Audrey Torma

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

- ❑ **Career History:** Associate Dentist, Klioze Family Dentistry, Burke, Virginia
Associate Dentist, Kool Smiles LLC, Eagle Pass, Texas
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Doctor of Dental Surgery, Ohio State University School of Dentistry, USA
BSc in Psychology, Ohio State University, USA
- ❑ **Nationality:** American
- ❑ **Languages:** English (native), Spanish (intermediate)

❑ **Three Key Achievements:**

- Introduced cutting-edge dental materials fabrication technology into a routine service which reduced lab fees by 75%, patient treatment times by 50% and increased patient satisfaction with overall aesthetics.
- In a high-volume corporate dental clinic, coordinated a team of ten to schedule patient appointments more efficiently, which reduced the number of missed appointments by 50% and improved previously negative patient feedback.
- Implemented up-to-date and ethical standards of care to grow Klioze Family Dentistry; a business dependent upon a reputation for excellent delivery of comprehensive dental services, in opposition to recent trends in the market, which ensured patient loyalty.



Himanshu Tyagi

<https://www.linkedin.com/in/himanshu-tyagi>

- ❑ **Career History:** Project Lead – Finance, Wipro Technology, Pune, India
Founder and Managing Director, Ontime Food Delivery Pvt. Lmt, Pune, India
Technical Consultant, Capgemini Global Financial Services, India and USA
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Technology, Metallurgy and Material Science, National Institute of Technology, Tiruchirappalli, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Hindi (native), English (fluent)

❑ **Three Key Achievements:**

- Managed the transition of work of 100 + technical associates from Capgemini to Wipro within four months (two months ahead of schedule) which increased the client's confidence and led to a three-year contract.
- Founded an online start-up, based on a unique concept of structuring an unorganised sector of the daily food business in India. Devised game-like internship for MBA students, which helped the business to expand to three major cities in India and resulted in a 220% increase in revenue.
- Implemented the Toyota way of learning in a project at Capgemini, which helped the team to overcome the shortage of experienced resources and improved the productivity of the team by 20%.

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Abhishek Upadhyay

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

- ❑ **Career History:**
 - Project Lead, Digital Office, Barclays, Pune, India
 - Technical Team Leader, Smarter Planet Initiative, IBM, Pune, India
 - Senior Subject Matter Expert, Advertising & Media, Amdocs, Pune, India
 - IT Consultant, Saronam.Net, Delhi, India
- ❑ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - Bachelor of Technology, Computer Science, UP Technical University, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Hindi (native), English (fluent)
- ❑ **Three Key Achievements:**
 - Led a high performance team of five to establish an online banking system for BarclayCard Germany, improved antiquated processes, governance, documentation, architecture, and media via digitisation and stakeholder engagement resulting in quicker customer onboarding and improved service.
 - Managed a team of 14 to enhance the digital capabilities of Barclays India Wealth via online portal, mobile apps, and analytics which enabled high income clients to manage their accounts online and provided better planning and control to bank managers.
 - As a technology consultant for Saronam.Net, changed the company strategy and offerings from hardware and networking to digital marketing which attracted new clients, reduced churn rate, and increased revenue by 400% within a year.



Nadim Vafin

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

- ❑ **Career History:**
 - Project Manager in Artificial Lift, Schlumberger, Kuwait
 - Project Manager in Artificial Lift, Schlumberger, Gurgaon, India
 - Field Quality Coach in Artificial Lift, Schlumberger, Kingdom of Saudi Arabia
 - Field Service Manager, Usinsk, Russian Federation
- ❑ **Education Highlights:**
 - MBA, Warwick Business School, UK
 - Petroleum Engineering Degree, Ufa State Petroleum Technological University, Ufa, Russia
- ❑ **Nationality:** Russian
- ❑ **Languages:** Russian (native), English (fluent)
- ❑ **Three Key Achievements:**
 - As Project Manager, coordinated a critical pilot project (revenue US\$1.5 million) within budget and on time, which improved the efficiency of the oil field due to simultaneous water injection and oil production from one well.
 - Managed a US\$12 million per year contract, prevented missing or delayed payments and avoided 60% of invoice deductions compared to previous year by establishing strong relationships with multicultural personnel in technical, financial and legal teams at customer's site.
 - As Field Quality Coach, reduced service quality incidents by 89%. Co-led a failure hypothesis test for major service quality incident involving complex engineering computations, with multidisciplinary experts from Singapore, the USA and the UK.

