

The IMD MBA

Master of Business Administration
Class of 2019



1st INTERNATIONAL
1-YEAR MBA PROGRAM
Forbes 2017

1st NON-US SCHOOL
GLOBAL MBA RANKING
Bloomberg Businessweek 2018



1st
WORLDWIDE
OPEN PROGRAMS
7 YEARS IN A ROW
Financial Times | 2012-2018

The IMD MBA – 1 year program

An intimate, personalized leadership experience delivering an unmatched emphasis on entrepreneurship, globalization and digitalization, while equipping participants with the classic MBA toolkit.

Our 1:2 Faculty MBA ratio enables professors to get to know each class member's profile and aspirations, and to draw on their experiences during class discussions. Individual leadership coaching and career advice helps participants to better understand their strengths and weaknesses and the strong experiential element of this transformational program creates an environment that encourages MBAs to fulfill their potential.

Entrepreneurial Start-up Projects

Teams advise early-stage, high-tech start-up ventures on their business plan [3 months, part-time]
In Switzerland

Digital Lab

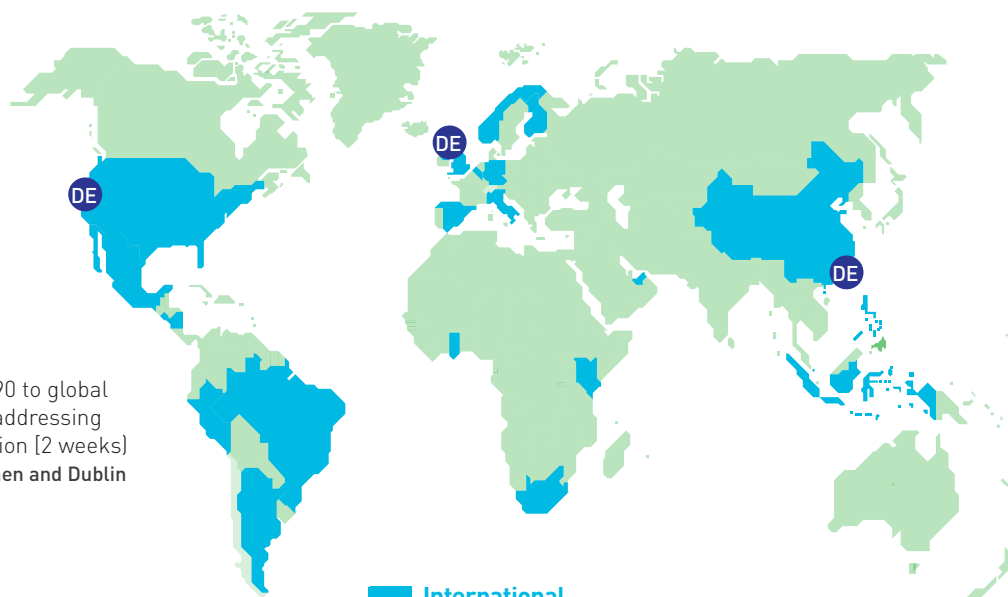
Accelerates digital technology expertise and hands-on programming skills [1 week]
In Switzerland

Innovation Lab

Cultivates design thinking experience to devise viable solutions for complex challenges [1 week]
In Switzerland

DE Discovery Expedition (DE)

Exposes the class of 90 to global innovative tech hubs addressing business transformation [2 weeks]
In Silicon Valley, Shenzhen and Dublin



International Consulting Projects (ICPs)

Teams address the chosen strategic challenge of a multinational, providing concrete recommendations to top management [8 weeks, full-time]
Worldwide

The year-long journey prepares candidates for a fast-paced, evolving world. Throughout the year, IMD MBA participants develop the tools, skills, and self-awareness necessary to become the top business leaders of today and tomorrow. They graduate ready to make an immediate impact and equipped to play a role in shaping our society.

Class of 2019 – diverse and experienced

Class enrollment

90

Nationalities represented	39
Average age at entry (min. 25)	31
Average years of work experience (min. 3)	7
Average GMAT	680
Women	28 %

International diversity

Asia	34 %
Western & Southern Europe	32 %
Central Eastern Europe	18 %
Latin America	11 %
North America	3 %
Middle East / Africa	2 %

Nationalities represented

Albania	India	Slovenia
Argentina	Italy	South Africa
Belgium	Japan	South Korea
Brazil	Monaco	Spain
Canada	Morocco	Sweden
Chile	Netherlands	Switzerland
China	Norway	Taiwan
Colombia	Pakistan	UK
Croatia	Peru	USA
Denmark	Philippines	
France	Poland	
Germany	Portugal	
Georgia	Romania	
Greece	Russia	
Hong Kong	Singapore	

Leadership and responsibilities

51% managed teams of 10+ prior to their MBA

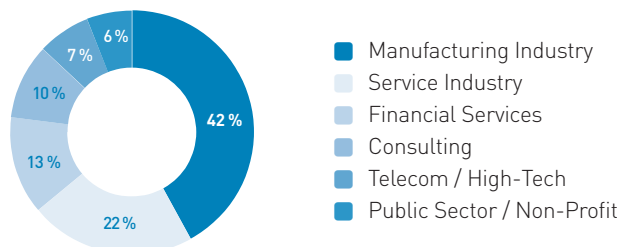
Digital experience

56% have been involved in digital transformation

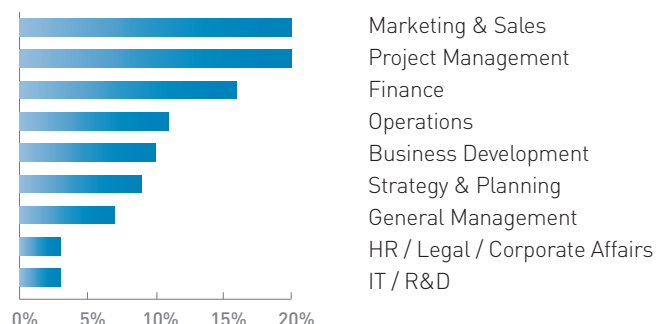
Entrepreneurial experience

39% have had start-up experience

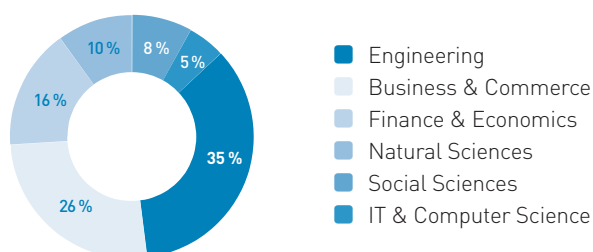
Industry background



Functional diversity



Educational background



IMD MBA 2019 class profile



Ezequiel Abachian Alvarez

Nationality Spanish, Argentinian
Contact ezequiel.abachian@mba2019.imd.org
Languages English, Spanish, French, German (G), Italian (G)
Degrees BEng (Hons) Mechanical Engineering, University of Mar del Plata, Argentina

9 years' experience in manufacturing management, continuous improvement, product development and sales in industrial companies

Key Account Manager, Ceratizit, Luxembourg

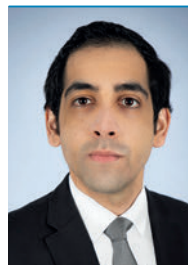
- Managed an international sales team that outperformed revenue targets by 20%, through the development and introduction of customized products fulfilling market demands
- Contributed to the optimization of supply chain by integrating customer KPIs

