

The logo for Warwick Business School (wbs) is displayed in white lowercase letters on a blue square background.

WARWICK BUSINESS SCHOOL
THE UNIVERSITY OF WARWICK

Executive MBA Talent Book 2020

For the Change Makers



Our Executive MBA
has been ranked
second in the UK
and 10th in the
world by *Economist/
WhichMBA? 2018
Executive MBA
ranking*

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



Executive MBA, for the Game Changers

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

Our Executive MBA students

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

Our students are taught by some of the world’s leading academics alongside senior business people who join us as Professors of Practice and share their knowledge from years of board-level experience. Our real world knowledge is paired with our transformative research that seeks to lead debate, create impact, and build valuable links with international organisations. This research underpins our teaching, helping to develop inquisitive and entrepreneurial minds.

Creating future leaders

We are 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.

Our Executive MBAs are required to undertake one overseas module, providing them with international business exposure and perspectives and the study programme introduces cutting-edge theories that can be applied directly from the classroom into the workplace.



The wide choice of modules and topic assignments ensures a truly practical and bespoke learning experience for each individual.

Ash Ahmed
Executive MBA
(current participant)

Executive MBA connections

Whether you are an Executive MBA student at WBS, or an employer looking to recruit our top talent, there are a number of ways you can connect.

Global community

A valuable career asset open to you as an Executive MBA are the connections you will make during your studies, and the global community of WBS alumni that you will join on completion of your degree. The WBS global community is a network of over 45,000 graduates and students in over 140 countries.

Professional and geographical networks

You can join one of our professional networks which bring together students, graduates, and our faculty, to explore industry practice and the latest research in specific industry areas such as finance, technology and healthcare. You can also join a group closer to home which will get you involved with students and graduates at social and educational events, in person and online.

Award-winning mentoring programme

Our award-winning, Investors in People (IIP) accredited mentoring programme allows you to explore career options, workplace dilemmas and professional development challenges with someone who has already experienced similar situations. If you're successful in gaining a place on the programme you'll be mentored by a WBS alumnus for a period of two years, either during or beyond your studies. The programme costs £345 for two years.

Recruiting our Executive MBAs

If you are looking to recruit one of our talented and ambitious Executive MBA students into a permanent position in your organisation, contact our CareersPlus & Corporate Relations team:

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

Global connections
and professional
insights during
and beyond the
Warwick MBA





Saada Abou-Halloun Thurley

[linkedin.com/in/saada-aht](https://www.linkedin.com/in/saada-aht)

- **Career History:** Manager Marketing Communications, Global Product & Service, Emirates, Dubai Headquarters, UAE
Marketing Manager, Diageo, Czech Republic, Slovakia and Hungary
Brand Manager, Reckitt Benckiser, Ireland
Corporate Communications & Marketing, British American Tobacco, Australia & China
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Executive Leadership Development programme, Warwick Business School, UK
BA (Hons), Communication Studies, University of Technology Sydney, Australia
BA, Communications & PR, University of Western Sydney, Australia
- **Nationality:** Lebanese, Australian
- **Languages:** English (native), Arabic (native)
- **Achievements:**

Established a new team structure and approach to global product and service marketing communication at Emirates. Resulted in a more strategic communications approach and is generating a 50% increase in product content on owned and earned channels.

Project managed the business transition of the Diageo business in Czech Republic, Slovakia and Hungary from a local office to a distributor model. Led the distributor marketing teams in each of these markets to ensure continuation of business and achievement of revenue KPIs.

Won the British American Tobacco ‘International Albert Leavy Award for Best Initiative by an End Market’, for establishing rave party events in China and creating a new customer experience.



Emmanuel Achinivu

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

- **Career History:** Business Development Manager, Carclo Technical Plastics Ltd, London, UK
Key Account Executive, Carclo Technical Plastics Ltd, London, UK
Business Development Manager, Langley Alloys Ltd, Stoke on Trent, UK
Metallurgical Quality and Operations Engineer, Langley Alloys Ltd, Stoke on Trent, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MEng, Material Science and Engineering with Industrial Experience, University of Manchester, UK
- **Nationality:** Nigerian, British
- **Languages:** English (native), French (basic)
- **Achievements:**

Identified alternative opportunities for proprietary products, developed sales strategies and managed a team that generated over £1 million in revenue over 12 months.

Managed the restructuring of a facility in Portland, Oregon. Implemented new procedures and KPIs that improved on-time delivery performance by 35% whilst significantly reducing non-conforming product.

Successfully negotiated a mutually beneficial partnership with a tier one supplier to phosphoric acid production plants in the Florida area, enabling both businesses to achieve significant revenue growth in this market.



Ade Adeniyi

[linkedin.com/in/ade-adeniyi](https://www.linkedin.com/in/ade-adeniyi)

- **Career History:** Hospital Medical Director, Care UK, Bristol, UK
Consultant Urologist, Care UK, Bristol, UK
Member of Equality & Diversity Steering Committee, Care UK, UK
Urology Registrar, Guy’s and St Thomas’ & University College London Hospitals, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Fellow, Royal College of Surgeons of Edinburgh, UK
M.B.B.S, Medicine, University of Ibadan, Nigeria
- **Nationality:** British, Nigerian
- **Languages:** English (native), Yoruba (fluent)
- **Achievements:**

Empowered over 40 consultants to provide personalised specialist care to a high level of quality, benchmarked against national standards.

Facilitated and embedded healthcare process improvements, resulting in a significant increase in the numbers of patients seen per clinical session.

Supported teams through change including significant leadership changes, change in hospital ownership, team culture and the novel introduction of self-pay/insured patients into Care UK hospitals with diversification of income streams and reduction in business vulnerability.



Sachin Anand

[linkedin.com/in/sachin-anand-1b71aa10](https://www.linkedin.com/in/sachin-anand-1b71aa10)

- **Career History:** Vice President, Sales (Europe), Mobileum Inc, UK
Sales Director (Northern Europe), Mobileum Inc, UK
Technical Account Manager (Europe), Mobileum Inc, UK
Software Engineer, Bharti Telesoft, India
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Master’s degree, Computer Science, University of Delhi, India
Bachelor’s degree, Computer Science, University of Delhi, India
- **Nationality:** British
- **Languages:** English (native), Hindi (native)
- **Achievements:**

Established a multi-million pound business in Europe for Mobileum Inc. Signed up new customers, channels, and generated a multi-million pound recurring business model.

Co-founded a tech start-up ‘Orahi’ in the space of Internet of things (IoT).

Led a team of account managers that achieved 100% sales quota for three consecutive years. Improved the sales pipeline through campaigns and roadshows. Reduced the length of the sales cycle and increased the average value of sales. Over the years, built the channel partners to support recurring sales.



Gia Aradottir

[linkedin.com/in/gia-aradottir-7a84a499](https://www.linkedin.com/in/gia-aradottir-7a84a499)

- **Career History:** Principal Investigator, Rothamsted Research, Harpenden, UK
Consultant and Scientific Advisor, Inscentinel Ltd, Harpenden, UK
Consultant, BioNet International, Egham, UK
Research Scientist, Entomology, Natural History Museum, London, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
PhD, Biological Sciences, Imperial College London, UK
MSc, Biological Sciences, Royal Holloway, University of London, UK
BSc, Biology, University of Iceland, Iceland
- **Nationality:** Icelandic
- **Languages:** Icelandic (native), English (fluent), Spanish (intermediate), French (basic), Danish (basic)
- **Achievements:**

Have established and led on collaborative research projects with several international partners and organised workshops to bring them together to create multi-disciplinary projects.

Have been awarded research grants in excess of £360,000 as a principal investigator and contributed to larger collaborative grant successes worth more than £17 million.

Selected as a key spokesperson to communicate controversial research on GM crops, giving over 40 press briefings and interviews to national and international media for TV, radio, print and web. Have also contributed to TV programs such as the Royal Society Christmas Lectures and Insect Dissection.



Peter Bailey

[linkedin.com/in/peterwbailey1](https://www.linkedin.com/in/peterwbailey1)

- **Career History:** Senior Project Manager, MyDentist, UK
Head of Technology Transformation, Circle Health, UK
Operations Manager, Circle Health, UK
Co-ordinator and Lead, South Africa Challenge, UK
- **Education Highlights:** BSc, Management Sciences, Loughborough University, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Co-founded 10 start-up companies/projects via the South Africa Challenge programme, one of which has gone on to be recognised by the World Economic Forum.

Recognised for work in UK private healthcare data by the UN programme UNLEASH as a top global talent in healthcare. Invited to participate in a global forum in Denmark with 1,000 young talents from around the world.

As Head of Technology Transformation at Circle Health, rolled out numerous change programmes leading to significant cost and efficiency improvements.



André Araújo

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

- **Career History:** Operation Director, Private Motorways Division, Invepar, Brazil
Engineering and Operation Director, Lamsa, Brazil
Board Member, Viario and CRT, Brazil
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Infrastructure Engineering, Aeronautics Institute of Technology (ITA), Brazil
MBA, Business Management, IBMEC, Brazil
BSc, Civil Engineering, PUC-GO, Brazil
- **Nationality:** Brazilian
- **Languages:** Portuguese (native), English (fluent), Spanish (intermediate), French (basic)
- **Achievements:**

Merged the operational models from all Invepar companies (eight in total) by developing a new organisational structure, designing processes and KPIs to take advantage of best practice. The project achieved more than £8 million per year in savings.

Responsible for implementing the startup of the second longest private motorway in Brazil. Introduced innovations in fleet management, a new operational system and a strategic view of operations, achieving 20% in savings.

Developed a business plan and put it in place for a new Invepar company, PEX. The plan included financial analysis, business structure, process management and stakeholder management.



Ramachandran Balakrishnan

[linkedin.com/in/ramachandran-balakrishnan](https://www.linkedin.com/in/ramachandran-balakrishnan)

- **Career History:** Senior Consultant in Anesthesia and Section Head of Anesthesia for Ambulatory Care Center and Rumailah Hospital, Hamad Medical Corporation, Doha, Qatar
Consultant in Anesthesia, Queen Elizabeth Hospital NHS Foundation Trust, Kings Lynn, UK
Registrar in Anesthesia, Coventry Rotation, West Midlands Deanery, UK
Senior House Officer in Anesthesia, University Hospital Birmingham NHS Trust, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
M.D Anesthesia, University of Mumbai, India
Fellow of Royal College of Anesthetists (FRCA), UK
MBBS, Tamil Nadu MGR Medical University, India
- **Nationality:** British, Overseas Citizen of India
- **Languages:** Tamil (native), Hindi (native), English (fluent), Marathi (fluent), Urdu (intermediate)
- **Achievements:**

Led a team to establish the practice of parental presence at the start of anesthesia for their children. 1,600 parents have now accompanied their children while they go to sleep for their operation.

Co-led a team, establishing nurse run pre-anesthesia assessment clinics. Won the award for best healthcare project in the country during the 2018 Stars of Excellence awards.

Led a multi-disciplinary team to establish nurse led discharge of patients after surgery, from recovery including home discharge. The first initiative of this kind in Hamad Medical Corporation Hospitals.



Stephanie Barwick

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- **Career History:** Chief Executive Officer, Pulmonary Vascular Research Institute (PVRI), UK
Senior Enterprise Manager, University of Kent, UK
Sales & Marketing Manager, RJ Barwick Construction Ltd, UK
Manager, Kent Co-operative Development Agency, Technology Enterprise Kent, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Bachelor of Science, Business Studies with English & French language, University of Munich, Germany
- **Nationality:** German
- **Languages:** German (native), English (fluent), French (intermediate), Italian (intermediate)
- **Achievements:**

As CEO of the PVRI, increased turnover of the charity by 275% by growing global membership, scientific meetings and international reach.

As Senior Enterprise Manager at the University of Kent, invented and developed the Employability Points Scheme, which received national coverage for being featured by the government department BIS (Business Innovation & Skills) as a 'best practice university-industry collaboration.' The scheme was shortlisted in the Times Higher Education Awards 2012.

As Sales & Marketing Manager of RJ Barwick Construction Ltd, managed the client accounts of Marks & Spencer, Aldi Supermarkets, The National Trust, English Heritage and other well-known brands.



Faye Bowser

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

- **Career History:** Head of Distributed Energy Systems, Siemens, London, UK
BDM Government Affairs and Strategy, Siemens, London, UK
Senior Control Applications Engineer, Siemens, Lincoln, UK
Technical/Mechanical Apprentice, Siemens, Lincoln, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BEng (Hons), Open University, UK
Higher National Certificate, Electrical Engineering, Lincoln College, UK
Higher National Certificate, Mechanical Engineering, Lincoln College, UK
- **Nationality:** British, Australian
- **Languages:** English (native)
- **Achievements:**

Led the setup of Siemens UK Distributed Energy System as a Business Unit. Managed a team of people, secured orders, grew market share from 0% to 10% within 12 months, and developed a strategy for a profitable, sustainable business.

Identified and closed out sales for £28 million of business within Russia and Eastern Europe, leading a team of five customer support managers and developing a three-year Go-to-Market strategy and a Win-back strategy.

Engineered and designed the first applications of the Siemens PCS7 Control System into the Small Turbine Product Range, building in continuous improvement through the commissioning and installation process.