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Mohanish Vaidya

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

- ❑ **Career History:** Associate Consultant, Forensic Investigations, KPMG, India
Trainee, Forensic Investigations, KPMG, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Engineering, Electronics, University of Mumbai, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** English (native), Marathi (native), Hindi (native)
- ❑ **Three Key Achievements:**
 - Identified and documented instances of bribery and corruption in KPMG India's largest assignment to date for a global retail giant, which resulted in the dismissal of top level management and helped save the client potential penalties of over US\$100 million.
 - Assessed compliance of revenue sharing agreements between a Hollywood production house and an Indian film distributor. During the project, discovered new fraud modus operandi by film theatre owners which led to additional follow-on assignments in compliance testing from the client.
 - Devised audit processes to focus on fraud detection and prevention for a business process outsourcing client. The new processes were implemented in the following quarter by the auditors which helped the client comply with a new Indian law, requiring disclosure to the Government of instances of fraud detected by auditors.



Sneh Vardhan

www.linkedin.com/in/snehvardhan

- ❑ **Career History:** Buyer, Specialist II, Supply chain, Fluor Corporation, New Delhi, India
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
MSc Management & Finance, University of Sussex, UK
Bachelor in Business Administration, Amity Business School, Amity University, India
- ❑ **Nationality:** Indian
- ❑ **Languages:** Hindi (native), English (fluent)
- ❑ **Three Key Achievements:**
 - Negotiated with external suppliers to purchase mechanical equipment worth between US\$10-12 million, which saved the company US\$1 million.
 - Was selected from a group of fifteen procurement associates to visit the Fluor office in Calgary, Canada to lead a team of seven in project closeout activities. Completed the project in eight months, two months ahead of schedule, and was highly commended by the client and management of Fluor, Calgary for the efficiency of the project.
 - Collated the engineering specifications of complex equipment installed in oil refineries by coordinating with the mechanical and instrumentation departments. This ensured the schedule driven project commenced on time and allowed procurement and commissioning to start at site without any delays.

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Ryo Watanabe

<http://linkedin.com/in/ryo-watanabe>

- ❑ **Career History:** Economist, Bank of Japan, Tokyo, Japan
Chief Analyst and Project Manager, Bank of Japan, Tokyo, Japan
Junior Analyst and Policy Planner, Bank of Japan, Osaka, Japan
Assistant Policy Planner, Bank of Japan, Tokyo, Japan
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Bachelor of Law, The University of Tokyo, Japan
- ❑ **Nationality:** Japanese
- ❑ **Languages:** Japanese (native), English (fluent), Spanish (basic)
- ❑ **Three Key Achievements:**
 - Evaluated the economic impact of the Government's ¥28 trillion package of comprehensive economic measures, demonstrated that Japan will experience a period of strong economic growth from 2016 to 2018, which enabled the Bank of Japan Board Members to make an informed decision on monetary policy.
 - Led a long-term project for rebasing the Services Producer Price Index (SPPI), by comparing services prices to the corporate sector, increased the number of investigated items from 137 to 147, and provided key data analysis for the paper 'Rebasing the Services Producer Price Index to the Base Year 2010'.
 - Spearheaded a project to revise the Osaka branch's Business Contingency Plan (BCP) as a backup location for Head Offices for the first time in 15 years, in response to lessons learned from the 2011 East Japan earthquake, tsunami and nuclear crisis, which clarified and improved the BCP.



Max Weiland

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

- ❑ **Career History:** Chartering Manager & Physical Freight Trader, Torvald Klaveness, Shanghai, China
Senior Physical Freight & Ship Broker, Howe Robinson Partners, Shanghai, China
Physical Freight and Ship Broker, Howe Robinson Partners, London, UK
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Advanced certificate in Chinese language and literature, East China Normal University, Shanghai, China
- ❑ **Nationality:** British
- ❑ **Languages:** English (native), Mandarin (fluent), Spanish (fluent)
- ❑ **Three Key Achievements:**
 - Successfully transitioned from broker to trader, during highly challenging shipping market, managing a budget of US\$10 million and handling multimillion dollar trade and arbitrage decisions.
 - Led successful cross cultural merger negotiations in Mandarin to facilitate the merger of Howe Robinson and ICAP Shipbrokers and build consensus for final merger agreement with key stakeholders in Shanghai and London.
 - Generated new business, partly from clients previously unknown to the firm, worth US\$500,000 in brokerage fees in first year of trading, resulting in internal promotion to a more senior role in Shanghai.