Manufacturing Services Coordinator, Tenaris, Argentina

- Deployed the industrialisation of new products and standardized best manufacturing practices along production sites worldwide, training local technicians and operators
- Led two projects to improve cycle times and standardize tools, decreasing machine set-up time by 10% and reducing the buffer inventory by 20%, resulting in \$3m savings

Process Improver, Tenaris, Argentina

- Supervised 40 shift operators in five production units; increasing productivity by 5% and reducing scrap rate in 2 lines to record lows by implementing lean manufacturing techniques
- Planned monthly consumable purchases for \$500k and administrated stock worth \$2m



Syed Aamir Ahmad

Nationality Dutch
Contact aamir.ahmad@mba2019.imd.org
Languages English, Urdu, Dutch (G), Spanish (B)
Degrees BA Economics and Management, McGill University, Canada

5 years' international experience in strategy, project management, business development, and transformation across financial services, start-ups, and the food & agriculture industry

Project Manager, Cargill, the Netherlands

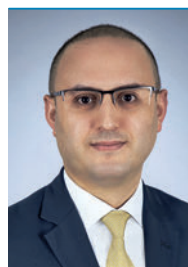
- Managed seven cross-functional transformation and continuous improvement projects, with teams of 10+ members, to support change management and drive customer satisfaction
- Revamped the sales and contract process, to integrate sales with supply chain

Advisor, Consultant for Start-Ups, UK

- Advised multiple start-ups on their product ideation, transformation and growth strategies

Program Manager, Mastercard, UK/Singapore

- Supported divisional leadership as Chief of Staff, and assisted C-suite on strategic projects
- Created and implemented a project management framework for multiple global public-private strategic partnerships, comprising a total gross volume of \$10bn+
- Guided a global travel partner in the UK, signing a \$300m+ gross volume deal
- Led regional alignment and go-to-market initiatives for the partnerships team, working with divisional leadership to drive opportunities across LAC, NAM, EU, MEA and APAC



Kamal Aissa

Nationality German, Moroccan
Contact kamal.aissa@mba2019.imd.org
Languages English, German, French (B), Arabic (B)
Degrees Diploma Computer Science - Business Information Systems, TH Cologne, Germany

10 years' international management consulting experience across industries and functional areas, with team management and business development responsibilities

Manager, A.T. Kearney Middle East & Africa, UAE

- Led national railway sector reform with 15+ team members and 150+ stakeholders, covering sector structure design, privatization model definition, and PMI program set-up
- Managed procurement value delivery and operating model assessment for leading airline
- Steered project to implement intelligent transport system within a \$23bn PT program

Associate, A.T. Kearney Middle East & Africa, UAE

- Developed strategy for a 50 sq. km & >\$5bn industrial cluster catering to six energy sector segments covering selection of 60+ value chains and an approach to attract future tenants
- Managed operating model design and partner selection for a \$180m railway O&M contract

Analyst to Associate, A.T. Kearney Middle East & Africa, UAE

- Co-led managed services outsourcing project for a ME telco, improving EBITDA by 2%
- Supported a global supply chain and enterprise performance transformation program for a global chemical company across three regions, six business units and 150+ stakeholders



Perwez Akhtar

Nationality Indian
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Languages English, Hindi, Urdu (G)
Degrees MSc Engineering, University of Michigan, USA; BEng, VTU, India

9 years' international experience in product development, process improvement and change management in the automotive industry

Technical Specialist, Cummins Inc., USA

- Led a cross-functional team across two business units to develop a novel product validation process, reducing development time by ~10%
- Steered programs to select engine architecture that met customer and environmental requirements, mitigating potential legal liabilities and downtime costs of ~\$10m

Senior Engineer, Cummins Inc., USA

- Developed the hardware and software of an introductory engine for a new overseas market ~800k units p.a., ensuring capability to meet future emission regulations
- Created a new method for estimating transient capability of hardware, saving ~\$300k in product validation costs

Assistant Manager, Mahindra Farm Equipment Sector, India

- Received the President's award for reducing manufacturing costs by \$250k p.a.
- Managed change in products and operations, reducing hours in assembly downtime



Tulio Barcelos

Nationality Brazilian
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Languages English, Portuguese, Spanish (B)
Degrees BEng Electrical Engineering, Universidade Federal de Minas Gerais, Brazil

9 years' experience in strategic planning, operations and leadership in the tech, financial holdings and basic materials industries

Senior Operations and Logistics Manager, Uber, Brazil/India

- Led the region's operations and marketing team managing \$3.5m annual budget; reached team satisfaction of 100% (2600bps+ above average) and a Net Promoter Score of 80+
- Managed customer engagement initiatives that led to an increase of 56% in revenues
- Headed local marketing campaigns that increased brand favorability by 1500bps
- Built up a new support framework for drivers that generated \$10.8m in annualized savings
- 1st Brazilian to partake in the global exchange program; assigned to work in India for three months to develop the first country-wide automated communication process for drivers

Strategy and Planning Consultant, Votorantim Industrial, Brazil

- Co-designed and launched the business case and spin-off of a major real estate company, with \$1.3bn enterprise value, within the group's assets portfolio
- Assigned as consultant responsible for the group's financial consolidation to support board-level decision making for all basic materials operations



Anna (Any) Barskaya

Nationality Russian, German Resident
Contact anna.barskaya@mba2019.imd.org
Languages English, Russian, German, French (B)
Degrees MSc Computer Science, Bauman Moscow State Technical University, Russia

10 years' international experience in complex digital transformation and automation programs, business development, and change management in banking and professional services

Program & Change Manager, Medivas GmbH & Co. KG, Germany

- Developed and implemented a transformation program to launch a digital signage service, contributing €500k in revenues within the first 12 months
- Redefined the value proposition, elevated online presence, and optimised the proposal delivery process to increase sales leads by 18% in one year

Adoption & Change Manager, KPMG International, the Netherlands

- Accelerated the rollout of the new global smart audit platform, for 40k audit professionals
- Convinced EMEA CIOs to establish a regional IT Project Management community; initiated and drove the project to deliver the first shared service to 31 member firms

Head of IT PMO/Project Manager/Business Analyst, KPMG CIS, Russia

- Led IT portfolio of 80+ internal automation projects with a total budget of €15m

System Analyst, Barclays Bank, Russia

- Analyzed and automated the capture of transactions for anti-money laundering reporting

IMD MBA 2019 class profile



Gianmarco Bonaita

Nationality Italian, Swiss B Permit
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Languages English, Italian, Spanish (G), French (B)
Degrees MSc International Management (Dual Degree), Bocconi University, Italy / IIM Ahmedabad, India; BSc Business Administration, Bocconi University, Italy

3 years' international experience in strategy design, business planning, organization transformation and commercial/vendor due diligence

Associate/Consultant, The Boston Consulting Group, Switzerland

- Developed a business plan to achieve ~200% top & bottom line growth for a PE-acquired firm through the continuous engagement of shareholders and management
- Led a consultant in commercial due diligence and designed the growth strategy for a leisure industry business to increase ~100% revenues
- Improved customer value proposition and reduced costs by 10% by redesigning the operating model of a division of a leading universal bank; plan implemented by client
- Performed vendor due diligence for a luxury goods player to assess market potential and target performance; led an agency to run consumer surveys across countries
- Redesigned the operating model of a global food manufacturer to reduce costs by 20% and increase agility by optimizing reporting lines and removing one organizational layer

Consumer & Market Associate Manager, Procter & Gamble, Switzerland

- Engaged three departments to optimize product portfolio to increase revenues by ~2%