Charlotte Berrow

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- **Career History:** Finance Systems Workstream Lead, Poundland Ltd, West Midlands, UK
Financial Accounts Manager, Poundland Ltd, West Midlands, UK
Senior Internal Auditor, Claire's Stores Europe, Birmingham, UK
Assistant Audit Manager, Deloitte, Birmingham, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
ACA, Institute of Chartered Accountants in England and Wales, UK
BA, Modern and Medieval Languages, University of Cambridge, UK
- **Nationality:** British
- **Languages:** English (native), German (intermediate), French (intermediate)
- **Achievements:**

Established Poundland's reporting structures (post acquisition, restructuring and refinancing) meeting monthly, quarterly and annual requirements at a group, local and statutory level.

Led the completion accounts process for the acquisition of a substantial subsidiary, and the acquisition accounting and fair value process; co-ordinated the transition accounting for the conversion of 250 stores to the Poundland fascia over a six-month period and the subsequent integration of financial ledgers and reporting into Poundland head office.

Active involvement in the financial due diligence for Poundland's successful IPO, co-ordinating the conversion of three years of financial statements (including a private equity buy-out) for inclusion in the prospectus.



Kevin Brandler

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- **Career History:** Operations Manager, Sonoco, Chesterfield, UK
Quality Manager, Sonoco, Chesterfield, UK
Operations Material Supply Manager, Coty, Seaton Delaval, UK
Operations Department Manager, Procter & Gamble, Seaton Delaval, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Industrial Engineering, Polytech Angers, France
- **Nationality:** French
- **Languages:** French (native), English (fluent)
- **Achievements:**

Halved the number of customer complaints within six months in Sonoco. Introduced production standards and hired two process engineers to build the plant technical mastery, developing the workforce and educating the suppliers.

Managed a luxury fragrance material supply chain of US\$150 million annual spend across three European plants with 75 suppliers. Solved supply issues to eliminate US\$20 million worth of sales at risk.

Led two bespoke identical luxury perfume production lines, vertical start-up and validation. Managed a cross functional and multi-site team. Project delivered three months early, greater than 250% of volume committed to the business delivered during the first month of production. Set factory production records on both lines.



Paul Bridgeman

[linkedin.com/in/paulbridgeman1](https://www.linkedin.com/in/paulbridgeman1)

- **Career History:** Managing Director, Global Line Operations, RBC Investor & Treasury Services, London, UK
Managing Director, Collateral & Securities Operations, RBC Capital Markets, London, UK
Director, Securities Operations, RBC Capital Markets, London, UK
Associate Director, Equity Operations, RBC Capital Markets, London, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BTEC Advanced GNVQ in Business Studies, Morden College, UK
ISMA Foundation Certificate Program, International Securities Markets Association
Bond Settlements & Crest Settlements Certificate, Securities Institute
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Presented and implemented a strategy to combine Fixed Income & Equity Operations into one team and consolidate the technology platforms. This strategy removed legacy technology, resulting in reduced headcount by 27%, increased efficiency and reduced costs by 2% CAGR over this period.

Successfully outsourced the Common Depository & Paying Agency business to a third party, to reduce costs and remove technology risks in an aging platform that was no longer fit for purpose.

Managed an RFP process to consolidate RBC Capital Markets Equity Central Clearing arrangements to one provider and negotiated reduced costs to the trading businesses. Lower capital allocation, lower transaction costs and increased operational efficiency were also attained.



Loredana Calzon

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

- **Career History:** Senior Associate, Business Development and Programming, Milken Institute, London, UK
Event Coordinator (Contract), International
Director, Aerialize Fitness, London, UK
International Circus Performer (Contract), International
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BA, Circus Arts & Business, National Centre for Circus Arts, UK
- **Nationality:** French
- **Languages:** English (native), French (native), Spanish (fluent), Hebrew (intermediate)
- **Achievements:**

As a senior associate at the Milken Institute Europe, successfully managed over 40 thought leadership events attended by business, finance, government, academic and philanthropic leaders.

Created tactical programme areas to optimise thought leadership opportunities, relationship building, and advance specific business objectives for clients.

Involved in the creation and implementation of new business development and marketing strategies for the Milken Institute in Europe.



John Cancio

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

- **Career History:** Service Delivery Manager, Managed Services, ITRS Group Ltd, London
Global On-Site Manager, Managed Services, ITRS Group Ltd, London
Senior Managed Service Consultant, ITRS Group Asia Ltd, Singapore and Hong Kong
Application Developer, GT Solutions Ltd, Philippines
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Big Data Science Analyst, Global Science & Tech Forum, Singapore
Project Management Professional, Project Management Institute, USA
Bachelor of Science, Industrial Engineering, University of the Philippines, Philippines
- **Nationality:** Filipino
- **Languages:** English (native), Filipino (native), Russian (basic)
- **Achievements:**

Instrumental in the establishment of Managed Services in ITRS that contributed an additional annual recurring revenue in excess of US\$1.5 million to the business.

Provided leadership and service delivery management that organised a team of on-site managed service consultants in New York, Singapore, Hong Kong, and Mumbai to be effective and to foster collaboration with the off-site team in the Philippines.

Led the development, implementation, and maintenance of a major CRM project for a UK business in the pharmaceutical industry. Improved sales reporting and vendor management and boosted revenues to over 50% within a three year period.



Matthew Carr

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

- **Career History:** Commercial Deal Architect, Tata Communications UK Ltd, London, UK
Pricing Manager, Orange Business Services, Slough, UK
Commercial Bid Manager, Telia Carrier, London, UK
Bid Manager, Alcatel-Lucent, Slough, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Certifications: Prince 2 Practitioner, APMP, ITIL, IACCM CCM Practitioner
BSc, Biochemistry & Pharmacology, King's College London, UK
- **Nationality:** British
- **Languages:** English (native), French (intermediate), Italian (basic)
- **Achievements:**

Awarded the Growth Award by Tata Communications Ltd CSMO for shaping commercials for multiple high value multi-million dollar deals in the Facebook account, and for being critical in achieving 110% growth in FY 2019, the fastest gross revenue growth in the company.

Provided high touch strategic commercial support over complex eight month sales negotiations with an SI and the end customer, a global multinational. Secured a strategic new product win for a new UCC telecoms deployment worth over US\$20 million with numerous future upsell possibilities.

At OBS, led vital unit cost/margin analysis, identified fundamental flaws to senior management, and presented to C-level staff. Led to new costing rationale for deployment and operations and increased revenue for the UCC product division.



David Carter

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

- **Career History:** Commercial Business Lead, Eastern Academic Health Science Network, Cambridge, UK
Senior Programme Manager, Eastern Academic Health Science Network, Cambridge, UK
Genomics Programme Manager, AstraZeneca, Cambridge, UK
Engineering Officer, British Army, UK, Germany, Canada, Afghanistan
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Information Capability Management, Cranfield University, UK
BSc, Intelligence & Security, Staffordshire University, UK
BEng, Mechanical Engineering, University of Nottingham, UK
- **Nationality:** British
- **Languages:** English (native), French (basic), German (basic)
- **Achievements:**

Developed AstraZeneca’s Centre for Genomics Research from a concept to a fully operational early research capability, fully integrated into all parts of a multinational business.

Relocated an engineering workshop from Germany to the UK, whilst maintaining capabilities in both locations. This included more than 600 weapons, more than 200 vehicles and more than 50 personnel and families.

Deployed to Afghanistan as an engineering officer, ensuring all equipment at Camp Bastion was returned in the appropriate state. Amounting to over 2,000 mission critical pieces of equipment in arduous and hostile conditions.



Jean Francois Cateaux

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- **Career History:** Acting CEO and Chief Operations Officer, Swan Insurance, Zambia
Technical Manager, Rawsur Life & Non-Life, Democratic Republic of Congo
Actuarial Associate, Swan General Insurance, Mauritius
Actuarial Analyst, Novilis Pensions Ltd, Mauritius
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Associate, Institute and Faculty of Actuaries, UK
BSc MMORSE, Integrated Master’s in Mathematics, Operational Research, Statistics & Economics, University of Warwick, UK
- **Nationality:** Mauritian
- **Languages:** English (native), French (native)
- **Achievements:**

Overtured a company with a difficult financial situation to a profitable position within nine months by restructuring the key positions in the organisation, reviewing the underwriting guidelines and controlling claims approval.

Formed part of a team entrusted with the creation of a life and non-life company in a virgin market. The role consisted of writing policy documents, arranging reinsurance programs and determining the pricing for each line of business being commercialised.

Restructured the reinsurance model used by a life company and automated the manual processes using Excel programming. This resulted in savings of around 15% in premium payable to reinsurers following the year of implementation.



Clare Chidgzey

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

- **Career History:** Financial Controller, Woods Foodservice Ltd, London, UK
Head of Finance, Gordon Ingram Associates (GIA), London, UK
Financial Controller, United Kingdom Accreditation Service (UKAS), Staines-upon-Thames, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
ACCA, BPP, UK
BA, Accounting and Finance, Luton University, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Completed the ACCA qualification.

While working freelance, developed from scratch a modelling tool to forecast the staffing levels and costs to implement a new service platform across multiple sites. This was adopted and rolled out to all McDonald’s restaurants.

As Head of Finance for GIA, reduced borrowing from £2.4 million to £167,000 in 18 months, saving £67,000 in interest charges through strict cost controls and increased focus on billing and reduction of work in progress.



Iain Church

[linkedin.com/in/iain-church](https://www.linkedin.com/in/iain-church)

- **Career History:** Business Development Director, Moringa Miracles Ltd, Blantyre, Malawi and Oxfordshire, UK
Senior Planning Officer, British Army, Andover, UK
Directing Staff Army Division, Defence Academy, UK
Chief of Staff, British Army, Aldershot, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
PGDip, Strategic Leadership and Management, Stratford Business School, UK
Certificate in Terrorism Studies, University of St Andrews, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Established the largest smallholder programme in Malawi by building a 20,000 strong company programme and partnering with two NGO programmes of 45,000. The programme increased income by 61% and is lifting 325,000 Malawians out of extreme poverty.

Managed the day-to-day running of two out of five elements (identification and assessment) of the Royal Engineer’s £1.7 billion equipment programme, including direct responsibility for a £1.5 million experimentation budget; delivered required results on time and under-budget.

Made a significant contribution to the British Army’s strategic restructuring programme, Army 2020, by co-authoring and implementing the transformational change programme that restructured the Army’s 3,500 explosive ordnance disposal personnel.



Asha Combstock

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- **Career History:** Operational Excellence Manager, Warner Leisure Hotels Ltd, Hemel Hempstead, UK
Administration Manager, Warner Leisure Hotels Ltd, Hereford, UK
Director, Control Consulting Services Ltd, Hereford, UK
Practice Coordinator, Hereford Dental Clinic Ltd, Hereford, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
CIPD Level 5 Diploma, Human Resource Management, DPG, Online
ILM Level 5 Diploma, Management, UMD Professional, Online
Diploma, Animation, London College of Communication, UK
- **Nationality:** British
- **Languages:** English (native), French (intermediate), Gujarati (basic)
- **Achievements:**

In advance of a new hotel opening, co-ordinated the design and content creation for the Warner Brand Standards Manual in an accelerated timeframe, resulting in the first comprehensive, all-encompassing operating standards guidance for the brand.

As the lead subject matter expert for Warner in the implementation of a new recruitment, onboarding and learning management system, facilitated the training of over 150 leaders and managers throughout the business in a six-week period.

As one of two Directors, established and expanded the family run business, Control Consulting Services Ltd, growing from a garage start-up to a £750,000 turnover business.



Steve Dallard MBE

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- **Career History:** Internal Management Consultant, Army Advance Development Programme, Army Headquarters, Andover, UK
SO2 Land, J3 Middle East Operations Team, Permanent Joint Headquarters, Northwood, UK
Chief of Staff (Chief Operating Officer), 4th Battalion the Royal Regiment of Scotland, UK/Iraq
SO2 Operations/Plans, Headquarters Force Development and Capability, Army Headquarters, Andover, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BTEC Level 7 Diploma, Strategic Management and Leadership, Stratford Business School, UK
PGDip, Battlespace Technology, Cranfield University, UK
MA, Medieval History, University of Saint Andrews, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Member of a small consultancy team looking at the Army’s discharge process of recruits in Basic Training. Delivered a 58% process efficiency and £17.8 million projected savings over 10 years.

Co-ordinated and delivered a 600 strong Battalion move from Germany to the UK, its conversion to Mechanised Infantry and training validation. Lead planner for Battalion deployment to Iraq.

As Company Commander leading 300 soldiers, planned the transition of a Coalition Patrol Base to the Afghan Police, redeployment of personnel and over 120 ISO’s worth of material back to Camp Bastion.



Sangita Dave

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- **Career History:** Global Client Finance Manager, JLL, UK
Senior Finance Manager, Carillion Plc, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
FCCA, Association of Chartered Certified Accountants, UK
BEng, Chemical Engineering with Biotechnology, University of Sheffield, UK
- **Nationality:** British
- **Languages:** Gujarati (native), English (fluent)
- **Achievements:**

Successfully achieved 18% margin improvement by leading commercial awareness of contractual obligations within operations and management teams.

Identified £1.5 million of margin improvement opportunities through streamlining processes, cost reduction and balance sheet reviews.

Delivered £1 million of savings on integration of a £60 million business by identifying synergies in headcount and procurement of both core and IT services, whilst closely tracking and managing risks on integration.



