

The IMD MBA

Eastern Europe Alumni



This selection of recent alumni highlights the kind of work experience our participants have before joining the full-time IMD MBA program, and the careers they go into after graduation or several years after.



"For seven years, each step in my career was carefully planned to fulfill my dream of experiencing the IMD MBA with its mission of growing responsible global leaders and its 'Real World. Real Learning' approach. The reality of the diverse groups and the personal development stream surpassed my expectations. It helped me better understand my own and others' behavior and develop my individual leadership style.

As I plan on setting-up my own business in Romania in the long term, the start-up project was a great bonus and gave me hands-on experience on how to build a successful business plan and the everyday challenges of a start-up company."

Ramona Dumitrache, Romanian, MBA 2010
Portfolio Manager, Nestlé Professional, Switzerland

2012

Nikola Bojic, Croatian – Global BU Business Development Manager, ABB, Switzerland
Prior to IMD: 5+ years int'l experience in the power & automation industry

Khayyam Farzaliyev, Azerbaijan – Member of the Management Board, Head of Business Development, ZQAN Holding, Azerbaijan
Prior to IMD: 10 years int'l experience in finance and general management

Marina Filippova, Russian – Assistant Manager, PricewaterhouseCoopers Consulting, Switzerland
Prior to IMD: 5+ Years strategy and supply chain experience in the metal, mining, energy and government sectors

Dina Gracheva, Russian – Business Development Manager MBA General Management Program, DOW Chemical GMBH, Russia
Prior to IMD: 9+ years in int'l marketing and business development in the consumer electronics and legal services industries

Natalya Kirilyuk, Russian – Project Leader, IAT, Nestlé SA, Switzerland
Prior to IMD: 7 years int'l experience in marketing & sales development in the FMCG industry

Andrey Shapenko, Russian – Corporate Development Manager, PPG Industries Europe Sàrl, Switzerland
Prior to IMD: 9 years experience in strategy and business development in the oil & gas industry in Russia, EMEA and Asia

2011

Galina Antova, Bulgaria/Canada – Associate, CEO Excellence Program, Siemens AG, Germany
Prior to IMD: 6 years in consulting and R&D in the hi-tech industry

Andris Ogrins, Latvian – Associate, Booz & Company, Russian Federation
Prior to IMD: 10 years experience in investments and company restructuring in CEE

Pavel Popikov, Russian – Consultant, The Boston Consulting Company, Russia
Prior to IMD: 4+ years experience in investment banking and equity capital markets

2010

Denis Bronnikov, Russian – Business Development Director, F. Hoffmann-La Roche AG, Switzerland
Prior to IMD: 7 years in sales, marketing & project management in the biopharmaceutical industry in N. America & Europe

Manuela Dragomirescu, Romanian – Program Manager Global Risk Response Network, Society of Kauffman Fellows, USA
Prior to IMD: 9 years business development, entrepreneurship & management in banking & medical products industries

Csaba Holop, Hungarian – Marketing & Sales Effectiveness Consultant, DuPont de Nemours International SA, Switzerland
Prior to IMD: 5 years experience in the European downstream oil industry with focus on process reengineering & sales

David Kryl, Czech – Associate CEO Excellence Program, Siemens, Germany
Prior to IMD: 5,5 years in global project management & process engineering in the chemical industry

2009

Eva Hubsman, Israeli/Romanian – Senior Manager, Samsung Global Strategy Group, South Korea
Prior to IMD: 8 years in finance and accounting for high-tech and early stage VC

Martin Lään, Estonian – Founding Partner, Lään & Veskimets Consulting, Estonia
Prior to IMD : 8 years in diplomacy and educational services; specialised in trade policy and information society

Vyacheslav Raykov, Russian – Business Development and Planning Manager, Philip Morris International, Switzerland
Prior to IMD: 5.5 years in business & project finance in the chemical industry across W. & E. Europe, Middle East & Africa

Yury Vasilkov, Russian – Head of Business Development & Planning, Syngenta, Switzerland
Prior to IMD: 8 years in business transformation and general management in the services industry

2008

Marius Komarek, Polish/Swiss – Business Unit Director, Bristol-Myers Squibb AG, Switzerland
Prior to IMD: 4.5 years in pharmaceutical marketing, 1 year in CRM project management

Petra Kazdova, Czech – Business Development Manager Cereals Seeds, Syngenta Crop Protection AG, Switzerland
Prior to IMD: 7+ years of finance and operations experience in the FMCG industry

Sergei Perapechka, Belarusian – Principal, The Boston Consulting Group Ltd, Russia
Prior to IMD: 4 years in management consulting, 6 years in commercial and central banking

Max Sorokin, Russian – Operations Finance Manager Europe Sector, PEPSICO International, Switzerland
Prior to IMD: 5.5 years in finance and business development in the pharma industry

A selection of prior MBA alumni

MBA 2007: Alexander Manolov, Senior Product Manager, Expedia Partner Services Group Sàrl, Switzerland
Ivica Pavic, Croatian – Managing Director, Analyticom D.O.O., Croatia
Bianca Palmer, Romanian – Head of Business Development, Elsevier NV, The Netherlands

MBA 2006: Maja Bogdanovic-Neable, Serbian/Canadian – Brand Director, Telenor D.O.O., Republic of Serbia
Maxim Kuzyuk, Russian – CEO, Izhmash group, Russia

MBA 2005: Dijana Aleksic, Bosnian – Manager Media Business Control, Inter Ikea Systems Bv, the Netherlands
Zoltan Nahoczky, Hungarian – Marketing Manager, Dupont de Nemours International Sarl, Switzerland

MBA 2004: Defne Saral, Turkish – Sales Manager, Fluorochemicals, Dupont de Nemours International Sarl, Switzerland
Roman Tarnovsky, Russian – Business Unit Leader, Crop Protection, Dupont de Nemours Int'l Sarl, Switzerland