Maisie Borrows

Nationality British
Contact maisie.borrows@mba2019.imd.org
Languages English, French (G), German (B)
Degrees BSc (Hons) Psychology, University College London, UK

4 years' experience in management consulting and political research with a special focus on improving the healthcare system in the UK

Research Manager, Reform (political think tank), UK

- Managed a team of seven researchers, producing policy reports on optimizing data to improve cancer care, blockchain in healthcare and the future of the NHS estate
- Contributed to policy by presenting research to Ministers and UK and int'l media outlets including Sky News and the BBC
- Chaired influential policy events, leading to recommendations implemented by government

Management Consultant, PwC, UK

- Led the delivery of a live dashboard to track activity at a large UK hospital, achieving cost savings from reduction in escalation beds and improving A&E performance
- Collaborated with key stakeholders to implement the live dashboard for additional clients, equating to £3m+ in revenues
- Coached clients in a two-year transformation project at an academic hospital, using LEAN methodology to improve efficiency in the outpatients team



Stepan Braginskiy

Nationality Russian
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Languages English, Russian, French (B)
Degrees Chartered Accountant, ACCA, UK; BSc Economics, Novosibirsk State University, Russia

10 years' international experience in finance, asset management and strategic planning across companies in different stages of maturity

CFO, ECE Projektmanagement, Russia

- Collaborated with CEO to devise the strategy and drive portfolio growth by 330% to \$1.8bn, onboarding commercial properties of top Austrian, Turkish, Armenian and Russian funds
- Prioritized resource allocation along the value chain to guide turnaround, bringing the company back to profitability amidst industry crisis in the first four months in the role
- Mobilized multidisciplinary teams to stabilize portfolio cash flows and reshape strategic positioning of assets after a 25% drop in consumer confidence
- Facilitated scaling up the business from 80 to 200 FTEs by organizational & process redesign
- Led finance & asset management teams of 25+; improved productivity by 75% in three years

Audit Project Manager, Ernst & Young, Russia

- Led multiple cross-functional teams of 15+ employees responsible for financial audits of public companies worth up to \$60bn across the transportation, telecom, mining & energy sectors
- Advised int'l clients on tax planning, controls & process improvements, with \$16m added value



Alexander Lommer Broe

Nationality Danish
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Languages English, Danish, French (B)
Degrees MSc Food Science and Technology, Copenhagen University, Denmark

5 years' experience in change management, negotiations and project-design-to-implementation in the pharmaceutical industry

Associate Category Manager, Procurement, Novo Nordisk, Denmark

- Achieved 15% savings & closed compliance gaps as project lead for facility service tender
- Led production waste tender and aligned category to the renewable-resources strategy
- Developed strategy for eight categories; approved with acclaim from top-management

Project Manager, Novo Nordisk, Denmark

- Implemented global procurement procedure across production sites in Brazil, China, DK and the USA, targeting regulatory compliance and cost savings
- Designed the approach for closing compliance gaps in the procurement process; implemented with acclaim from senior quality management
- Led three associates to verify and test the procurement procedure at five production sites
- Managed three peers to document the procurement procedure before rollout

Associate Project Manager, Novo Nordisk, Denmark

- Collaborated in the scoping of a new global procurement procedure



Alexander Burasov

Nationality Russian
Contact alexander.burasov@mba2019.imd.org
Languages English, Russian
Degrees Candidate of Sciences (PhD) in Chemistry, IOC - Russian Academy of Sciences, Russia; MSc Chemistry, Mendeleev University, Russia

10 years' international experience in sales, marketing and business development in the chemical industry

Senior Sales Expert, Sibur, Russia

- Proposed optimal distribution of \$3bn sales streams for the new \$9bn investment plant currently under construction; formulated optimized portfolio of ~40 products for the plant matching both the demand and production limitations

Account Manager, Dow Europe GmbH, Russia

- Managed 20+ accounts in CIS within a three product line business with total sales of \$6m
- Introduced five new products, generating annually \$500k in sales, and acquired 10 new customers accounting for \$1.5m in revenue
- Reorganized and built new distribution network comprised of six distributors in Russia, Ukraine and Kazakhstan with additional sales potential of \$1m

New Business Development Representative, Dow Europe GmbH, Russia

- Developed \$500k annual sales business in the new segment



Marcelo Cardoso

Nationality Brazilian, Portuguese
Contact marcelo.cardoso@mba2019.imd.org
Languages English, Portuguese, Spanish (G)
Degrees BSc Business Administration, Fundação Getúlio Vargas, Brazil

10 years' experience in the infrastructure sector, focusing on project finance and business development

CFO, Odebrecht Rodovias, Brazil

- Led financial planning, treasury & project finance teams at holdco level; provided business performance analysis to shareholders and negotiated project restructuring with banks
- Co-led \$490m corporate debt restructuring with nine banks, avoiding cross-defaults
- Closed a \$30m debenture issuance, avoiding the expiry of concession agreements
- Supported shareholders' divesting process in relationships with local and foreign investors

CFO, Rota do Oeste and Bahia Norte SPVs, Odebrecht Rodovias, Brazil

- Led 10 renegotiations of a \$270m bridge loan with development and commercial banks
- Closed \$55m long-term project financing with regional banks to invest in a greenfield road
- Coordinated a 7% reduction in costs, through downsizing and supplier renegotiations

Business Development Manager, Odebrecht TransPort, Brazil

- Led cross-functional teams through technical and economical feasibility studies for three toll road projects structuring with Capex of \$2bn+

IMD MBA 2019 class profile



Jaime Charad

Nationality Chilean
Contact jaime.charad@mba2019.imd.org
Languages English, Spanish, French
Degrees PEng (Hons)/BEng Civil Engineering, Major in Transportation, Pontifical Catholic University of Chile, Chile

8 years' experience of corporate strategy, leadership, business development and supply & demand planning in the apparel and fashion industry

General Manager, Hilandería Maisa, Chile

- Managed 115+ employees and led the company's strategy, finance, production and sales with an annual forecast of \$6.5m in revenues
- Headed cross-functional teams and restructured strategies by expanding customer portfolio and introducing new product lines to boost sales from \$3.3m to \$5.8m
- Developed a fast-fashion supply chain program with multinational retail store leaders, such as Falabella and Cencosud, in Argentina, Chile, Colombia and Peru to reduce lead times and increase net profit by 58%

Sales Manager, Hilandería Maisa, Chile

- Led sales team and managed wholesale & direct-to-consumer portfolios in highly competitive environments to boost overall annual sales from \$2.5m to \$3.3m
- Orchestrated the establishment of six craft stores to diversify product placement, handled store concept and profitability, merchandise mix, marketing campaigns and supply chain



Georgii Chargeishvili

Nationality Russian, Austrian Resident
Contact georgii.chargeishvili@mba2019.imd.org
Languages English, Russian, Georgian (B)
Degrees BS Economics, FINEC of Saint-Petersburg, Russia

10 years' international experience in finance, operations and project management, predominantly in the petrochemical industry

Deputy CFO, Sibur International, Austria

- Managed a team of 11 to execute operational & strategic activities of \$3bn sales business
- Introduced receivables factoring program resulting in working capital savings of \$3m p.a.
- Led a cross-functional team of 10+ to create the organizational strategy for 2019-2023 of the international sales & marketing division with a headcount of 130+

Audit Manager, Sibur, Russia

- Built and guided a team of five in Western Siberia to perform audits of regional plants and report findings/recommendations to top management and the audit committee
- Implemented internal control system in the group's international sales subsidiary with offices in Austria, Turkey and China