Belen Diaz

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

- **Career History:** Head Global Marketing, BUCHI, Switzerland
European Field Marketing Specialist, Dionex – later Thermo Fisher Scientific, Switzerland
Sales and Marketing Manager, LPFL, Switzerland
Postdoctoral Researcher, BASF, Germany, and ETH, Switzerland
- **Education Highlights:** Executive MBA, Warwick Business School, UK
PhD, Chemistry, University of St Andrews, Scotland
Erasmus Year, Chemistry, University of Neuchatel, Switzerland
Degree in Chemistry, University of Jaen, Spain
- **Nationality:** Spanish
- **Languages:** Spanish (native), English (fluent), German (intermediate), French (basic)
- **Achievements:**

Developed strong leadership skills and set up a global marketing team with the right skill mix to change the traditional company approach into the digital world within a year.

Created and implemented the marketing strategy within BUCHI for several years resulting in a radical increase of acquisition and engagement of prospects and customers with company growth of 10%.

Led the CRM implementation that enabled BUCHI to improve its market analysis and hence develop a more customer-focused approach.



Amir Edalatian

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

- **Career History:** Co-Founder, Samad Aerospace Limited, Milton Keynes, UK
Managing Director, Artak Limited, London, UK
Managing Director, Trust Commodities Ltd, London, UK
Founder, MIT FZE, Dubai, UAE
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BSc, Business and Management, Birkbeck College, UK
- **Nationality:** British, Iranian
- **Languages:** Persian (native), English (fluent)
- **Achievements:**

As co-founder and advisor to Samad Aerospace, developed business strategies that led to the start-up company attracting a number of foreign investors, reaching a value of over £50 million in two years.

As a founder of MIT FZE, in less than 10 years turned the company into one of the largest steel traders in the Middle East, with annual turnover of over US\$300 million and market presence in four countries.

As a founder of Edalatian Charity Organization, built a school as well as a medical centre in the province of Khorasan, Iran. Also provided non-profitable microcredit to disadvantaged families.



Edward Finch

[linkedin.com/in/Ed-Finch](https://www.linkedin.com/in/Ed-Finch)

- **Career History:** Sales Director, Key Accounts, Bradfords Group, UK
Area Director, Bradfords Group, UK
Area General Manager, Bradfords Group, UK
Area Sales Manager, Bradfords Group, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
PGDip, Multi-Site Leadership & Strategy, Birmingham City University, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Awarded Student of the Year for contribution to the Multi-Site Leadership & Strategy PG Diploma and invited onto the Guild of Builders Merchants.

Promoted to Sales Director. Implemented or established cultural changes, embracing the new world and setting a good example to anyone wanting to progress through the business. Contributed to a 100% increase in business turnover from £75 million to £150 million.

Rebuilt and created the best management team in the business. The area has, year on year, increased sales and net profit by 20% through consistency in operational excellence as well as outstanding customer service and cost control.



Sally Ehlen

[linkedin.com/in/sally-ehlen](https://www.linkedin.com/in/sally-ehlen)

- **Career History:** Army Advanced Development Programme, Army Headquarters, Andover, UK
Management Accountant, Headquarters Force Troops Command, Upavon, UK
Learning and Development Manager, Army Headquarters, Andover, UK
HR Business Partner, Headquarters Force Troops Command, Upavon, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
ACMA, Chartered Institute of Management Accountants, UK
BA (Hons), Finance, University of Manchester, UK
- **Nationality:** British
- **Languages:** English (native), French (basic), German (basic)
- **Achievements:**

As the sole management accountant within an Army division, successfully delivered a £128 million activity programme within budget, across 110 organisations operating worldwide.

Mentored the senior leadership of an Afghan National Army Battalion to develop HR capabilities, rectifying a five-month salary backlog and significantly improving morale in an austere combat environment.

Led the redesign of an online training package for civilian HR administrators and developed associated training assurance mechanisms, resulting in a tenfold increase in completion and an associated enhanced HR capability within Army Reserve establishments.



Marceliano Fumero

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

- **Career History:** Technical Account Manager, Siemens PLM, Birmingham, UK
Pre-sales Consultant, Siemens PLM, Birmingham, UK
Applications Engineer, Romax Technology, Nottingham, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Manufacturing Engineering and Management, University of Nottingham, UK
Mechanical Engineering Diploma, Universidad Simón Bolívar, Venezuela
- **Nationality:** Venezuelan, Spanish
- **Languages:** Spanish (native), English (fluent)
- **Achievements:**

Presented solutions and demonstrated their value to Siemens customers leading to growth in sales at various key UK accounts of up to 50%.

Managed support plans for the effective implementation of our solutions across remote multinational teams for the European sites of key global accounts, with up to four nationalities in each team.

Competed with peers from around the globe in the pre-sales contest held at the global sales conference of Siemens PLM, achieving first place. Presentations were judged by the top management team and an audience of more than 900 colleagues from marketing and sales.



Javier Garcia-Alzorriz

linkedin.com/in/javiergarciaalzorriz

- **Career History:** Managing Director, Jo Berryman Studio, London, UK
Project Manager & Designer, Jo Berryman Studio, London, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
DipHE Level 5 Interior Design, KLC School of Design, University of Brighton, UK
Master in Graphic Design, CEINTEC, Spain
BA, Interior Design, ESDIR, Spain
- **Nationality:** British, Spanish
- **Languages:** Spanish (native), English (fluent), Italian (intermediate), Basque (intermediate)
- **Achievements:**

As the Managing Director of an international design company since 2017, redesigned the organisation to establish a more agile and cost-effective structure, achieving 150% profit increase year on year.

Successfully innovated and diversified the services portfolio at Jo Berryman Studio, reaching more than 50% revenue increase through new businesses within two years.

Lecturer at KLC School of Design and Advisory Board member for the last seven years after receiving the ‘Debutant Designer Award’ and ‘Creativity Award’ in 2011 by the British Institute of Interior Design. Advise on the syllabus structure in collaboration with other industry members.



James Glenn

linkedin.com/in/jamesrichardglenn

- **Career History:** Senior Site Agent, Costain, Coventry, UK
Design Engineer, Arup, Solihull, UK
Block Delivery Manager, Costain, Coventry, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Chartered Civil Engineer (CEng MICE), Institution of Civil Engineers, UK
MEng (Hons), Civil Engineering, University of Sheffield, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Led a team of 35 direct delivery operatives and 10 construction management personnel as Senior Site Agent. Implemented bi-weekly production control meetings to ensure tight programme monitoring, achieving 95% completion of planned critical path activities.

Developed a successful delivery strategy for 36 projects across FY14/15 as Block Delivery Manager. Introduced lean practices to reduce programme timescales and ensure handover on time. Achieved a 10% reduction in outturn cost across the programme of works.

Co-led the design and construction of a 15 metre long paper suspension bridge in Coventry Cathedral for the Festival of Imagineers, engaging over 1,000 school pupils.



Peter Gordon-Finlayson

linkedin.com/in/peter-gordon-finlayson-84961264

- **Career History:** Head of Threat Monitoring, Sibylline Ltd, London, UK
Director of Operations, Sibylline Ltd, London, UK
Operations Manager, Sibylline Ltd, London, UK
Captain, 1st The Queen’s Dragoon Guards, British Army, Various
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Regular Commission (Level 5 in Leadership and Management), Royal Military Academy Sandhurst, UK
BA (Hons), French and Spanish, Newcastle University, UK
- **Nationality:** British
- **Languages:** English (native), French (fluent), Spanish (fluent)
- **Achievements:**

Delivered a transformation plan for a major contract valued at £1.5 million to analyse the business, increase operational capacity to meet demand, improve governance, workflow and accountability at all levels. The firm tripled its team size, geographic spread, and revenue from £1 million to £3 million over an 18 month period.

Post-merger, integrated an acquired quantitative threat model into existing qualitative analysis to form a new product line. Managed change, redesigned workflows, hired and upskilled the team. The line became the firm’s multi-million pound flagship service.

Managed all aspects of counter-insurgency in a 200km² area of Helmand Province for six months. Reduced the number of IEDs (roadside bombs) on a main road from three per week to zero within a three month period by conducting a comprehensive influence and security campaign.



Simon Gore

linkedin.com/in/SimonGoreMBA

- **Career History:** Manufacturing Engineering Manager, Hofer Powertrain Products Ltd, UK
Manufacturing Engineering Manager, DANA Axles, UK
Technical Planning Manager, BMW Hams Hall, UK
Maintenance Shift Manager, BMW Hams Hall, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BSc (Hons), Engineering, Coventry University, UK
- **Nationality:** British
- **Languages:** English (native), German (basic)
- **Achievements:**

Established a new 4,366 m² manufacturing site and product, from product design into start of production, for a premium brand in the automotive industry over 18 months.

Designed and implemented a new organisation of 43 employees in eight months, from scratch, into a highly skilled workforce covering IT, process engineering, maintenance, control engineering, and production.

Improved technical availability from 68% to 89% by applying lean manufacturing techniques which resulted in a spares cost saving of 90% (£4,200 down to £148), equating to an annual saving of £97,248 against a single assembly process.



Nick Heath

- Career History:

Principal, Cadastre Ltd, Berkhamsted, UK
Director, The Property Department, Tring, UK
Commercial Manager, Milton Keynes Parks Trust, UK
Director, Shopping Centre Leasing, Prudential Portfolio Managers, London, UK
- Education Highlights:

Executive MBA, Warwick Business School, UK
Member of the Royal Institution of Chartered Surveyors (MRICS)
MPhil, Land Management, University of Reading, UK
BSc (Hons), Geography, University of Exeter, UK
- Nationality:

British
- Languages:

English (native)
- Achievements:

As Leasing Director, managed a team of surveyors responsible for a large commercial portfolio. Property projects included leasing of Manchester Arndale Centre, UK, and all initial lettings at The Mall at Cribbs Causeway, Bristol, UK.

Founder/Director of Haresfoot Brewery, Berkhamsted, UK, a 15 barrel capacity brewery which has supplied over 200 pubs and restaurants within a 30 mile radius.

For eight years (including five as Chair) a school governor at Castle Federation, Berkhamsted, UK. Led education changes, including the formation of a federation of schools.



Noman Hussain

[linkedin.com/in/noman-hussain-a1aa9472](https://www.linkedin.com/in/noman-hussain-a1aa9472)

- Career History:

Software Manager, Pickering Interfaces Ltd, UK
Software Engineer, Pickering Interfaces Ltd, UK
Systems Engineer, National Air Traffic Services, UK
- Education Highlights:

Executive MBA, Warwick Business School, UK
MSc, Software Engineering, University of Oxford, UK
BEng (Hons), Electronics and Communications, University of Glamorgan (Now known as University of South Wales)
- Nationality:

British, Pakistani
- Languages:

English (native), Urdu (native), Hindi (fluent), Punjabi (intermediate)
- Achievements:

As a software manager, developed and managed a team that successfully delivered projects responsible for year on year growth of the business by 130% over the past five years.

Worked alongside a key semiconductor customer in developing a software solution for them, reducing the test times by more than 50% and securing an order for over US\$2 million.

Worked as part of a team to successfully develop and deliver a solution for the Large Hadron Collider in CERN to ensure their tests are more effective and efficient.



George Ingledew

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

- Career History:

Senior Co-publishing BD, Global Competition Review, Global Arbitration Review, Global Investigations Review, Global Restructuring Review, Latin Lawyer, Law Business Research Ltd, UK
BD Manager New Titles, Getting the Deal Through series, Law Business Research Ltd, UK
BD Manager, Getting the Deal Through series, Law Business Research Ltd, UK
Marketing Manager, Who's Who Legal, Law Business Research Ltd, UK
- Education Highlights:

Executive MBA, Warwick Business School, UK
CIM Professional Diploma in Marketing, London Metropolitan University, UK
BSc, Sociology, University of Manchester, UK
- Nationality:

British
- Languages:

English (native)
- Achievements:

Managed new product development and introduced over 40 new online and print legal publications, including a new series of how-to guides, which grossed more than £250,000 in their first year.

Led an international team of eight that grew publication revenue from £700,000 to £2 million in three years, by identifying new trends and 'gaps in the literature' in various industry and legal practice areas.

Managed accounts with 'Magic Circle', 'Big Law' law firms, and 'Big Four' Accountancy firms, invoicing £500,000 to £750,000 per year in publishing deals.



Steven Jansen

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

- Career History:

IT Strategy Manager Upstream, Integrated Gas and New Energies, Royal Dutch Shell, The Hague, The Netherlands
Global Information Management Delivery Manager, Royal Dutch Shell, The Hague, The Netherlands
Capital Projects Information Management and IT Manager, Royal Dutch Shell, The Hague, The Netherlands, and Bangalore, India
- Education Highlights:

Executive MBA, Warwick Business School, UK
Master of Science, Industrial Engineering & Management specialisations in International Management and Information Management, University of Twente, The Netherlands
- Nationality:

Dutch
- Languages:

Dutch (native), English (fluent), German (fluent), French (intermediate)
- Achievements:

Co-designed the enterprise IT operating model to ensure Shell has IT capabilities to benefit from digital technologies. Currently driving the organisational restructuring of approximately 6,000 IT professionals.

Established a programme to improve quality and efficiency of Shell's engineering information practices by leveraging technology and automation, resulting in cost savings of several million dollars and improving accessibility and reliability of engineering information.

Launched a line of socks as part of an intercompany team to support Alzheimer's research. Alzheimer socks now provide a steady income of around €500,000 a year for the Alzheimer's research centre in the Netherlands.