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Carl David Young

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

- ❑ **Career History:** Senior Civil Engineer, Amec Foster Wheeler, Reading, UK
Civil Engineer, Amec Foster Wheeler, Reading, UK
Site Engineer, Kier Group, London, UK
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Chartered Civil Engineer (CEng MICE), Institution of Civil Engineers, UK
MEng (Hons) Civil Engineering, University of Warwick, UK
- ❑ **Nationality:** British
- ❑ **Languages:** English (native), German (basic)
- ❑ **Three Key Achievements:**
 - Managed £850,000 consulting budget with a team of 15 UK and Indian-based engineers and technicians on a series of complex oil refinery engineering and construction projects in the UK, delivering successfully within challenging timelines and cost parameters.
 - Developed and implemented project specific health and safety management tools to ensure compliance with UK Construction Design Management 2015 regulations, which were later adopted as best practice for roll out across the company, receiving strong senior management commendation.
 - Successfully managed US\$120 million oil refinery expansion project over a two-year period in Korea and Kuwait with responsibility for civil, structural and architectural engineering and extensive international stakeholder management.



Ahmad Faiz Zainuddin

<https://www.linkedin.com/in/ahmad-faiz-zainuddin>

- ❑ **Career History:** Managing Director, SEFT Corporation, Jakarta, Indonesia
Master Trainer & Coach, SEFT Corporation, Jakarta, Indonesia
Part-time Lecturer, BINUS Business School, Jakarta, Indonesia
Co-founder of Al-Madinah Foundation, Surabaya, Indonesia
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
MSc, Technopreneurship & Innovation, Nanyang Technological University, Singapore
BSc, Psychology, Airlangga University, Surabaya, Indonesia
- ❑ **Nationality:** Indonesian
- ❑ **Languages:** Indonesian (native), Javanese (native), English (fluent), Arabic (basic)
- ❑ **Three Key Achievements:**
 - Established a new joint venture company, which increased SEFT Corporation annual revenue by five times in under 18 months.
 - As the master trainer, designed, developed and, in conjunction with associate trainers, delivered over 350 training programmes with approximately 40,000 participants in the area of personal development and family enrichment.
 - As co-founder of Al-Madinah Foundation, designed the Foundation blue-print and led the fundraising campaign which resulted in a three-storey building that became a model of 'Kidz-preneur Center' (an orphanage that focuses on developing character and entrepreneurship).

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Huan Zeng

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- ❑ **Career History:** Senior Marketing Manager, Guandong Asia-Pacific E-Commerce Institute, Guangzhou, China
Banking Client Representative, IBM Great China Group, Beijing, China
Lecturer, New Oriental Education Technology Co. Ltd., Beijing, China (part-time)
- ❑ **Education Highlights:** MBA, Warwick Business School, UK
Master of Law, International Relations, Sun Yat-sen University, China
Bachelor of Science, Biological Science, Guangzhou University, China
- ❑ **Nationality:** Chinese
- ❑ **Languages:** Mandarin (native), Cantonese (fluent), English (intermediate), Japanese (basic)
- ❑ **Three Key Achievements:**
 - As a Senior Marketing Manager, helped the newly established Guangdong Asia-Pacific E-commerce Institute recruit a marketing team and develop a business plan, and cooperated with the Guangdong provincial government to hold e-commerce related forums which have become important platforms for high-tech enterprises and commercial banks to exchange opinions and ideas.
 - At IBM China, maintained client relationships and led all business opportunities in the Agricultural Development Bank of China (ADBC) which increased new pipeline opportunities by 150% and grew revenues by 160%.
 - Ranked in the top 10% of 40 experienced sales professionals competing in IBM's Global Sales School in Shanghai and Beijing.

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Photography by Samuel Kirby.

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Designed 10/16 [4001].