Senior Consultant, PwC, Russia

- Led 10 team members to conduct audit and consulting projects for manufacturing, retail & logistics companies; ensured timely and high-quality completion of 100% of assignments



Chun-han (James) Chien

Nationality Taiwanese
Contact james.chien@mba2019.imd.org
Languages English, Mandarin
Degrees BSc Industrial and Information Management, National Cheng Kung University, Taiwan

8 years' international experience in key account management, efficiency improvement and innovation in the electronic and chemical industries

Key Account & Sales Manager, Henkel, China/SE Asia

- Led sales team of six to achieve \$3m revenue growth, with market share increasing from 25% to 52% in adidas factories within two years
- Advised five customers with factories of 5000+ workers on production line efficiency and improvement opportunities based on customized solutions
- Guided technical team to allocate sufficient resources for customer solutions development
- Initiated local best practice sharing and expedited SE Asia revenue growth of \$300k+

Industrial Engineering Manager, Pouchen Corporation, China

- Led a team of five to perform production data collection, validation and internal line audit
- Initiated and designed a labor cost negotiation tool to increase selling price by 1.5% overall
- Generated comprehensive evaluations of manufacturing process, manpower, machinery and material to support senior management's decision-making in asset investment



An Yee Angelina Cho

Nationality Chinese, British
Contact angelina.cho@mba2019.imd.org
Languages English, Cantonese, Mandarin, Japanese (B), Spanish (B)
Degrees BBA (Hons), The Chinese University of Hong Kong, HK; Financial Risk Manager (FRM), USA; Certified Public Accountant (CPA), HK

9 years' international experience in financial planning & analysis, financial controllorship and strategic planning in Asia, Europe, Africa and the USA

Assistant Finance Manager, VF Hong Kong, HK

- Built brand strategic financial plan with \$400m+ revenue, reporting to HQ in the USA
- Supported product and marketing teams to formulate product strategy and marketing calendar, achieving revenue growth of \$12m+ YoY through strategic resource allocation
- Directed business expansion strategy by evaluating business metrics and financial data of a portfolio with 180+ retail stores, improving net income by \$500k+ YoY

Assistant Manager, Pricing & Costing, VF Hong Kong, HK

- Developed and rolled out a process to analyze price and mix of 18k+ products p.a., assisting brand teams to present pricing strategy and assortment architecture to C-suite for approval
- Designed a database with external consultants, improving process efficiency by 40%

Senior Brand Management Analyst, VF Asia Pacific Sourcing, HK

- Collaborated with retail and licensing teams in APAC, EMEA and the USA to establish internal control environment for stores and licensees - covering 32% of global revenue



André Costa

Nationality Portuguese
Contact andre.costa@mba2019.imd.org
Languages English, Portuguese, Spanish, French (B)
Degrees MSc Veterinary Medicine, University of Lisbon, Portugal

8 years' international experience in business intelligence (BI), operations & logistics, business transformation and customer management

Business Support Analyst (Asia, Middle East and Africa), Aviagen, UK

- Ensured the region's BI needs by developing a user-friendly online tool to monitor several financial/non-financial KPIs; contributing to multimillion-dollar profit increase over two years
- Designed and led a project to improve inland and air freight efficiencies and negotiation processes, generating savings of \$0.5m p.a. with \$1m forecast by project end
- Managed several global, interdepartmental projects to re-engineer key business processes

International Technical Manager (Middle East and Africa), Aviagen, UK

- Engineered operational turnaround of a key distributor; profit increase of \$1.3m over a year
- Managed five key accounts across the Middle East & Africa with multimillion-dollar turnover

Technical Director (Rações Zêzere) / Veterinarian (Zêzerovo/Uniovo), Portugal

- Led a team of 30+ and was responsible for all manufacturing processes, supply planning and nutritional formulation aspects of a large national animal feed mill
- Responsible for the animal health of Portugal's biggest egg producer



Swati Dalal

Nationality Indian
Contact swati.dalal@mba2019.imd.org
Languages English, Hindi
Degrees PGDM, MDI, India; BA (Hons) Economics, Delhi University, India

9 years' business development, growth strategy and team leading experience across the steel, hospitality and retail sectors

Senior Manager - Business Development, Trent Limited (Tata Group), India

- Headed franchise operations for Westside-flagship fashion brand of Tata group
- Led team of eight executives and managed all existing (40) and future franchisees
- Led 100% growth in a number of stores, bringing in incremental investments of over \$10m
- Developed strategic investment models and streamlined processes leading 20% LFL growth

Business Development Manager, Taj Group of Hotels (Tata Group), India

- Identified investment/management opportunities for Taj brands in India and SE Asia
- Executed management contracts accounting for over 400 rooms/\$100m+ investment
- Led company investments of \$70m+ in new build and renovation projects

Customer Account Manager, Tata Steel Limited (Tata Group), India

- Designed and executed go-to-market strategy for retail products in India
- Set up distribution network of 1500+ dealers, leading a team of nine executives
- Managed sales of over 30k MT of hot rolled coils accounting for \$26m

IMD MBA 2019 class profile



Galiia Dautova

Nationality Russian
Contact galiia.dautova@mba2019.imd.org
Languages English, Russian, Tatar
Degrees Diploma of Economics/BA Economics (Diplomas with Honors), Russian State Technological University, Russia

Finance expert with 11 years' cross-functional experience in banking and project management

Deputy Head of Services and Technologies Department, VTB Group, Russia

- Managed a portfolio of products and services for (U)HNWIs, incl. financial advisory and digital projects to enhance client experience and optimize business processes
- Created the concept and launched a unique to the market tech solution for financial deal execution, with relationship manager workload decreasing by 68% and client satisfaction rates reaching 80%; the idea was adapted and scaled by other business divisions

Senior Finance Expert, GE Money Bank Russia - GE Capital, Russia

- Delivered financials for C-suits in the US & UK, assessing business growth and its funding
- Led teams across global locations in the UK, US, India & EU to deliver strategic planning cycles

Lead Finance Expert, Alfa-Bank, Russia

- Examined investment initiatives of Bank Corporate Divisions for the CFO
- Built a reporting platform recognized by sales team and management as the main business decision making tool



Olivier De Liedekerke

Nationality Belgian
Contact olivier.deliedekerke@mba2019.imd.org
Languages English, French, Dutch (G)
Degrees MEng (Magna Cum Laude) Applied Physics and Chemistry, Université Catholique de Louvain, Belgium

7 years' international experience in leading transformation and continuous work process improvement and simplification

Performance Control Engineer, Total, Belgium

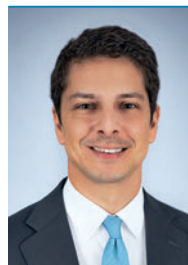
- Led workflow improvement initiative in collaboration with support team to evaluate the economic impact of events affecting the flagship plant, improving workflow efficiency by 60%
- Designed a data visualisation tool to enable comparison of different production scenarios

Supply Chain Software Support Engineer, Total, France

- Spearheaded the migration of a supply chain software into three French and German industrial facilities within compressed project timelines and complex technical environments
- Initiated the revamp of an optimization software to maximize synergies with existing solutions and to improve user-friendliness, bringing a profit of \$0.5m p.a.
- Led cross-functional team of 20 in a project to synthesize manufacturing best practices

Project Management Process Coordinator, Total, Belgium

- Collaborated with global teams to ensure project deliverables were presented to senior management according to company's standard; evaluated project economics worth up to \$90m