Besim Jawad

linkedin.com/in/besimjawad

- Career History:** Chief Operations Officer, Interamerican Group, Athens, Greece
Directeur Pensioenen (COO Pensions), Achmea Pensioen & Leven, Apeldoorn, The Netherlands
Senior Manager Head of SSC Debit & Credit Management, Achmea Group, Apeldoorn, The Netherlands
CEO, Eureko Societate de Administrare a Fondurilor de Pensii Private, Bucharest, Romania
- Education Highlights:** Executive MBA, Warwick Business School, UK
Oxford Blockchain Strategy Programme, Saïd Business School, UK
Achmea Business Course, University of Nyenrode & Achmea Academy, The Netherlands
MA, Political Science, University of Leiden, The Netherlands
- Nationality:** Dutch, American
- Languages:** English (native), Dutch (native), German (intermediate), French (basic), Romanian (basic)
- Achievements:**

Entered the private pension market in Romania from a weak base but succeeded in setting up a company that obtained a substantial market share (6.35% of participants) and ended up as number five in the market in participants and number six in assets.

Introduced lean management, reorganised and shut down three (of five) locations, decreased run costs of Credit Management SSC by €6.7 million (21%) and Debt Management SSC by €600,000 (22%), while reducing outstanding credits (receivables) by €80 million (12.9%).

Migrated 300,000 pension policies to new administrative systems, re-launched lean and digitalised processes, resulting in a reduction of expenses by €12.1 million (38%) and headcount by 161 FTE (43%).



Stuart Jones

linkedin.com/in/stuart-jones-mba

- Career History:** Army Advanced Development Programme (Lieutenant Colonel), British Army, Andover, UK
Senior Planning Officer, Brigade Headquarters, Brecon, UK
Chief Instructor, Royal Military Academy Sandhurst, Sandhurst, UK
Officer Commanding, Fuel and General Transport Squadron, Royal Logistic Corps, British Army, Chippenham, UK
- Education Highlights:** Executive MBA, Warwick Business School, UK
PGDip, Business Administration, Open University, UK
MSc Econ, Strategic Studies, Aberystwyth University, UK
BSc Econ (Hons), International Politics, Aberystwyth University, UK
- Nationality:** British
- Languages:** English (native)
- Achievements:**

Redesigned the process for discharging injured recruits from the Army which had incurred costs of millions of pounds to the taxpayer and caused significant delays. Resulted in predicted saving of £18 million over 10 years.

Formed a new Squadron to create a new capability within the Army. Built the organisation of more than 200 personnel and more than 70 heavy goods vehicles from a standing start, generated a strategic vision, and executed the operational plan. All targets were met ahead of schedule.

Hand selected by the second in command of the Army to attend the Royal Military Academy as a senior instructor responsible for the development and training of 300 Officer Cadets. Developed a new training package and recruiting policy, resulting in the target of a 40% increase in trained recruits being met.



Christos Kalamaras

linkedin.com/in/chris-kalamaras-81a41a29

- Career History:** Solution Leader SME, Everis, London, UK
Senior Commercial Consultant, ShipNet Volaris Group, London, UK
Customer Engagement Manager, ShipNet, London, UK
Software Implementation Consultant, Veson Nautical, London, UK
- Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, International Shipping, Plymouth Business School, UK
MSc, Production Engineering and Management/Mechanical Engineering, Technical University of Crete, Greece
- Nationality:** Greek
- Languages:** Greek (native), English (fluent)
- Achievements:**

Successfully led software implementation and change management projects with various ship owning and commodity trading companies, for more than 100 vessels and more than 120 projects.

Undertaking a threefold role with commercial, consulting and R&D responsibilities for the Volaris Group. Leading and executing software implementation, being responsible for the business development in Greece, Cyprus and USA, and delivering new modules for freight risk management.

Joined the Marine Special Forces of the Hellenic Army and successfully completed the training.



Yeshwant Karanam Rao

linkedin.com/in/yeshwant-karanam

- Career History:** Executive Assistant to Managing Director, Sembcorp Energy India Ltd, Gurgaon, India
Project Execution Lead, Sembcorp Energy India Ltd, Hyderabad, India
Project Execution Lead, Reliance Power Ltd, Nagpur, India
Graduate Engineer Trainee, Bateman Engineering Pvt Ltd, Bangalore, India
- Education Highlights:** Executive MBA, Warwick Business School, UK
Bachelor of Engineering, Mechanical, Visveshwaraiah Technological University, India
- Nationality:** Indian
- Languages:** Hindi (native), English (fluent), Indonesian (intermediate)
- Achievements:**

As an executive assistant to MD for Sembcorp Business in India, improved bottom-line performance of the company by 10% by effectively driving a company-wide bottom-up profit improvement program.

Structured the process and governance framework for effective procurement of services and spares involving US\$72 million.

As a project execution lead, with a clear focus on safety, quality and cost, delivered a project worth US\$150 million for Sembcorp Energy India Ltd and a project worth US\$30 million for Reliance Power Ltd.



Matt Kirk

[linkedin.com/in/MattKirk1](https://www.linkedin.com/in/MattKirk1)

- **Career History:** Head of Optimisation, Anglian Water Services Ltd, Peterborough, UK
Head of Asset Planning, Anglian Water Services Ltd, Peterborough, UK
Head of Innovation Shop Window, Anglian Water Services Ltd, Peterborough, UK
Projects Delivery Manager, @One Alliance, Peterborough, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
IAM Certification, Institute of Asset Management, UK
Chartered Environmentalist, Institute of Water, UK
BSc, Business Studies, Lancaster University, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Lead a team of 49 across a variety of technical and engineering disciplines accountable for leading, managing and delivering the process of asset planning across Anglian Water’s entire £50 billion asset base.

Delivered a £120 million capital investment saving through the prioritisation and optimisation of Anglian Water’s capital programme and the effective development of investment solutions.

Lead a team who won the International Water Association’s (IWA) ‘Process Improvement and Operational Solutions’ award. This was the first time a UK water company had ever won an award at this global event and was in recognition for leading the industry in innovation.



Amarjit Kooner

[linkedin.com/in/amo-kooner](https://www.linkedin.com/in/amo-kooner)

- **Career History:** Regional IT Manager, Lear Corporation, Coventry, UK
IT Manager, Lear Corporation, Redditch, UK
IT Manager, Johnson Controls, Redditch, UK
Senior IT Consultant, Johnson Controls, Redditch, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BSc, Information Technology, Sheffield Hallam University, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Designed and implemented a number of complex manufacturing and enterprise resource planning systems to ensure 100% of contracts fulfilled.

Launched multinational brownfield and greenfield manufacturing sites including the hostile takeover and integration of two competitor sites.

Successfully managed a pilot to run virtualised servers in a JIT manufacturing site which was adopted as the corporation’s global manufacturing standard, significantly decreasing the IT hardware footprint.



Natalia Koshel

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

- **Career History:** Consultant, Financial Stability Department, The Bank of Russia, Russia
Chief Economist, Banking Supervision and Regulation Department, The Bank of Russia, Russia
Chief Credit Inspector, Bank URALSIB, Russia
Lecturer, Rostov State University of Economics, Russia
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Post Doctorate Degree, Doctor of Economic Sciences, Rostov State University of Economics, Russia
PhD, Economic Sciences, Rostov State University of Economics, Russia
Bachelor’s Degree, Finance and Credit (Banking), Rostov State University of Economics, Russia
- **Nationality:** Russian
- **Languages:** Russian (native), English (fluent)
- **Achievements:**

Developed the Banking Supervision Principles for Effective Supervisory Colleges on the Colleges Working Group of Basel Committee on Banking Supervision (BIS). These principles are guidance for central and commercial banks.

Assessed the financial performance of an international banking group and its subsidiaries. Enhanced information-sharing amongst the Bank of Russia and other supervisory authorities (Bank of England, Bank of Hungary, Bank of China) in the area of banking supervision.

Appointed to an advisory role on The Expert Council for Settlement in National Currencies. The work of the Council increases the share of international settlements in Russian rubles.



Michal Krawczynski

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

- **Career History:** Vice President R&D, EYOTO, Birmingham, UK
Head of R&D, EYOTO, Birmingham, UK
Research Associate, Centre for Renewable Energy Systems Technology, Loughborough, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
PhD, Photovoltaics, Loughborough University, UK
MSc Eng, Biomedical Engineering, Wroclaw University of Technology, Poland
MSc Eng, Optoelectronics and Microelectronics, Wroclaw University of Technology, Poland
- **Nationality:** Polish, British
- **Languages:** Polish (native), English (fluent)
- **Achievements:**

As co-founder, built the technological foundation that allowed EYOTO to secure over £6.5 million in venture capital investment to finance further growth of the business.

As Head of R&D, directed the EYOTO team of scientists, electronic, mechanical, optical, and design engineers towards the successful development of several novel medical devices for the ophthalmic industry. Created devices that were marketed in both the USA and the UK.

Directed the process of creation and management of the intellectual property in EYOTO. Author/co-author of several patent applications and publications. High level of inventiveness allowed the company to build its strategic advantage through creating products that had not been on the market before.



Tina Tin Lok Kwok

linkedin.com/in/tinatlkwok

- **Career History:** IT Business Engagement Consultant, Elis, UK
Supply Chain Planning Manager, Berendsen, UK
New Product Introduction Planning Lead, Eaton Aerospace, UK
Production Planner, Qioptiq, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Advance Manufacturing Engineering and Management, Loughborough University, UK
BEng, Aerospace Engineering, University of Liverpool, UK
- **Nationality:** Hong Kong, Irish
- **Languages:** English (native), Cantonese (fluent)
- **Achievements:**

Headed projects to develop a new framework and implemented new business processes across the supply chain. Resulted in scalability capability of the business and increased on-time delivery, sustaining above 95% on average with a decrease in inventory by 25%.

Using Six Sigma techniques, successfully completed pilot forecasting project and increased forecast accuracy to 98%. As a result of the success, sales and operations planning was rolled out to a further 20 sites across the UK.

Collaborated and managed stakeholders to deliver an EDI invoicing platform to customers including the NHS. This ensured a secure and reliable method to deliver invoices to customers.



Simon Lee

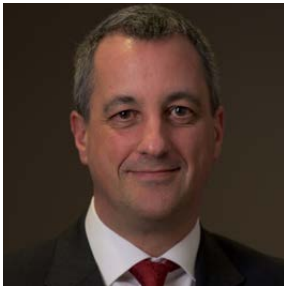
linkedin.com/in/simon-lee0404

- **Career History:** Operations Director, Bulten Ltd, Scunthorpe, UK
Operations Director, BBB Services Ltd, Scunthorpe, UK
Operations Manager, Bulten GmbH, Bergkamen, Germany
Operations Manager, Bulten Ltd, Scunthorpe, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BSc, MORSE, University of Warwick, UK
- **Nationality:** British
- **Languages:** English (native), German (intermediate)
- **Achievements:**

Led the bid and implementation teams that secured and flawlessly launched Bulten's first FSP contract with JLR, developing the account from €0 in 2013 to €68 million in 2018.

Managed the simultaneous launch of a €25 million turnover customer and site move of the entire company, resulting in zero impact on all current customers and flawless launch of the new contract.

Successfully launched Bulten's first OEM full service supplier in Germany whilst developing a completely new team to deliver a flawless launch and ongoing contractual performance of 100%. Successful launch resulted in moving to Germany to manage the operation for four years.



Darren Legh

linkedin.com/in/darrenlegh

- **Career History:** Engineering Director, JLR & Ford EU, Lear Corporation UK Ltd, Coventry, UK
Director of Global Lean Engineering, Lear Corporation UK Ltd, Coventry, UK
Chief Engineer, Johnson Controls (JCI), Meriden, UK
Managing Director, Oaken Project Engineering, Wolverhampton, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BEng, Mechanical Engineering, Wolverhampton Polytechnic, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Built a management structure and multi-functional team of more than 100 engineers to design, develop and manufacture seating systems for JLR and Ford. Annual budget of more than £25 million. Launched seating systems for Range Rover and now completing seats for the Defender for launch in Slovakia.

Defined a strategy for and deployed lean engineering in all Lear technical centres globally. Focused on development of a robust engineering approach, creating Subject Matter Experts to identify and mitigate technical risk and developed KPIs and an escalation mechanism.

Developed the seating system for the BMW Mini, launched in 2001. Led a team of engineers to develop all elements of the seat from the structures to bonded trim and plastic parts. All delivered on time to budget. A huge commercial success for JCI and BMW.



Darran Ling

linkedin.com/in/darran-ling

- **Career History:** Associate, OEE Consulting, London, UK
Programme Director, Calor Gas, Leamington Spa, UK
Group Head of Change, HS2 Ltd, London, UK
Head of PMO, London Midland Rail, Birmingham, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Orchestrated delivery of corporate strategy with rapid experimentation and use of RPA technology. New Target Operating Model and organisational redesign. Developed asset strategies to divest underperforming assets, resulted in a 7% profit increase.

Directed major programmes including: Digital technology & infrastructure, MDM strategy, supply chain optimisation, and physical transformation of production warehouse facilities, to drive a New Target Operating Model. Resulted in £3 million cost saving and £6 million extra revenue.

Negotiated between HM Treasury, Department for Transport and HS2 Ltd to formulate and deliver a framework for how change contingency was utilised, monitored and controlled for the £50 billion HS2 Programme. Accountable for all change, NEC3, Parliamentary bill, and construction.