MBA 2003: Artur Lebieczinski, Polish – Managing Partner, OMNICAPITAL, Poland
Viorel Ous, Moldavian – Managing Director, Luxury House, Russia

MBA 2002: Koray Gul, Turkish – Managing Director, Turkmen Group, Turkey
Natalia Mühlemann, Russian – Group Product Manager, Global Marketing, Nestle Health Science SA, Switzerland

"The IMD MBA is a truly unparalleled experience: you are immersed in a world of intensive learning and get pushed beyond what you thought your limits were. The class brings together incredible versatility of backgrounds and experiences - but above all, creates a highly collaborative environment. Spending long days (and nights!) in closely-knit teams, we got to know each other, as well as ourselves, at a deeply personal level. I know the friendships we built will last through our lifetime."

Roman Tarnovsky, Russian, MBA 2004
Business Unit Leader, Crop Protection
Du Pont De Nemours International SA, Switzerland



IMD MBA Alumni: Where are they now?



Khadija Hasanova

Azerbaijan, MBA 2005

Chairman of the Board, JSC Bank Respublika, Azerbaijan

When Khadija Hasanova started her banking career, her home country of Azerbaijan was at a transition point. As a Greenfield for introducing banking products, it needed new skills from bankers to set up the new infrastructure. Khadija felt she could become a pathfinder in this exciting development. But she needed knowledge. With the combination of Swiss banking skills and IMD's reputation, she didn't even think twice.

She was not disappointed. Khadija: "IMD's reputation is certainly justified. When I arrived in 2005, I was acutely aware that I was not really there for myself but was rather representing my home country with all the associated expectations. I was therefore driven and motivated. What I was not prepared for fully was just how tough it would be. It takes more than a strong mind to succeed at IMD. You need real dedication and strong leadership skills to withstand the requirements. But this is what makes IMD such a superb pool of great minds and natural born leaders. The most valuable asset I gained there was the people. My classmates, professors and all the other people I befriended. The opportunity to be around these people was an invaluable experience. Finally, the means justified the end and all the hard work paid off. The person who arrived at IMD was a different person to the one who left."

Before her MBA, Khadija was mainly a part of complex state institutions. She worked at the International Bank of Azerbaijan, which was owned by the State, and later at the National Bank of Azerbaijan - a regulator and policy-setter for the local bank industry. Khadija: "Upon my return from IMD I became head of one of the commercial banks. This is different from working in a government institution. Whereas before I was in the position of regulator, policy-maker for business entities, I am now leading the business entity myself and have to comply with requirements of various regulators and stay profitable at the same time."

"I made many friends during the MBA program and am still in touch with them regardless of their location. We are involved in each other's professional lives, exchange ideas and often discuss problems and ways to resolve them. Moreover, I am an IMD Alumnus and advise people interested in education at IMD, their prospects to do so and share inside hints on off-campus living. I look back at my time at IMD with great fondness."



Stanislav Bogdanovski

Russian/German, MBA 2000

Regional Director Eastern Europe, AstraZenica, Hungary

"The most important thing I took away from the IMD MBA program was not the skills I learned, but rather the approach, the thinking, the view on business. And I have learned a lot about leading teams, by applying the techniques and understanding I acquired at IMD," says Russian/German MBA graduate, Stanislav Bogdanovski.

Stanislav had been considering taking an MBA for some time, so when he became stranded after major restructuring at the Russian office of MSD (Merck & Co) in 1998, following the breakdown of Russian economy in August of that year, he knew the time was right: "I remember on the night of announcement, I sat down and said to myself--it is now or never: I had time, money and motivation."

"I had three conditions for selecting where I should go for my MBA. I wanted a top school and, as I was already 33, I did not want to spend another two years studying. For me IMD was the best choice."

Stanislav believes that his IMD experience opened up new career opportunities "The MBA helped me to get three job offers in three totally different areas of employment: consulting, sales and marketing, and business development/headhunting. Finally I decided to go back to industry, which I don't regret. I was appointed as a Business Unit Director for Schering-Plough in Russia and then promoted two years later to General Manager of operations in the Czech Republic (an organization with a turnover of about \$30 million and a headcount of 70 some people, including a subsidiary). I remember taking the full P&L into my hands for the first time in my life on the first week in my new position. I followed my professor's advice (Bob Howell)--I ran two fingers through the lines comparing the major growth/decline drivers and was able to discuss it with my Finance Director with confidence, and even made some reasonable comments!"

"20 months into my Czech assignment I was headhunted by AstraZeneca for a Russian GM job. I was not selected at that time, but the connection remained, which - 1,5 years later - resulted in an offer of the job of Regional Director Eastern Europe. I was excited about the job and accepted."

Aside from the geographical move from the Czech Republic to Hungary that this change entailed, Stanislav found that the change from a local to a regional job required a different skill set. He also had to switch from an American style US\$ 40M organization to a US\$ 150M European one, changed from managing one P&L to eight and changed products as well. "The only thing I kept was the pharma industry and general management responsibility!"

"Positioning myself in an organization led by very smart and hard working people highlighted the importance of communicating my objectives and working style properly to my subordinates. At the beginning, my lack of small talk earned me the perception of being 'Stan the Terrible' and it took me quite a while to rebuild their true picture of myself."

Read more alumni stories at : http://link.imd.org/mba_alumni

Alumni Clubs

www.imd.ch/alumni/clubs

Our network of IMD alumni connects you with more than 75,000 executives from over 140 countries. The network is structured into more than 40 alumni clubs as well as more focused groups.

In this region, we currently have clubs in:

- Czech Republic
- Hungary
- Poland
- Russia