Pedro de Mello

Nationality Portuguese
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Languages English, Portuguese, Spanish (G), French (B), Italian (B)
Degrees MSc Management, Catolica Lisbon, Portugal; BSc Economics, Catolica Lisbon, Portugal/Exchange, Bocconi University, Italy

8 years' experience in mergers & acquisitions, managing deals in sectors such as retail, TMT and industrials

M&A Manager, Sonae, Portugal

- Expanded the 'health & wellness' business internationally by leading the acquisition of a Spanish retail chain of perfumeries with €100m+ in sales
- Transformed an underperforming business through the merger of Sonae's sports retail business with a global sports retailer in Iberia, creating a group with €500m+ in sales
- Led cross-functional teams of 15+ in the acquisition of an organic restaurants chain, responsible for the valuation, due diligence and contractual negotiation workstreams

Consultant, Portugal Telecom, Portugal

- Worked with the top management on the €2bn merger with the largest telco in Brazil

M&A Associate, Millennium Investment Banking, Portugal

- Advised a French group on the acquisition of the Portuguese airports' operator for €2bn
- Collaborated on the financial restructuring of a construction group with €400m+ in debt
- Assisted an African group acquiring a touristic operator for €40m; led valuation workstream



Mirko Deckler

Nationality French, German, Swiss B Permit
Contact mirko.deckler@mba2019.imd.org
Languages English, German, French (G), Spanish (B)
Degrees BA Business Administration, The Open University, UK; BSc Business Informatics, Cooperative State University Loerrach, Germany

6 years' experience in international strategic investments and competitiveness; objective and integrative personality with the ability to solve complex problems

Pharma Capital Management Controller, F. Hoffmann-La Roche, Switzerland

- Defined divisional real estate strategy framework to identify and realize savings of \$100m+; increased company profitability and staff satisfaction
- Steered workgroup for infrastructure investments as part of strategic program to redesign business models across 16 countries in EEMEA with total population of >650m

Quantitative Market Research Analyst, F. Hoffmann-La Roche, Switzerland

- Designed and led integrated workshops with 10 contributors to define purpose statement and rebranding of department resulting in improved internal and external collaboration
- Renegotiated with telecom carrier and changed policies to achieve cost savings of >38%
- Led competitive intelligence team for project to preserve revenue-at-risk of ~\$100m

Internal Consultant, F. Hoffmann-La Roche, Germany/Switzerland/USA

- Headed global initiatives to improve clinical study spend forecast to free up ~\$150m/25% of budget and allowed early start of additional studies leading to increased revenue



Arjun Dhaut

Nationality Dutch
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Languages English, Hindi, Dutch (G), French (B), Spanish (B), German (B)
Degrees BEng Computer Sciences, Netaji Subhash Institute of Technology, India

11 years' experience in new business development, investor relations, sales and change management across Europe and Asia

Founder & Senior Advisor, Olivaw, the Netherlands

- Grew an energy product design start-up from zero to 17+ FTEs by partnering with \$400m supplier to TESLA, generating >\$1m sales and establishing India's 1st Mesh Tech Lab
- Turned around a metering start-up facing bankruptcy by raising \$384k, helping it achieve the first certification for smart meters in the Indian SME landscape & an order for \$308k

Principal, Cognizant, the Netherlands

- Established corporate footprint in European market by generating total sales of €10m and delivering strategic change programs with budgets up to €2m for two industry verticals
- Ensured continued business relations with €58bn banking client, by restructuring team of 40, resolving a €1.5m dispute and negotiating new budgets of €600k

Senior Consultant, Accenture, the Netherlands

- Collaborated with site directors to ensure flow of ~€250m/ month to the space industry and achieve 100% adoption of new marketplace for space programs in 20 EU member states



Gavin DSouza

Nationality Indian
Contact gavin.dsouza@mba2019.imd.org
Languages English, Hindi, Marathi (G), French (B)
Degrees MBA, NMIMS Mumbai, India; CFA Level 2 Candidate; BEng Computer Engineering, Mumbai University, India

6 years' international cross-functional experience in business strategy and account management across multiple industries

Key Account Manager, Givaudan, South & South East Asia

- Led multicultural teams to increase portfolio growth from 10% to 25%, through contract negotiation, business development & streamlining inefficiencies; won \$5m in new sales p.a., for three consecutive years; resulting in an upward portfolio valuation from \$12m to \$30m
- Pioneered warehousing models to reduce last-mile lead times by 40% across South Asia

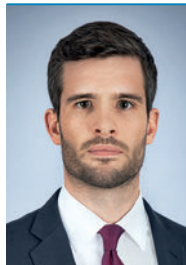
Business Development Manager, Givaudan, Singapore

- Spearheaded financial analysis, modelling & restructuring of production cost allocation; designed new SAP module for cost apportionment, implemented globally in 2016
- Created \$8m in new prospects by overhauling sales strategy and resource allocation

Management Associate, Givaudan, India

- Piloted endeavour to shift production of key products from Singapore to India by capitalizing on South Asia FTA; secured 5% duty benefit to clients and +7% internal margin improvement
- Sole candidate selected from India for the flagship leadership program from >300 applicants

IMD MBA 2019 class profile



Graham Egan

Nationality American
Contact graham.egan@mba2019.imd.org
Languages English, German (G), Spanish (B)
Degrees BA English and American Literatures (Cum Laude), Middlebury College, USA

7 years' experience in strategy, marketing and operations, partnering with executives to solve global business challenges

Senior Manager, Marketing Operations, Yext, USA

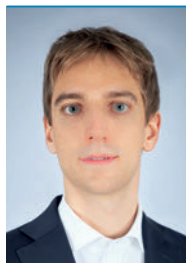
- Led team that created publications for digital marketing in US, UK and Germany, generating \$4.4m p.a. in revenues and leading to a successful IPO on NYSE
- Oversaw global initiative to improve sales team efficiency, capturing \$4.1m in revenues through strategic alignment, software implementation and training
- Managed three-day agenda for 1000-attendee conference with a budget of \$3.2m

Associate Director, Board of Directors, Little Rapids Corp, USA

- Elected by family owners to represent family interests on company Board of Directors
- Conducted 10-year financial analysis of board-approved investments and implemented a new process for evaluating management recommendations

Account Executive, Edelman, USA

- Advised CEO and C-suite executives from Fresenius Germany and Merck
- Designed and led competitive research assignments with teams of four analysts



Luca Emanuele Facchini

Nationality Italian
Contact lucaemanuele.facchini@mba2019.imd.org
Languages English, Italian, French (B), Portuguese (B)
Degrees MEng (Hons), St. Anna School of Advanced Studies, Italy; MSc/BSc Aeronautical Engineering, University of Pisa, Italy

3 years' international experience in strategy consulting

Associate III, Strategy& (formerly Booz & Company), Italy

- Advised a global energy company on new business model opportunities within e-mobility revolution - coordinated pipeline set up in a recently acquired start-up in San Francisco

Associate II, Strategy&, Italy

- Advised the Energy Regulatory Commission in Thailand - guided a team of analysts and int'l experts in the determination of Thailand's new electricity tariff structure and rates
- Supported electricity sector reform in Libya - collaborated with the World Bank in Tunis, and discussed the impact of proposed actions (up to \$1.3bn) on Libya's national budget

Associate I, Strategy&, Italy

- Supported an int'l team in Germany in the assessment of a European airline's restructuring plan - identified €150m EBIT at risk in the business plan
- Evaluated the attractiveness of acquisition targets for an American rail technology manufacturer, a global satellite-service provider, and a developing national banking group