Michael Linsley

linkedin.com/in/mlinsley

- **Career History:** Technology Manager, Elsevier, Oxford, UK
Development Manager, Elsevier, Oxford, UK
Development Manager, C&J Clark, Somerset, UK
Architect, RM Education, Oxford, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BSc, Computing, University of Sunderland, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Built from scratch and led a new technology function responsible for all parts of the development and support lifecycle, successfully delivering a new greenfield back office platform which will support all future digital products and services globally.

Reduced the operational cost per transaction from 71% down to 17% in 18 months by recruiting and establishing a new development team, whilst leading the implementation of a new e-commerce platform.

Restructured the e-commerce technology team responsible for the Clarks online retail presence (a top 500 site in the UK), introducing new ways of working which directly led to record traffic and sales figures.



Mariana Magalhães

linkedin.com/in/marianamagalhaes711

- **Career History:** HR Analyst, Human Resources Planning Department, EDP Distribuição - Energia S.A., Lisbon, Portugal
Controller, Supervision Department, Caixa Central de Crédito Agrícola Mútuo, Lisbon, Portugal
Auditor, Financial Services Organisation, EY SROC S.A., Lisbon, Portugal
Intern, Ericsson Telecomunicações LDA., Lisbon, Portugal
- **Education Highlights:** Executive MBA, Warwick Business School, UK
International MSc, Business Administration, Católica Lisbon School of Business and Economics, Portugal
BSc, Economics, Nova School of Business and Economics, Portugal
- **Nationality:** Portuguese
- **Languages:** Portuguese (native), English (fluent), Spanish (basic)
- **Achievements:**

Improved the procedures to generate the HR annual budget by interpreting new accounts, combining historical information, real-time data, and future predictable trends, to generate forecasting of around 60 cost accounts for a company of approximately 3,200 employees.

Optimised operating models linked with headcount and costs data by automating operational procedures, resulting in the reduction of speed of process completion and human errors, which amounted to a total of two saved days per month.

Prepared for the election for the board of directors and fiscal council of local banks. Analysed financial documents and credit information as a basis for official recommendations on professional conduct.



Harry Martin

linkedin.com/in/harryclmartin

- **Career History:** Support Assurance Officer (Aviation), Defence Equipment & Support, Bristol, UK
Aviation Engineering Availability Manager, Navy Command Headquarters, Portsmouth, UK
Deputy National and Ceremonial Events Manager, Ministry of Defence, London, UK
Support Engineering Director and Second in Command, Joint Aircraft Recovery and Transportation Squadron, Wiltshire, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Chartered Engineer and Member of Royal Aeronautical Society, UK
MSc, Engineering and Management, University of Portsmouth, UK
MEng, Aeronautical Engineering, University of Bristol, UK
- **Nationality:** British
- **Languages:** English (native), Spanish (fluent)
- **Achievements:**

As the Royal Navy’s Aviation Innovation Champion, led a campaign to engender an open-minded and experimental culture. Awarded formal commendation from the Royal Navy’s Chief Engineer for organising a leading-edge, major event attended by 500 staff.

Introduced processes to allow effective tracking of technical failures that lead to mission disruption. For the first time, this allowed system reliability improvements to be intelligently targeted, promising dramatic improvements to mission success rates.

Led a team of 36 to deliver the UK’s first major international aircraft post-crash recovery training exercise. Attended by multiple military and civilian emergency response and investigation organisations from five nations. Hugely successful in building expertise and international cooperation.



Sanjeev Marwaha

linkedin.com/in/sanjeev-marwaha-7aa69740

- **Career History:** Senior Enterprise Risk Manager, LyondellBasell Industries, London, UK
Project Risk Manager, Network Rail, London, UK
Corporate Risk Manager, London Borough of Camden, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Management, Cass Business School, UK
BSc (Hons), Economics, City University London, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Award winning risk management professional, winning ‘Risk Management Strategy of the Year’ at the Global Risk Management Awards for industry recognition in 2019.

Designed and implemented enterprise-wide approach to risk management at LyondellBasell which helped the company identify not only threats that impede success but identify opportunities to support the company’s future strategy, supporting better decision-making.

Refreshed LyondellBasell’s Capital Projects Risk Management for a US\$6 billion portfolio globally, to reduce financial risk exposures and present cost and schedule overruns.



Conor McCarthy

[linkedin.com/in/conormc-carthy](https://www.linkedin.com/in/conormc-carthy)

- **Career History:** Product Manager, Nordson Dage, Aylesbury, UK
Product Lifecycle Manager, Oxford Instruments NanoScience, Oxford, UK
Product Manager, Oxford Instruments NanoAnalysis, Shanghai, China
Product Specialist, Oxford Instruments NanoAnalysis, High Wycombe, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
PhD, Materials Science, National University of Ireland, Ireland
BSc, Chemistry, National University of Ireland, Ireland
- **Nationality:** Irish
- **Languages:** English (native)
- **Achievements:**

Consolidated a multi-million pound product line into nine unique offerings and expanded the business into adjacent markets of medical and automotive, delivering 14% revenue growth.

Led a strategic growth initiative to increase exposure to the expanding quantum computing market, resulting in the launch of two new products and one new strategic partnership.

Seconded to Shanghai and embedded inside a fast-paced and highly active sales force to champion a new product launch which generated key accounts inside the lucrative semiconductor industry within six weeks.



Joseph Mojume

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

- **Career History:** Business Director, Bosch Power Tools Africa, Nairobi, Kenya
National Sales Manager for the Mechanical Electrical Industry and Government trades, Hilti Ireland, Dublin, Ireland
Marketing Manager, North and West Africa sub-region, Hilti NWA sub-region, Casablanca, Morocco
Business Development Manager, Hilti NWA sub-region, Lagos, Nigeria
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Diploma in Finance and Accounting, Dublin Business School, Ireland
Bachelor of Science, Urban Planning, University of Lagos, Nigeria
- **Nationality:** Nigerian
- **Languages:** English (native), French (intermediate)
- **Achievements:**

Delivered over €1 million profit from a key project in 2018 by managing a global project team spanning six countries. Awarded the global project of the quarter by Hilti Energy and industrial division at HQ.

Empowered my team with consistent self-development plans and actions, resulting in 45% of the team being promoted to higher roles within two years.

Led Team Ireland to win the best sales market for 2018 in the Europe 1 region for a new product designed for the electrical trade. Led on the design of a selling model, delivering outstanding results and was later exported to other Hilti markets.



Toni Moyela

[linkedin.com/in/toni-moyela](https://www.linkedin.com/in/toni-moyela)

- **Career History:** Operations Director, Warwick Business School, UK
Information Systems Consultant, Warwick Business School, UK
Data Analyst, University of Aberdeen, UK
IT Service Manager, Ericsson, Nigeria
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, e-Business Management, University of Warwick, UK
BSc, Computer Science, University of Ibadan, Nigeria
- **Nationality:** Nigerian
- **Languages:** English (native), Yoruba (native), French (basic)
- **Achievements:**

Led the transformation of a complex service operation by implementing the restructure of a multifunctional team of staff, establishing robust end-to-end processes, and developing strategic service propositions, resulting in improved service delivery to executive clients.

Developed and implemented a bespoke IT system to improve the efficiency of a key statutory data return by automating a series of complex processes. Resulted in annual cost savings of £500,000 and a reduction in processing time from 30 days to eight hours.

Identified and developed actionable insights for a successful marketing campaign by translating complex data sets into useful management information and innovative recommendations, resulting in a 60% increase in customer acquisition rates within six months.



Oliver Mullan

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

- **Career History:** Head of Project Engineering & Design Services, Tata Steel Strip Products, Port Talbot, UK
CapEx Portfolio Manager, Tata Steel Strip Products, Port Talbot, UK
Project Manager/Senior Project Engineer, Tata Steel Strip Products, Port Talbot, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Chartered Chemical Engineer, Institution of Chemical Engineers (IChemE), UK
BEng (Hons), Chemical Engineering, University of Bath, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

As Head of Capital Projects for Tata Steel Strip Products UK, established and led the deployment of new project portfolio and controls functions. Over a three-year period this helped to secure an 80% increase in capital expenditure allocation to the Strip Products UK business.

Successfully managed the design and implementation of an engineering delivery framework, utilising second and third party suppliers to deliver low cost engineering solutions. Resulted in cost savings of over £2 million year on year.

Led a team of more than 200 through an organisational change programme, delivering improved engagement and significantly improving the Innovation and Direction results as measured by the McKinsey Organisational Health Index metrics.



Rafa Nascimento

linkedin.com/in/rafafigueiredo

- **Career History:** Global Marketing & Innovation Senior Manager, Kimberly-Clark Professional, UK
Senior Marketing Manager, Mattel, Brazil
Associate, Technology & Innovation, Korn/Ferry, Brazil
Strategy Marketing Manager, Whirlpool, Argentina
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Postgraduate Scholar Diploma, Innovation and Brand Management, Kellogg School of Management, USA
Postgraduate Diploma, Brand Management, ESPM, Brazil
BSc, Business Administration, Pontificia Universidade Catolica, Brazil
- **Nationality:** Portuguese, Brazilian
- **Languages:** Portuguese (native), English (fluent), Spanish (fluent)
- **Achievements:**

Led a new global business for Kimberly-Clark: Smart/IoT Solutions for B2B. With a cross-functional team, defined and implemented the business strategy, brand and marketing plans, strategic partnerships and geographic expansion (North America, Europe and Singapore).

Developed and coordinated a 360 degree launch for a full refresh of product portfolio with total revenues of US\$300 million a year, for more than 20 countries. For two years, managed a team of five, who drove double-digit growth for Whirlpool refrigeration home-appliance categories.

Built an innovation team that transformed the culture and financial results of a business division for Whirlpool in Latin America. Highly recognised in the press and Whirlpool was named the most innovative company in Brazil.



Marcelo Navarro

linkedin.com/in/marcelonavarro

- **Career History:** Senior Manager MP&L, Jaguar Land Rover, Solihull, UK and Itatiaia, Brazil
Regional Manufacturing Manager, Pepsico, Sorocaba, Brazil
Senior Supply Chain Manager, Terex, Betim, Brazil
Plant Manager, Kasinski, Manaus, Brazil
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MBA, Universidade de Sao Paulo (USP), Brazil
MEng, Mechanical Engineering, Universidade Estadual de Campinas (UNICAMP), Brazil
- **Nationality:** Brazilian, Italian
- **Languages:** Portuguese (native), English (fluent), Spanish (intermediate)
- **Achievements:**

Successfully launched complex plant start-ups (Jaguar Land Rover, Case New Holland), involving multicultural teams under time and budget constraints. Operations launched in 18 months, achieving volume and quality targets.

Led a turnaround process, acting as change agent in operations area, defining KPIs and action plans, resulting in 70% productivity improvement and 30% cost reduction.

Oversaw the flawless introduction of the first packaging automation line in a major FMCG company in South America, managing US\$30 million Capex.



James Noon

linkedin.com/in/jamesnoon

- **Career History:** Digital Technologist, First Group Plc, London, UK
Head of DevOps, Virgin Trains Ltd, London, UK
Digital Technologist, Virgin Trains West Coast Ltd, London, UK
Head of Technology, Kablamo Collective Ltd, London, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MA, Ethics & Human Rights, University of Kent, UK
BA, Radio, Film & Television, Canterbury Christ Church University, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Designed and managed the build of a big data system for rail, providing deep insight into performance, lowering mean time to recovery after delays and cancellations by 20% in the first three months since release.

Initiated the move from on-prem to cloud for customer facing systems at Virgin Trains and built a 17 strong off-shore development team, saving £360,000 per annum and increasing product development velocity three-fold.

Designed and built a bespoke system for manufacturing, sold internationally, processing £26 million worth of orders per annum.



Joseph Northwood

linkedin.com/in/joseph-northwood

- **Career History:** Corporate Strategy Manager, Group Strategy, National Grid Plc, London, UK
Corporate Strategy Lead, Group Strategy, National Grid Plc, London, UK
Growth Strategy Manager, National Grid Electricity Transmission, National Grid Plc, Warwickshire, UK
Asset Management Engineer, National Grid Electricity Transmission, National Grid Plc, Warwickshire, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MEng, Electrical & Electronic Engineering, University of Manchester, UK
- **Nationality:** British
- **Languages:** English (native), Spanish (basic)
- **Achievements:**

Developed National Grid Plc’s digital strategy, identifying areas to extract value, maximise operational efficiency, and generate new products and services from digital applications across the Group, in both UK and US businesses.

Initiated and led the development of National Grid’s UK commercial connections strategy, to successfully enable the rapid integration of renewable generation and electric vehicles to the UK’s power infrastructure, and generate new revenue streams for National Grid.

Developed regulatory frameworks for financial revenue recovery mechanisms and risk management across the utility sector, representing National Grid alongside 14 utility companies and sector regulators, to shape an industry-wide approach to network regulation and asset management.



Alexander Papachristophorou

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

- **Career History:** Managing Director, Diepress (Refresherator) Ltd, UK
Founder and Director, Lokee Events Ltd, UK
Director, Diepress (Refresherator) Ltd, UK
General Manager, Diepress (Refresherator) Ltd, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
LLB Law (Hons), Nottingham Trent University, UK
Access to Law HE, Birmingham Metropolitan College, UK
- **Nationality:** British
- **Languages:** English (native), Greek (basic)
- **Achievements:**

Developed and implemented a strategy that designed and manufactured product lines with high entry barriers within a pre-existing loss making manufacturer of construction products, promptly increasing annual turnover in excess of 200% and generating sustainable profit.

Restructured multiple process flows within a manufacturing environment to be dynamic in the use of moveable machinery, increasing capacity by 30% by utilising specific machine capacity during planned process downtime.

Secured and delivered premier events for some of the UK’s largest festivals, not limited to the curation of Paul Oakenfold and Carl Cox’s legendary set at Stonehenge. Used innovative technology to mitigate the environmental impact and pioneered the way for audible events to be held at global heritage sites.



Stephen Peart

[linkedin.com/in/StephenPeart1973](https://www.linkedin.com/in/StephenPeart1973)

- **Career History:** Smith and Nephew Orthopaedics, Manufacturing Director, UK
Smith and Nephew Orthopaedics, Manufacturing Manager, UK
Smith and Nephew Orthopaedics, Group Leader, UK
Smith and Nephew Orthopaedics, Team Leader, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
ILM Level 5 Diploma, Principles of Leadership & Management, UK
EDI Level 3 Certificate, Management – Managerial Responsibilities, UK
Six Sigma Green Belt, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Established S&N Orthopaedics Manufacturing Plant in the UK, as part of a six person team. Developed the manufacturing infrastructure and implemented standard operating procedures and quality management system to satisfy medical regulatory authorities.

Increased S&N Warwick manufacturing plant capacity from 18,000 units to 125,000 units, with a budget of US\$13 million, supporting in market sales of US\$80 million. Created employment for 84 local employees.

Reduced costs of production from US\$109 per standard hour to US\$60 through the implementation of lean manufacturing. Implemented the concept of ‘Super Cells’ and insourced sterile assembly clean & pack, increasing output per employee from 1,123 units to 2,770 units per person.



Dan Pearson

[linkedin.com/in/dan-pearson1](https://www.linkedin.com/in/dan-pearson1)

- **Career History:** Director of Academic Services, Warwick Business School, UK
Senior Assistant Registrar, Graduate School, University of Warwick, UK
Senior Liaison Officer, International Office, University of Warwick, UK
Recruitment Officer, Student Recruitment and Admissions Office, University of Warwick, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BA, Politics, University of East Anglia, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Developed and evolved new and existing international partnerships between the University and partners in North America, Australia and continental Europe, facilitating and enabling joint ventures in teaching, research bids and student exchanges.

Led on the re-accreditation of Warwick Business School programmes with a major international accrediting body, further consolidating the organisation’s reputation as one of the leading Business Schools in the world.

In addition to leading on refurbishment and building projects totalling £1.95 million in the last two years, structured and supported the bid for a £7.8 million extension to existing facilities which was secured in April 2019.



Graham Piasecki

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

- **Career History:** Director of Commercial Operations, EMEA Region, Veson Nautical, London, UK
Global Director of Account Management, Veson Nautical, London, UK
Assistant Brand Manager, Procter & Gamble, Johannesburg, South Africa
Commercial Planning Executive, A.P. Moller Maersk, Sydney, Australia
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BCom (Hons – Postgraduate), Investment Management and Finance, University of Johannesburg, South Africa
Bachelor of Commerce, Economics and Business Science, University of the Witwatersrand, South Africa
- **Nationality:** British, South African
- **Languages:** English (native), Afrikaans (basic)
- **Achievements:**

Established and led the Global Account Management division for Veson Nautical, a medium sized high growth technology company. Built the team to eight people within the first year and achieved our goal of new revenue generation of US\$4 million.

Recruited to establish a commercial presence in the Asia Pacific region for a growing technology company. After two and a half years, the region was our second highest grossing region globally.

Selected out of 10,000 applicants to join a management trainee programme with a Global Fortune 250 company. Received tuition from international business school lecturers and industry leaders, while rotating roles internationally, building a global professional network.



Nicolas Posada

linkedin.com/in/posadanicolas

- **Career History:** Regional Manager, Australasia and Commercial Products Dubai – Commercial Operations, Emirates, UAE
Business Analysis Manager, Business Intelligence, Emirates, UAE
Aeronautical Development Manager, Melbourne Airport, Australia
Network Planning Analyst, Virgin Australia, Australia
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Postgraduate Award, Organisational Leadership, Warwick Business School, UK
BA, Economics, and BBusMan, International Business, University of Queensland, Australia
BA, Economics, Study Abroad, University of Virginia, USA
- **Nationality:** Australian, Colombian
- **Languages:** English (native), Spanish (fluent)
- **Achievements:**

Responsible for ensuring the sales team achieve the commercial priority goals, to reduce cost of sales and achieve the revenue target of over US\$1.8 billion. In 2018/19, the target was achieved with growth of 7% on the previous year and cost of sales reduced by 2%.

Completed the phase one roll-out of an enterprise commercial intelligence system at Emirates, allowing over 2,500 users globally to access dashboards, datasets and reports that enabled better commercial decision making from the sales teams.

Led the negotiations and addition of new airlines at Melbourne Airport, including Sichuan Airlines and China Airlines. Worked closely with existing key airline partners to promote, develop and grow their existing services to Melbourne Airport, leading to CAGR of 10.1% (beating the market average).



Eric Pratt

linkedin.com/in/ericpratt

- **Career History:** Director, Global Accounting Services, LexisNexis UK Ltd (RELX Plc), London, UK
Manager, Group Financial Accounts, Vue Entertainment Ltd, London, UK
Accountant, Tayto Group Ltd, Corby, UK
Audit Executive, Grant Thornton UK LLP, Kettering, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
FCCA, Association of Chartered Certified Accountants, UK
BSc, Mathematics, Loughborough University, UK
- **Nationality:** British
- **Languages:** English (native), Tagalog (basic)
- **Achievements:**

Developed a strategic efficiency plan and managed 39 work streams to successfully deliver US\$2 million cost savings across global finance. This included utilising Robotic Process Automation alongside current system development and other automation ideas.

Developed global team structure for R2R and integrated all regions, including transforming current teams (US, UK) and integrating existing finance structures (South Africa, Germany, Austria, China).

Successfully mentored a member of the finance team in Manila to achieve a UK based accounting role.



Tom Pye

linkedin.com/in/tom-pye

- **Career History:** Total Value Management Engineer, Optimas OE Solutions, Birmingham, UK
European Programme Manager, End Effectors Destaco, Birmingham, UK
Manager Resource Planning, End Effectors Europe/Destaco, Birmingham, UK
Press Shop Automation Development, BMW Group, Swindon, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MEng, Mechanical Engineering, Sheffield Hallam University, UK
- **Nationality:** British
- **Languages:** English (native), German (basic)
- **Achievements:**

Reshaped one of the German facilities to improve productivity and safety, and bring on board new management to run the facility. This was achieved over a three-month period of intense restructuring.

Identified new manufacturing methods and supply routes over a 12-month period, achieving a cost reduction of over 50% on high volume components in order to be more competitive and profitable.

Implemented new standards and created a tool to accurately predict costings, labour demands and material usage for future automation projects. The new standard resulted in the removal of down-time due to automation as a KPI since there was no longer any down-time.



Mounish Rai

linkedin.com/in/mounishrai

- **Career History:** Independent Consultant, Samriddhi Ltd, UK
Technical Account Manager, Mobileum, UK
Senior Team Leader, Aricent Technologies Ltd, UK
Software Engineer, Hughes Software Systems, India
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Bachelor of Engineering, Computer Science, Jawaharlal Nehru Technological University, India
- **Nationality:** British
- **Languages:** Telugu (native), English (fluent), Hindi (fluent)
- **Achievements:**

Introduced a standardised access connectivity procurement business capability in a global tier-1 telecom provider, resulting in significant CAPEX reduction and cost savings of £4.5 million per annum.

Led development of a new global IP Voice connectivity business solution for a tier-1 CSP client from concept to launch (16 countries across EU, APAC and NAM), resulting in business pipeline forecast of approximately £75 million.

Lead Service Architect for delivering a strategic unified communications product for a tier-1 CSP, targeting large enterprise customers in Europe.



Saminda Ranatunga

[linkedin.com/in/saminda-ranatunga](https://www.linkedin.com/in/saminda-ranatunga)

- **Career History:** IT Manager, Toyota Tsusho Metals Ltd, UK
Systems Administrator, Toyota Tsusho Metals Ltd, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Computer Networking, University of Greenwich, UK
BSc, Information Technology, Sri Lanka Institute of Information Technology, Sri Lanka
Level 3 Introduction to Investment, Chartered Institute for Securities & Investment, UK
- **Nationality:** Sri Lankan, UK Permanent Resident
- **Languages:** Sinhala (native), English (fluent)
- **Achievements:**

At Toyota Tsusho Metals Ltd, planned and managed a series of projects totalling £250,000 to have a zero-downtime network by having resiliency in key parts of the IT infrastructure, avoiding any IT interruptions for trading activities.

Planned and managed the IT activities of new office setup and office relocation projects in the UK (2012/13) and Japan (2018).

Designed and implemented a new business continuity and disaster recovery plan for Tsusho Metals Ltd.



Lisa Riccalton-Banks

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

- **Career History:** Senior Director, Head of Digital Innovation, GSK Vaccines, Belgium
Head of Business Planning, UCB Pharmaceuticals, Belgium
Director Innovation, Business Development and Head of Digital Health Asia, AstraZeneca, China
Head of Business Partnerships, Loughborough University, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
PhD, Tissue Engineering, University of Nottingham, UK
BSc, Pharmacy, University of Manchester, UK
- **Nationality:** British
- **Languages:** English (native), French (intermediate)
- **Achievements:**

Built and led the team accountable for the Asia strategy, identification and evaluation of novel pharmaceuticals, devices, diagnostics, manufacturing and software technologies. Leadership of product development teams for digital products (including Ph4 clinical trials) through to commercial product launch.

Developed and delivered business cases to executive boards securing investments of more than US\$25 million for industrial academic research collaborations in medical technology.

Developed and implemented a global digital health innovation strategy, establishing a global pharma digital therapeutics function. Led the development of AZ's first connected device Turbu+™ which was proven to increase adherence to asthma medication by over 70%.



Joel Rodriguez

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- **Career History:** Completions and Subsea Superintendent, Apache Corporation, Aberdeen, UK
Staff Completion Engineer, Apache Corporation NSL, Aberdeen, UK
Completions and Well Intervention Engineer, Shell International E&P, Houston, USA
Principal Technical Professional, Halliburton, Leatherhead, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Bachelor of Science, Petroleum Engineering, University of Texas at Austin, USA
- **Nationality:** American, British
- **Languages:** English (native), Spanish (fluent)
- **Achievements:**

Managed a multi-skilled Completion & Subsea group responsible for well completions and subsea intervention operations as part of the larger Drilling and Completion capital budget. Averaged (prior five years) over £350 million per annum, consistently generating positive cash flow for North Sea region including throughout the energy commodity downturn.

As part of a three-year initiative to improve region financial metrics, reduced drilling capital equipment inventory levels by over 10% (£11 million) through standardisation and utilisation assessments.

Planned and managed light well intervention (LWI) well repair operations, successfully delivering well objectives £2 million under budget, utilising innovative compensated coiled-tubing system.



David Rogers

[linkedin.com/in/david-rogers7](https://www.linkedin.com/in/david-rogers7)

- **Career History:** Senior Innovation Manager, HS2 Ltd, Birmingham, UK
Co-founder & Director, Go Monitor, Coventry, UK
Co-founder & Director, Speedata, Coventry, UK
Head of Materials and Innovation, Speedo International, Nottingham, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
PhD, Engineering, Loughborough University, UK
Bachelor of Engineering (Hons), Mechanical Engineering, Nottingham Trent University, UK
Complete Commercial Negotiator, Gap Negotiation Partnership, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

As Senior Innovation Manager for HS2, created and deployed a novel innovation process to support the supply chain to innovate. Delivered 12 strategic projects that created new value propositions, creating over £100 million of added business value.

Managed and developed international strategic material suppliers and manufacturers for Speedo International across three continents and 48 product ranges. Led the Research and Development (R&D) of various equipment used by elite athletes at the 2016 Rio Olympics.

As Co-founder of Speedata Ltd, led the project management from R&D to deployment of novel machine learning algorithms. These proprietary algorithms were designed for one of the world's leading consumer electronic companies with over one million units sold.



Arturo Sansom

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

- **Career History:** Product Research Manager, Triumph Motorcycles, Hinckley, UK
Senior Product Planning Analyst, Triumph Motorcycles, Hinckley, UK
Product Planner, Triumph Motorcycles, Hinckley, UK
Product Marketing, Ducati Motor Holding, Bologna, Italy
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Master’s degree, Marketing, University of Florence, Italy
Bachelor of Business Administration, Marketing, University of Florence, Italy
- **Nationality:** Italian
- **Languages:** Italian (native), English (fluent)
- **Achievements:**
Successfully implemented new market research processes within Triumph Motorcycles to ensure the development of new products based on customer data.

Created an innovative market research model to determine price and expected market share of future motorcycles.

Provided customer insights for the development and the launch of more than 20 new motorcycles models.



Padma Sekhar

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

- **Career History:** Principal Product Marketing Manager, Waters Corporation, UK
Technical Sales Specialist, Chromsystems GmbH, UK
Account Manager, Anatune, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Master’s degree, Analytical Chemistry, University of Massachusetts, USA
MChem, Chemistry, University of Manchester, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**
Won a £350,000 tender to supply vitamin D and immunosuppressants diagnostic kits for a major UK hospital.

Organised customer workshops and increased sales by 18% for newborn screening and steroids products.

Implemented sample clean protocols during Batelle employment to assist extraction of compounds.