Uzair Fahmi

Nationality Indian
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Languages English, Hindi
Degrees Financial Risk Manager (FRM), USA; BEng (Hons) Chemical Engineering, BITS Pilani, India

7 years' international experience in global pharmaceuticals and market-shaping programs in public healthcare

Independent Consultant, Clinton Health Access Initiative, India

- Led consumer and provider research to identify opportunities in private sector for increasing pregnancy supplements; presented recommendations to the Gates foundation
- Secured a \$1.2m external grant to improve price points and access to cancer drugs by developing a proposal of pooled procurement strategy

Brand Insights Manager, Novartis, India

- Led a \$500k attitudinal segmentation study of oncologists across key pharma markets
- Consulted the Australian brand team on key issues of an oncology drug by conducting advisory boards, prescription data analysis and physician interviews

Manager, Novartis, India/Nordics/Switzerland

- Developed Nordic patient forecasts for securing market authorization of a cancer therapy
- Worked cross-functionally to develop a five-year outlook forecast of a \$250m oncology BU
- Coached and led five peers to establish a new \$300k analytics contract with nine EU BUs



Alexis Fissore

Nationality Monegasque, American
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Languages English, French, Italian (G)
Degrees MA Management, Grenoble Graduate School of Business, France

Sales professional with 4 years' experience in the consumer products industry and asset management sector

Fund Analyst Intern, Monaco Asset Management, Monaco

- Proposed multi-asset investment decisions based on the financial analysis of funds
- Led one-to-one meetings with fund representatives and managers from the US, Japan and Europe; evaluated future and current positions which represented €30m on average
- Developed a new extraction process for the Net Asset Value of funds through VBA coding, automating 80% of updates and saving three hours/per week

Sales Representative, L'Oréal, France

- Led negotiations and business development initiatives with pharmacies and national retailers, increasing revenue by 25% on two cosmetic pharmaceutical brands
- Opened 30 new accounts by driving team synergies between medical visitors and sales representatives as well as by leveraging personal business network
- Identified and solved business problems for clients by optimizing revenue structure, increasing profit margins and improving merchandizing & marketing strategies



Armando Goes de Araujo

Nationality Brazilian
Contact armando.goes@mba2019.imd.org
Languages English, Portuguese, Spanish
Degrees BEng Civil Engineer, Unifacs, Brazil

8 years' international experience managing cross-functional teams in large scale projects

Production Manager, Constructora Norberto Odebrecht, Dominican Republic

- Led a diverse team of 200+ on a \$75m offshore project, achieving a 20% cost reduction
- Optimized execution strategy, increasing overall productivity and reducing execution time by 10%
- Managed contracts of \$20m+ for several suppliers and service providers in a major infrastructure project

Technical Manager, Constructora Norberto Odebrecht, Dominican Republic

- Led the design and planning team for offshore projects worth \$150m, reducing execution risks and saving \$6m in design optimization
- Designed the procurement process for a dredging contract and selected bidding companies

Commercial Coordinator, Construtora Norberto Odebrecht, Brazil

- Led the commercial team managing equipment and service providers on an infrastructure project
- Coordinated a team of 20+ for the cost estimation and follow up on a \$2bn infrastructure project



Shaunak Grover

Nationality Indian
Contact shaunak.grover@mba2019.imd.org
Languages English, Hindi
Degrees BA Economics, Franklin & Marshall College, USA

6 years' experience in operations, sales, finance and strategy with large global organizations

Corporate Solutions Group Relationship Manager, Alvarez & Marsal, India

- Acquired a \$11bn steel conglomerate as a client by sourcing two acquisition mandates and was designated lead account manager
- Set up and led a business development team comprising of five managers focused on building the firm's market presence, resulting in a 20% increase in the project pipeline for 2017

Transaction Advisory Group Analyst, Alvarez & Marsal, India

- Advised a \$1bn specialty packaging firm in a \$93m acquisition of a European asset
- Supported the largest national steel producer on the acquisition of distressed steel assets through insolvency proceedings, potential acquisition size of \$3bn - \$4bn

Sales Associate, Barnet India, India

- Led a team of seven regional managers to develop the engineering plastics business in the automotive market in South India through plastics exhibitions
- Sourced industrial yarns worth ~\$1m for customers in Mexico and the Netherlands

IMD MBA 2019 class profile



Sidrit Hafizi

Nationality German, Albanian
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Languages English, Albanian, German, Italian, French (G), Russian (B)
Degrees MSc Electrical Engineering/BSc Electrical and Computer Engineering, Jacobs University Bremen, Germany

5 years' leadership experience in project management in the construction and telecommunications industries across Europe and Asia

Project Manager - International, Lindner Group, Germany

- Developed and managed the engineering, commercial and organizational implementation of international projects valued €5m+
- Supervised the design and construction of several German Embassies across Europe and Asia with a focus on electrical, building automation and security systems
- Led project-specific resource allocation processes and conducted detailed cost analyses

Engineering Project Manager, Elteknik, Albania

- Designed building automation systems for residential and industrial projects valued at €2m+
- Developed photovoltaics-powered smart lighting solutions for areas with 500k+ inhabitants

New Technologies and Innovation Analyst, Vodafone Albania, Albania

- Conducted a pilot project on behalf of Vodafone on the commercialization of triple-play services to 100k+ end-customers
- Participated in M-Pesa mobile money project's design and launch, a €5m investment



Becky Holst

Nationality Norwegian
Contact becky.holst@mba2019.imd.org
Languages English, Norwegian, French (B), Mandarin (B)
Degrees BSc Neuroscience, University of Bristol, UK

7 years' business development and fundraising experience in life sciences, technology and finance across Asia and Europe

Commercial Manager Life Sciences, Clarivate Analytics, UK

- Identified and developed new business opportunities in data analytics to drive annual revenue growth by 8%
- Negotiated and formulated \$7m worth of contracts involving databases, algorithms and consulting services, exceeding the profitability target of 40%
- Built strong business relationships and ensured collaboration between stakeholders on projects, improving turnaround time by 100%

Senior Research Analyst, Thomson Reuters, UK

- Managed the development and implementation of a ~\$100k drug launch predictor
- Led a team to deliver R&D metrics to pharma companies, ensuring 100% client retention

Strategy & Research Analyst, MPayMe, HK

- Collaborated with the CEO to secure \$16m in venture capital funding for the start-up
- Directed research on the mobile payment market to identify strategic partnerships



Yu-Chen (Kerry) Hsiao

Nationality Taiwanese
Contact kerry.hsiao@mba2019.imd.org
Languages English, Mandarin, French (G)
Degrees MSc Micro & Nanotechnology, ENSCBP, France;
MSc Chemical Engineering, National Taiwan University, Taiwan

5 years' international experience in quality system management, supplier management and implemental strategy in the manufacturing industry

Supplier Quality Manager, Safran Aircraft Engines, Taiwan

- Coordinated a cross-functional team to anticipate risk associated with production changes; developed implemental strategy with action plan and evaluated efficiency
- Led supplier team to conduct root cause analyses, corrective actions and continuous improvement; eradicated 90% defect rate and met target of zero defect for customers

Extended Business Engineer, Ford Lio Ho Motor Company, Taiwan

- Developed approval process and market launch strategy for accessories in Greater China; achieved a \$9.3m annual profit and a 125% contribution to objective
- Led customized projects to meet aftermarket needs with cost savings of \$200 per vehicle