Veera Venkata Satyakishore Mavuri

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

- **Career History:** Product Owner and Lead Agile Business Analyst, NHS Digital, UK
Digital Product Manager and Senior Agile Business Analyst, Lookers Plc, UK
Digital Agile Delivery Manager and Scrum Master, IBM India Pvt, India
Project Manager and Delivery Lead, Amdocs Inc, USA
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Bachelors of Engineering (BE), Electronics and Communications, Andhra University, India
Certifications: PMP, PRINCE 2 Practitioner, Certified Scrum Master, TOGAF
- **Nationality:** Indian
- **Languages:** Telugu (native), English (fluent), Hindi (fluent)
- **Achievements:**
Delivered advanced authentication and authorisation mechanisms based on cloud to 4,000 London Ambulance paramedics, NHS Dentistry and 63 Weldricks pharmacies, providing access to summary care records, hence improving patient care.

Developed productivity improvement strategies and transformed multiple teams from Waterfall to Agile framework by coaching core agile principles, which increased the team’s speed by 43% over a period of 15 months. Executed profit improvement, cost optimisation and lean initiatives worth £1.4 million.

Delivered a CRM SaaS-based enquiry management solution hosted on MS Azure cloud to enhance the lead management processes at business development centres which enhanced the conversion rate by 39% and Customer Service Agent’s productivity by 42% during 2016–2017.



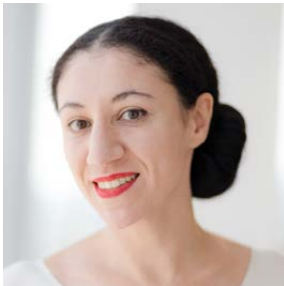
Tasneem Shafiq

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

- **Career History:** Proposition Development Manager, John Lewis Plc, UK
Product Delivery Manager, Eurostar International Ltd, UK
Operational Development Manager, Eurostar UK Ltd, UK
High Speed 1 Project Manager, Eurostar UK Ltd, UK
- **Education Highlights:** CMI Level 5 Diploma in Management, Chartered Management Institute, UK
APM Professional Certificate (APMP/IPMA Level D), Association of Project Management, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**
Led the relaunch of the Home Design Service across 50 shops as part of growth strategy for partner-led services. Subsequently delivered 15% revenue growth year-on-year.

Developed a new concept for a salon spa in selected stores across the UK. Increased sales by 18% and further increased margin by 25% over a 12 month period.

Developed the business case for on board connectivity/Wi-Fi for passengers travelling on the service. Negotiated a £4.5 million contract for provision of the services.



Fatiha Souci

linkedin.com/in/fatihasouci

- **Career History:** Director, Client Services OMD EMEA, London, UK
EMEA Marketing Communications Manager, Johnson & Johnson, Wokingham, UK
EMEA Senior Account Director, McCann Erickson, London, UK
International Business Director, UM, London, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, International Business, Anglia Ruskin University, UK
BA, European Business, Anglia Ruskin University, UK
- **Nationality:** French
- **Languages:** French (native), English (fluent)
- **Achievements:**

Led the development of design thinking strategies, helping leading global brands to solve their business challenges and drive digital outcomes through innovation and data-led solutions.

Managed 30 countries across four regions, ensuring operational excellence and global strategy were aligned with maximum business impact. Increased digital campaign efficiency up to 10 times, and improved clients’ savings on average by 20% and account profitability up to 30% over fiscal year.

Worked both client and agency side, gaining a unique experience on the role digital plays in the consumer journey and driving business results. Designed and deployed major omnichannel programmes to support brand experience across EMEA.



Nathalie Spence (Maillard)

linkedin.com/in/nathalie-maillard

- **Career History:** Senior Assistant Registrar (Research), Warwick Business School, UK
Impact & Environment Manager (Research), Warwick Business School, UK
Head of Programme Delivery, NIHR CLAHRC West Midlands, Warwick Medical School, UK
Programme Manager, NIHR CLAHRC for Birmingham and Black Country, University of Birmingham, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Masters of Science, Healthcare Policy & Management, Health Services Management Centre, University of Birmingham, UK
Bachelor of Medical Sciences, Neurosciences, University of Birmingham, UK
- **Nationality:** British, Swiss
- **Languages:** English (native)
- **Achievements:**

Delivered a £10 million publicly funded research initiative, matched funded by £25 million from health and social care providers, which improved the efficiency and delivery of services for the benefit of patients and the wider public.

Received the outstanding contribution to the research environment accolade (2017/18) from Warwick Business School, supporting the School to meet its research income target (£3.2 million) and develop research impact case studies.

Advanced academic writing skills demonstrated by exceptional contributions to large external research grants, high-level research reports to funding bodies, and MSc dissertation; received a distinction and a prestigious award for the latter.



Piyush Srivastava

linkedin.com/in/piyush-srivastave

- **Career History:** Healthcare Integration Architect, Royal Berkshire Hospital Trust, Reading, UK
Healthcare Integration Consultant, Orion Health, London, UK
Professional Services Director, Very Basics, Cheltenham, UK
Integration Consultant, Baxter ICNet, Gloucester, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, IT, University of the West of England, UK
BSc, Maths and Physics, Chhatrapati Shahu Ji Maharaj, India
- **Nationality:** British
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**

As Business Consultant, delivered a transformation programme in an NHS Healthcare Trust and created three teams with a total of 15 members to streamline the operations within integration and support. This enabled the Trust to deliver IT programmes in 30% less time, without increasing team size.

Founded an online retail business, verybasics.com, and established multiple well-known brands as channel partners, boosting business profitability by 20%.

Built an online platform with a robust online marketing strategy for PVRDirect to increase online revenue and presence. The company achieved over £1 million revenue in two years.



David Stebbings

linkedin.com/in/davestebbing

- **Career History:** Security Services Sales Manager, Public Sector, Healthcare & Life Sciences, IBM UK Ltd, London, UK
Business Information Executive, Financial Services Sector, Experian Plc, Nottingham, UK
Client Executive, Enterprise Sales, IBM UK Ltd, Warwick, UK
Global Technology Services Lead, General Business, IBM UK Ltd, London UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BA (hons), Business & Marketing, De Montfort University, UK
Business Industry Insights (Executive Leadership), London Business School, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Established a service offering for managed security services for the local UK public sector market, resulting in 10 clients over the first two years of operation and growing the team to circa 25 people.

Led a bid for a new business account to become their strategic security partner of choice, displacing a long-term competitive supplier. Resulting in £30 million over three years and growing the territory by circa 1,500% year on year.

Led a team of three sales representatives across public sector and healthcare to drive business development across the sector. Exceeded sales targets two years running, achieving over 220% of our number in 2018.



Melissa Sumner

[linkedin.com/in/melissa-sumner](https://www.linkedin.com/in/melissa-sumner)

- **Career History:** Manager Talent Acquisition, Emirates Group, Dubai, UAE
Talent Identification Manager, Emirates Group, Dubai, UAE
Senior Psychologist, Emirates Group, Dubai, UAE
Senior Talent Consultant & Head of Leadership Development, Wickland Westcott, Cheshire, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Postgraduate Award, Organisational Leadership, Warwick Business School, UK
MSc, Organisational Psychology, Manchester Business School, UK
BSc, Psychology, University of Manchester, UK
- **Nationality:** British
- **Languages:** English (native), Welsh (native), Spanish (basic)
- **Achievements:**

Built a management team (building three brand new centres of excellence) to support the delivery of a new operating model and strategy, to drive excellence in candidate and hiring manager engagement.

Consolidated suppliers, built a new framework for talent assessments, and delivered a programme of automation that enabled team size to be halved (2 million Emirati dirhams in time savings), whilst improving rigour, candidate and hiring manager experience.

Won ‘HR Digital Team of the Year’ at the GCC HR Government Awards 2018 for the Talent Psychology team’s standing as a world class, technology-enabled team that contributed significant commercial value to the business.



John Sunderland

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

- **Career History:** Regional Director, Ringway Infrastructure Services, UK
Operations Director, RingwayJacobs, UK
Sector Business Director Highways PFIs, Amey, UK
Business Director, Amey, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MEng, Civil and Structural Engineering, University of Sheffield, UK
Fellow of the Institution of Civil Engineers, Chartered Engineer, UK
Fellow of the Chartered Institution of Highways and Transportation, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

As Regional Director, led Eurovia UK’s re-entry into delivering highways services to Highways England following a 15-year absence from the market. Strategic accountability for all opportunities with Highways England nationally.

Accountable for the delivery of all aspects of the largest local authority highway PFI flagship contract in the UK. Developed a performance and target driven culture through 550 directly employed employees, with an annual turnover of £120 million and £2.7 billion over 25 years.

Led an operational management team in all delivery aspects of five joint venture contracts, providing highways services on the strategic road network to Highways Agency across England. 1,200 directly employed employees with an annual turnover of £270 million.



Emilie Syed

[linkedin.com/in/emilie-syed](https://www.linkedin.com/in/emilie-syed)

- **Career History:** Investment Associate, Investments and New Ventures, Oxford University Innovation, UK
Post-doctoral Research Scientist, MRC Brain Network Dynamics Unit, Experimental Psychology, Nuffield Department of Clinical Neurosciences, University of Oxford, UK
Post-doctoral Research Scientist, Institut des Maladies Neurodégénératives, Université de Bordeaux, France
Doctoral Student, Department of Neurophysiology and Pathophysiology, University Medical Centre Hamburg Eppendorf, Germany
- **Education Highlights:** Executive MBA, Warwick Business School, UK
PhD, Natural Sciences, Hamburg University, Germany
MSc, Integrative Neurosciences, Imperial College London, UK
BSc, Pharmacology, King’s College London, UK
- **Nationality:** French, Bangladeshi
- **Languages:** English (native), French (native), Italian (fluent), German (intermediate)
- **Achievements:**

Negotiated with a major board management software supplier to achieve a critical 90% pricing reduction for Oxford University Innovation and all portfolio companies, enabling successful implementation of corporate governance targets.

Led a pro-bono pre-accelerator programme, co-ordinating mentors to coach 14 teams of entrepreneurs to prepare business plans and pitches for the final event (around 200 attendees). Raised 100% sponsorship including two prizes: six months free lab and office space.

Led and conducted a collaborative research project over three university departments, resulting in a first author publication in the highest-ranking journal for neuroscientific research articles.



Rishi Tank

[linkedin.com/in/rishi-tank](https://www.linkedin.com/in/rishi-tank)

- **Career History:** Strategy Manager, Cisco Systems, London, UK
Sales Specialist, Cisco Systems, London, UK
Systems Engineer, Cisco Systems, London, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MEng, Electronic and Electrical Engineering, Loughborough University, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Established a global community, improved win rates against key competitors and drove business development opportunities worth over US\$1 billion as part of the formulation and execution of a competitive strategy for Cisco’s global public sector segment.

Won the highly coveted Cisco Chairman’s Club in the 2018 financial year, being recognised in the top 1% of the sales organisation (more than 20,000 employees).

As a sales specialist, grew sales for a key UK market segment from US\$170 million to US\$230 million over a three-year period.



Erhan Temurkan

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

- **Career History:** Principal Cyber Security Consultant, Arqiva, London, UK
UK Civil Servant, HM Government, London, UK
Infrastructure/Cyber Security Lead, Charles Taylor Plc, London, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Information Security, Royal Holloway University of London, UK
SABSA Certified Security Architect
Cisco Certified Network Associate - Cyber Ops
- **Nationality:** British
- **Languages:** English (native), Turkish (fluent)
- **Achievements:**

Presented and delivered both the current and future cyber security strategy for a client bid tender, resulting in the award of a £20 million contract.

Produced two academic cyber security papers which were published by the National Association of Broadcasters, both resulting in presenting each paper to large audiences at NAB Show, Las Vegas.

Finalist in the National Cyber Awards 2019, in recognition of work with vulnerable groups as UK Ambassador for the Cyber Security Challenge UK.



Roman Tokarev

[linkedin.com/in/roman-tokarev](https://www.linkedin.com/in/roman-tokarev)

- **Career History:** Head of Corporate Actions, National Settlement Depository, Moscow Exchange Group, Moscow, Russia
Head of Investor Relations and Financial Control, Alfa-Bank, Moscow, Russia
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Master's degree, Business Administration and Economics with a major in Finance, Lund University, Sweden
Bachelor's degree, Economics, State University – Higher School of Economics, Russia
- **Nationality:** Russian
- **Languages:** Russian (native), English (fluent), German (basic)
- **Achievements:**

Supervised a complete audit and transformation of processes under the corporate actions reform involving IT budget planning, personnel training, revision of legal base and tariff model. NSD cut its operations staff by 7% and gained additional revenue of US\$8 million per annum.
- Coordinated an acquisition of a major Russian bank, analysed its financial position and risk profile, liaised with government bodies, and structured the deal. The acquiring entity recorded a gain of US\$106 million and attracted 2.6 million new retail and 15,000 corporate clients.
- Managed credit reviews of Alfa-Bank by the three major international rating agencies, enabling it to become the first Russian private bank to achieve an investment grade rating, strengthening the position of the Bank on international capital markets and decreasing its funding costs.



Sofyan Trabelsi

[linkedin.com/in/sofyan-trabelsi-msc](https://www.linkedin.com/in/sofyan-trabelsi-msc)

- **Career History:** Treasury Director Latam, Porsche Chile SpA, Chile
Front Officer, Porsche Holding GmbH, Belgium
Treasurer, Celio Finance, Belgium
Treasury Analyst, Levi Strauss & Co, Belgium
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Corporate Finance, University of Liverpool, UK
- **Nationality:** Belgian, Spanish, Tunisian
- **Languages:** French (native), English (fluent), Spanish (fluent), Italian (basic), Dutch (basic)
- **Achievements:**

Led the management of the group foreign exchange, interest rate, and money market trading for a volume of US\$9 billion per year. Directed the preparation of reports at group level for the senior management and board of directors regarding financial markets and the macroeconomic situation.
- Successfully organised the structuring of US\$40 million of financing for three real estate projects in Chile.
- Delivered US\$2 million per year in operational improvements for the Latin American business units through finance process efficiencies, resource re-allocation, tax initiatives, and the restructuring of the group debt.



Francesco Tres

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

- **Career History:** Senior Formulation Scientist, Almac Group, Loughborough, UK
Postdoctoral Research Associate, Purdue University, Indiana, USA
- **Education Highlights:** Executive MBA, Warwick Business School, UK
PhD, Formulation Science, University of Nottingham, UK
MSc, Pharmaceutical Chemistry and Technology, University of Padua, Italy
Qualified Pharmacist, General Pharmaceutical Council, UK
- **Nationality:** Italian
- **Languages:** Italian (native), English (fluent), German (basic)
- **Achievements:**

Developed a research proposal and awarded a £15,000 Engineering and Physical Sciences Partnered Access Fund to conduct an international project between the UK and the USA.
- Led and managed several research projects jointly with biopharmaceutical companies, AstraZeneca (UK) and Eli Lilly (USA). Published six first author peer-reviewed papers in high impact journals.
- Received the 'Best Consideration of IP Strategy' and 'Best Financial Planning Strategy' awards at the Biotechnology YES competition final for the development of a business plan for an anti-acne product.



Neeraj Tripathi

[linkedin.com/in/neeraj-tripathi-95119bb3](https://www.linkedin.com/in/neeraj-tripathi-95119bb3)

- **Career History:** Consultant Forensic Psychiatrist, Cygnet Hospital Stevenage, Hertfordshire, UK
Co-Director, Rosevalley Properties Ltd, London, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
PG Diploma, Medical Leadership, University of Brighton, UK
Membership of Royal College of Psychiatrists, UK
Bachelor of Surgery and Bachelor of Medicine, RNT Medical College, India
- **Nationality:** British, Overseas Citizen of India
- **Languages:** Hindi (native), English (fluent)
- **Achievements:**
Published three peer reviewed articles on quality in secure psychiatric hospitals.

Developed systems and achieved qualitative improvement by promoting transparency in patient care, which was acknowledged at the secure quality network forum organised by the Royal College of Psychiatrists, UK.

Built up relationships with the commissioning managers by understanding expectations and delivering quality care, leading to an increase in patient flow and revenue.



Rachael Urwin

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

- **Career History:** Global Head of Transformation & Compliance (Talent), Consultancy, Rolls Royce, The Netherlands
Head of Talent Acquisition and Development, Mercedes AMG High Performance Powertrains (Formula 1), UK
Talent and Development Manager, Calor Gas, UK
Talent Consultant, Wesleyan, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
SHV Prelude High Potential Programme, TIAS Business School, The Netherlands
BA (Hons), English Literature, University of Warwick, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**
Designed, implemented and embedded strategic talent management into Calor Gas; later adapted for global implementation within parent group (SHV Energy). The change in organisational design drove increased opportunity for employees and improved utilisation and output for the business, including more robust succession and enhanced performance management.

Delivered a saving of £1.5 million by programme managing the implementation of an outsourced early careers recruitment model into Rolls Royce.

Restructured talent function within Mercedes AMG (HPP), underpinned by investment in digitalisation, delivering significant improvement in time to hire, hiring manager satisfaction and process efficiency.



Adam Uttley

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

- **Career History:** Chief Financial Officer, Macmillan Cancer Support, London, UK
Chief Financial Officer, Fresh Direct Group, Bicester, UK
Finance Director – Speciality Businesses, Brakes Group, London, UK
Managing Director, Caldene Capital Company, Halifax, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Associate Chartered Management Accountant (ACMA), Chartered Institute of Management Accountants, UK
BSc (Hons), Physics with Management, King’s College London, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**
Led the strategic review of an in-house ready-meal manufacturing business, recommending an exit from manufacturing and agreeing a deal with a third party to outsource production, adding £1.7 million EBITDA per annum and £20 million enterprise value.

Drove an improvement of £2 million EBITDA per annum and £15 million cash position of a recently formed Joint Venture through working capital improvements, margin improvement from a new seasonal pricing process, and the sale and lease back of a warehouse.

Effectuated a turnaround of the Finance, Legal & Audit department of 90 people at a leading charity and improved the morale and engagement scores within the department from 60% to 81% within one year.



Zukhra Uzbayeva

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

- **Career History:** Agile Software Delivery Factory Group Supervisor, LLP Tengizchevroil, Atyrau, Kazakhstan
IT Quality Assurance Group Supervisor, LLP Tengizchevroil, Atyrau, Kazakhstan
IT Reliability Coordinator, LLP Tengizchevroil, Atyrau, Kazakhstan
- **Education Highlights:** Executive MBA, Warwick Business School, UK
BSc, Oil and Gas, Atyrau Institute of Oil and Gas, Kazakhstan
MSc, Computer Science, University of Warwick, UK
BSc, Computer Science and Applications, Suleyman Demirel University, Kazakhstan
- **Nationality:** Kazakh
- **Languages:** Kazakh (native), English (fluent), Russian (fluent)
- **Achievements:**
Personally developed the rollout of the Agile Organisational Capability Development Plan for 250 employees, starting with our information technology department and incorporating the senior management team.

Redefined the strategy for the whole company on RoK personal data localisation in line with the new regulations, managing multiple systems and stakeholders. Successful completion of the project was recognised by the company’s data privacy champion.

Equipped my software license management team to negotiate annual maintenance and license fees for software products, saving \$US2 million for the company.



Patrick van der Heiden

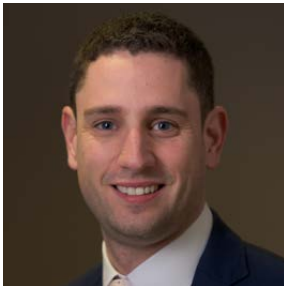
linkedin.com/in/patrick-van-der-heiden-7907

- **Career History:** Senior Partner, Krijger and Partners, The Hague, The Netherlands
Vice President, MVI International, Aartswoud, The Netherlands
Business Manager, Netherlands Aerospace Centre (NLR), Amsterdam, The Netherlands
Policy Advisor, Ministry of Foreign Affairs, The Hague, The Netherlands
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Geoinformatics, Universiti Teknologi Malaysia, Malaysia
BBA, School of Economics, University of Applied Sciences, The Netherlands
- **Nationality:** Dutch
- **Languages:** Dutch (native), English (fluent), French (intermediate), German (intermediate) Persian (basic)
- **Achievements:**

As Senior Partner at Krijger and Partners, acquired and currently manage three major political risk and government affairs projects for several international clients. Implementing a thought leadership strategy to enhance business development.

Conceived and co-founded MVI International, a start-up business development advisory firm operating in the global aerospace sector. Led four major aerospace, training and consulting related projects across five countries, co-guiding the firm to consecutive profitable years until the 2019 merger into Unified International.

Worked extensively in various policy advisor positions for the Dutch Ministry of Foreign Affairs in war-torn regions in Africa, the Middle East and Afghanistan. Advised ambassadors on security-related and geopolitical issues and participated in bilateral engagements with national governments and the international community.



Marc Vincent

linkedin.com/in/mvincent01

- **Career History:** Economic Assessment Manager, National Grid Electricity System Operator, Warwick, UK
Trustee Director of National Grid’s DC Pension Scheme
Energy Trader, National Grid Plc, Wokingham, UK
Power System Engineer, National Grid Plc, Warwick, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Chartered Engineer, Institute of Engineering & Technology, UK
MEng, Electrical and Electronic Engineering, University of Bath, UK
- **Nationality:** British
- **Languages:** English (native)
- **Achievements:**

Initiated digitalisation improvements to reduce the GB system planning process from 12 weeks with 19 people, to eight weeks with six people.

Led a team of more than 20 dynamic individuals that completed cost benefit analysis on projects totalling more than £5 billion with estimated GB consumer savings of over £1 billion.

Launched an initiative to consider energy storage on the GB energy network to reduce network congestion. This has forecast savings of over £200 million and is considered a first for the GB energy market.



Paul Whillis

linkedin.com/in/paulwhillis

- **Career History:** Advanced Development Programme, British Army, Andover, UK
Regimental Chief of Staff, Joint Forces Command, UK
Squadron Commander, British Army, York, UK
Surveillance Capability Development officer, UK Joint Forces Command, Northwood, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Battlespace Technology, Cranfield University, UK
MA, History, Durham University, UK
BA, History, University of Birmingham, UK
- **Nationality:** British
- **Languages:** English (native), French (basic), Spanish (basic), Nepali (basic)
- **Achievements:**

Identified budgetary savings of 17% (£12 million per annum) in one of the Army’s training establishments without compromising training quality.

Oversaw delivery of a £330 million IT programme to 3,000 users across 120 sites globally, on time, on budget, and to the required quality.

Delivered an IP-based surveillance rebroadcast capability to UK sites across Afghanistan, enabling the provision of video feeds at 2Mbps to austere and remote locations to assist decision making.



Markus Wiepck

linkedin.com/in/wiepckma

- **Career History:** Financial Director, Silesia International, Neuss, Germany
Group Controller, Silesia International, Neuss, Germany
Financial Accountant, Warsteiner Brauerei, Warstein, Germany
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Business Degree Economist VWA, Academy for Business and Economics, Germany
- **Nationality:** German
- **Languages:** German (native), English (fluent), Spanish (basic)
- **Achievements:**

Established several subsidiaries in various countries of Europe, Americas and Asia, and co-ordinated the integration of the new entities into the group.

Implemented the HQ ERP system in all subsidiaries for Finance and Controlling to harmonise workflows and comply with local requirements.

Successfully worked on the initial IFRS conversion and subsequent annual group consolidation.



Dolly Yan

linkedin.com/in/dollyyan

- **Career History:** Co-founder, HUA! Kitchen Ltd, Malmesbury, UK
Global Product Manager, Dyson Technology Ltd, Malmesbury, UK
Project and Account Manager, Alvan Blanch Development Company Ltd, Kemble, UK
Project Support, QuayQuip Ltd, Malmesbury, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MSc, Ethnicity and Multiculturalism, University of Bristol, UK
Bachelor of Arts, Business Administration, South China Agricultural University, China
- **Nationality:** Chinese
- **Languages:** Mandarin Chinese (native), Cantonese (native), English (fluent)
- **Achievements:**

Set the vision and values for HUA! Kitchen, led the business model building, product strategy development, and investment fundraising. Conducted three food trials (100 participants) with feedback of over 80%, confirming they will opt for HUA!’s ready-meals over another brand.

Led the development of a five-year product roadmap by owning market research, pricing, and routes-to-market analysis. Built more than 50 business case scenarios to determine potential for new projects and launched four new products into global markets.

Delivered five industrial projects with five-star customer feedback. Organised three international tradeshowes and generated 20% more effective enquiries than previous years. Led efficient change management programme to save annual programme budget by 30%.



Aleksandra Zefirova

linkedin.com/in/alekszeffirova

- **Career History:** Lead Project Manager, Delivery Strategy, National Grid, UK
Project Manager, National Grid, UK
Project Engineer, TechnipFMC, UK
- **Education Highlights:** Executive MBA, Warwick Business School, UK
MEng, Civil Engineering Design and Management, University of Dundee, UK
- **Nationality:** Latvian
- **Languages:** Latvian (native), English (fluent), Russian (fluent), German (basic)
- **Achievements:**

Developing and leading a new team to transform a delivery strategy for capital projects required for the evolution of the UK power grid, including review of delivery models, future workbook and resource capabilities.

Led a multi-disciplinary team to deliver a £20 million portfolio of transformer replacements to secure UK critical infrastructure. Worked collaboratively with stakeholders to manage programme and scope changes.

Managed and delivered high value (£5 million to £30 million) fast-track projects in the North Sea, working with a variety of international and independent oil & gas operators.



Dmitry Zaichenko

linkedin.com/in/dmitryzaichenko

- **Career History:** Regional Sales Manager Completions Russia/CIS, National Oilwell Varco, Moscow, Russia
Technical Sales Manager Completions, Weatherford, Moscow, Russia
Sales Manager Completions, Schlumberger, Moscow, Russia
Field Service Manager Completions, Schlumberger, Surgut, Russia
- **Education Highlights:** Executive MBA, Warwick Business School, UK
Master’s Engineering Degree, Construction & Exploitation of Pipelines and Reservoirs, Tomsk Polytechnic University, Russia
- **Nationality:** Russian
- **Languages:** Russian (native), English (fluent)
- **Achievements:**

Led a team of six that achieved around 80% revenue growth for three years. One of the great successes was a crucial integrated project with other divisions – it helped customers to reduce time of well construction from 35 days to 16 days.

Set up and developed local manufacturing of equipment at Schlumberger, resulting in product cost savings of up to 60% compared with overseas manufacturing. Increased EBIT by 16% year over year.

Implemented new sales and product planning business systems as part of a business transformation programme, increasing forecasting accuracy versus inventory utilisation by up to 80%.



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