Body Interior Team Leader, Ford Lio Ho Motor Company, Taiwan

- Led six sigma projects to improve customer satisfaction by analyzing survey data; reduced complaints by 25% for body interior; representing 17.5% total vehicle amelioration
- Managed end-to-end engineering changes with manufacturing, supplier and R&D activities



Chih-Chieh (Carl) Huang

Nationality Taiwanese
Contact carl.huang@mba2019.imd.org
Languages English, Mandarin, Hokkien, Burmese (G), Japanese (B)
Degrees Cert. in International Business, International Trade Institute, Taiwan; BA Health Care Administration, Taipei Medical University, Taiwan

7 years' international experience across sales, general management and business development in the manufacturing industry

General Manager, Hon Chuan, Myanmar

- Completed the greenfield works and successfully commissioned the commercial operation in Myanmar within a strict timeframe requested by headquarters
- Built an efficient and motivated local sales team, who achieved \$10m annual sales turnover in 2017 only two years after branch commissioning
- Led six department managers and supervised branch operations with total 160+ employees in three plants

General Manager, Hon Chuan, Vietnam

- Increased total sales turnover by 25.8% via the expansion of the product portfolio and improving project management efficiency

Special Assistant to Managing Director, Hon Chuan, Thailand

- Strengthened customer relationships in Myanmar and the Philippines; acted as the main contact and coordinator with The Coca-Cola Company in ASEAN



Hameed Ibrahim

Nationality Pakistani, Singapore Permanent Resident
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Languages English, Urdu, Japanese (G), German (B)
Degrees BSc Business Management, Babson College, USA

8 years' experience in supply chain, logistics, and project management across the aerospace and powersystems industries

Network Controller (Senior), Rolls-Royce, Singapore

- Drove demand planning, forecasting, improvement projects and recoveries for the largest line
- Implemented process for \$5.3m of tooling-return across four international sites with zero losses
- Coached four shift controllers to minimize production disruption & exceeded performance targets

Operations Manager - Logistics, Rolls-Royce, Singapore

- Led region-wide idea generation for 15 projects; 11 projects completed saving SGD 150k
- Streamlined planning to improve warehousing operations, reduced inbound errors by 60%
- Guided 80+ staff through five functional managers to achieve operational & recovery metrics

Head of Logistics Operations (Acting), Rolls-Royce, Singapore

- Formed a cross-regional team and delegated tasks to legitimize supply chain to the USA
- Simulated Thai road-freight process, gathered customer requirements and risk register via workshops, netting savings of ~\$10m over 12Y contract, \$.65m savings in Y1
- Facilitated 100% post-acquisition milestone closures to phase-out energy department



Takashi Ito

Nationality Japanese
Contact takashi.ito@mba2019.imd.org
Languages English, Japanese
Degrees BA Law, The University of Tokyo, Japan

9 years' experience in strategy consulting with a focus on M&A from the entertainment to transportation industries

Manager, Accenture, Japan/Singapore

- Led the client's HR stream in a global PMI in Singapore; managed a team of 20+ staff; designed an organizational structure and developed HR systems covering 50+ countries
- Conducted business due diligence for a wood processing machinery manufacturer in Japan and Malaysia

Consultant, Accenture, Japan

- Developed a business scenario for a music streaming service company
- Defined capabilities for M&A function and designed the decision-making process for a leading advertising agency
- Developed new business strategy of location-based advertising for a Wi-Fi operator

Business Analyst, Accenture, Japan

- Defined management KPIs for regional headquarter for a global video game company
- Conducted a market survey of new IT equipment for an electronics manufacturer

IMD MBA 2019 class profile



Shriekanth Iyer

Nationality Singaporean
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Languages English, Hindi, Marathi, Tamil (G)
Degrees MSc Biomedical Eng., Nanyang Technological University, Singapore; BEng Biomedical Eng., University of Mumbai, India

10 years of international multifunctional experience, focused on digital healthcare, infocomm technology and the medical devices industry across the public and private sector

ASEAN Healthcare Digital Sales Leader, GE Healthcare, Singapore

- Spearheaded ASEAN business strategy and account management, designed financial forecast, performance metrics & pricing structure for five channel partners and led a cross-functional team of 30+ distributed across six countries; won ~\$10m in new orders
- Created exclusive long-term partnerships with clients at C-suite through tender acquisition, legal & commercial due-diligence; grew business with 35% operating margin improvement

Regional Product Specialist/Business Manager, I-MED Asia, Singapore

- Led team of three, devised go-to-market strategy & won 2 contracts at \$0.4m in 6 months
- Pioneered a cross-selling initiative of products to veterinary clinics; conducted revenue modelling, contract creation and resource allocation; increased market coverage by ~25%

Regulatory Specialist, Health Sciences Authority, Singapore

- Approved 400 devices for safety, quality & efficacy and implemented post-market controls
- Drove regulatory framework enhancements with policy, legislation; facilitated faster access



Jaco Jansen

Nationality South African
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Languages English, Afrikaans
Degrees BEng Chemical, University of Pretoria, South Africa

11 years' experience in business development and strategy providing services to industrial clients

National Key Accounts Manager, EnviroServ Waste Management, South Africa

- Diversified revenue sources by leading a cross-functional team of ~10 that structured and executed a deal with petrochemical and construction companies for a pioneering waste-to-energy initiative worth €5m-€10m
- Renegotiated terms with a strategic client as part of a senior management team, resulting in a 10% increase in overall contract value based on detailed financial modelling
- Secured multiple extensions to a contract in the energy sector through client relationship management with the latest extension including a 6% increase in contract value

Regional Commercial Manager, EnviroServ Waste Management, South Africa

- Advised executive management on strategy around key accounts, requiring detailed research and analysis; method adopted and implemented as the template for the entire company
- Achieved target YoY growth by leading a team of 5+ sales professionals, using incentives and financial management through monthly reviews and strategic interventions



Lukasz Kaczynski

Nationality Polish, Swiss B Permit
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Languages English, Polish, German
Degrees MA Banking & Finance, University of St. Gallen, Switzerland; BA Finance & Accounting, Warsaw School of Economics, Poland

6 years' global top tier consulting experience within life sciences, financial services and investment industries

Strategy Manager, Monitor Deloitte, Switzerland

- Responsible for end-to-end project delivery and leadership of consulting teams
- Developed a global brand plan for a blockbuster drug in gastroenterology
- Devised patient centricity strategy in MS for a leading Swiss pharma company
- Orchestrated development of a biopharma market shaping strategy for osteoporosis

(Sr) Associate/Consultant, The Boston Consulting Group, Switzerland/Poland

- Responsible for project work-streams and acting manager role on selected projects
- Drove commercial transformation of a top tier medtech company, designing new sales territories across key European markets with 200+ sales professionals
- Co-led Sales Force Effectiveness Program for a corporate banking division affecting 500+ employees, leading to >15% bottom line growth; rolled out the program and coached sales directors and managers
- Executed multiple commercial due-diligence projects for PE clients across Europe



Philipp Kainz

Nationality German, Swiss
Contact philipp.kainz@mba2019.imd.org
Languages English, German, French (B)
Degrees MEng Engineering and Management, University of Exeter, UK

5 years' experience in management consulting, supporting international clients in developing technology strategies and operating models

Senior Consultant, Deloitte Consulting AG, Switzerland

- Led a global budgeting process, worth €300m+, to align project spend with strategic vision
- Supported the organisational transformation of an international logistics company by designing the new target operating model for 800+ employees

Consultant, Deloitte Consulting AG, Switzerland

- Developed the technology strategy, including the five-year project roadmap worth €200m+ for a multinational as part of a cross-functional team of six
- Designed and implemented a governance structure for a large service provider to enable a more rigorous control on project spending

Consultant, Deloitte MCS Ltd., UK

- Acted as product owner on behalf of a car manufacturer, as part of a global digital transformation, using agile methodologies
- Managed a team of two in user acceptance testing of new features on digital platforms



Peter Kalet

Nationality American
Contact peter.kalet@mba2019.imd.org
Languages English
Degrees BSc Chemical Engineering, Purdue University, USA

12 years' experience in leadership and technical roles, with proven ability in stretch roles to navigate ambiguity, build teams and deliver results

Plant Manager, Danaher - KaVoKerr, USA

- Managed a \$130m plant reducing quality defects by 45% YoY, increasing on-time delivery from 45% to 94%, holding inventory flat and reducing costs by 2%
- Led a team of 60 and earned a Danaher best-of-the-best engagement score

Danaher Business System Leader, Danaher - KaVoKerr, USA

- Managed the move of a \$35m plant on time, on budget and without service interruption by leading a cross-functional team of 20 while also executing a strategic brand transition
- Headed the implementation of an automated cell for a \$25m flagship product line on time and on budget by working with an automation fabricator based in Naples, Italy; the process enhanced key product features and reduced the lead time by 50%

Senior Chemical Engineer, Danaher - KaVoKerr, USA

- Created a roadmap for the plant to move from subjective test methods to new technologies
- Implemented two key technologies with a cross-functional team, decreasing costs by 35%



Damianos Kiramarios

Nationality Greek, Croatian
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Languages English, Italian, French, Spanish (G), Arabic (B)
Degrees MSc International Management, UNIBO, Italy/ICN, France; MSc Finance and Auditing, Marche Polytechnic, Italy

9 years' global experience in marketing, sales, business development and project management across manufacturing industries

Export Area Manager, Agriflex S.r.l., Italy

- Managed sales in 20 countries, built and consolidated a commercial network resulting in €4m increase in sales over a three-year period
- Designed and negotiated turn-key industrial automation offers for €1bn+ clients
- Directed the project management team in all projects above €300k contract value, from kick-off to Site Acceptance Test, as well as overseeing after-sales operations

Export Area Manager, Mirage Granito Ceramico S.p.A., Italy

- Shaped & executed the growth strategy with avg. YoY 105% sales increase for four years
- Led a cross-functional sales team, including sales agents, serving 100+ clients in 15 countries

Marketing and Operations Executive, Caprari Pumps Shanghai Co. Ltd, China

- Directed the local implementation of the marketing strategy set by the HQ in Italy and supervised its execution, achieving forecasted market penetration

IMD MBA 2019 class profile



Purnendu Kushwaha

Nationality Indian
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Languages English, Hindi, German [B]
Degrees BTech Electronics & Communication Engineering, IIT Kharagpur, India

7 years' international experience in operations management and product development in the upstream oil & gas industry, and home automation sector in a start-up environment

Product Manager, Engineer Bringing Technology to Life (EBTL), India

- Headed B2B expansion strategy for Indian and int'l market capturing business of \$3m p.a.
- Created entire product value chain including procurement, manufacturing, sales and servicing; implemented continuous improvement to reduce lead time by 30%
- Led two product development teams with designers & programmers to create IoT based home automation solution; launched with \$0.4m pre-orders & 360 degree media coverage

Chief Acquisition Engineer, Schlumberger, Int'l Waters (across 50 countries)

- Led four cross-functional teams of 20 int'l members at offshore & office locations; delivered 25 oil exploration surveys worth \$70m across multiple nations for oil majors
- Drove first ever Node & 4D technology seismic surveys, established SLB as market leader
- Innovated training methods at Abu Dhabi training center; reduced training costs by 20%

IT Risk Consultant, Deloitte Touche Tohmatsu, India

- Developed risk analysis and mitigation plans focused on cyber security of IT infrastructure



Chia-Ling (Anita) Lee

Nationality Taiwanese
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Languages English, Mandarin, Japanese (G), French (B)
Degrees BSc Animal Science and Technology, National Taiwan University, Taiwan

8 years' experience in marketing, business development and sales in the pharmaceutical industry; experienced in managing product launch, branding and marketing initiatives

Product Manager, Roche, Taiwan

- Designed an innovative patient access strategy to co-promote with the genomic department for an oncology product, resulting in 40% sales increase or \$1.2m+ in revenues
- Strategized a long-term plan entailing market/competitor analysis and product positioning to secure the company's leadership on three oncology products, ~50% of total sales

Product Manager, Bayer, Taiwan

- Led a cross-functional team of 21 in the development of the market entry strategy for an oncology product, achieving \$100k sales in the first month after launch
- Convinced global team to prioritize Taiwan as the second launch country for a new oncology product by in-depth cost/benefit analysis and comprehensive launch plan

Product Manager, Otuska, Taiwan

- Devised re-branding strategy for a psychiatric drug and orchestrated an APAC awareness campaign in Korea, leading to 20% sales growth and all-time \$10m sales record



Priscila Lelis

Nationality Brazilian
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Languages English, Portuguese, Spanish (B)
Degrees Certificate in Logistics and Supply Chain, MIT, USA; PG Administration, FGV, Brazil; BA Statistics, UNICAMP, Brazil

7 years' experience in business analytics and project implementation; flexible and adaptable across industries and service sectors

Information Management Specialist, Nestlé, Brazil

- Co-led a team of eleven in the design and implementation of a new remuneration model for distributors, achieving 50% increase in sales in the mandatory assortment
- Managed the development of a new platform to integrate multiple divisions, reducing redundant processes and compliance risks

Business Intelligence Specialist, Movel Internet, Movel, Brazil

- Supported the collaboration of the business and IT teams to reduce rework effort by 20%
- Evaluated daily revenue performance and analyzed consumer behavior to predict product life cycles

Business Analyst, Peers Consulting, Brazil

- Led a pricing project in a marketing agency, eliminating negative ROI projects
- Implemented a robust process for a third-party operator, reducing errors by 70%



Daniel Leutenegger

Nationality Swiss, Slovenian
Contact daniel.leutenegger@mba2019.imd.org
Languages English, German, French, Spanish (B)
Degrees BA Business Administration, University of St. Gallen (HSG), Switzerland

8 years' international experience in the pharma and healthcare industry as a management consultant and biotech entrepreneur

Senior Manager, PwC Consulting, Switzerland

- Advised on the execution of an operational carve-out of a €1.5bn+ global pharma business unit involving 500+ stakeholders, as the right hand of the client's carve-out lead
- Managed a project bridging leading academic institutions and hospitals to found a new medical research center in Europe for precision medicine
- Advised a European health authority on strengthening biomedical research conditions

Senior Analyst M&A, Kurmann Partners, Switzerland

- Supported a specialty pharma company in acquiring global product rights, a \$200m+ deal
- Advised a public pharma company on their M&A strategy to enter new markets in Europe

Co-Founder, CEO and Board Member, Stemergie Biotechnology, Switzerland

- Founded the cancer therapeutics company, defined the strategy, negotiated licensing agreements for a biobank and patents, and built a team of seven
- Secured CHF 2.5m in funding to reach the first milestones in drug discovery



Javier Linares Martínez

Nationality Spanish
Contact javier.linares@mba2019.imd.org
Languages English, Spanish, Catalan, French (G)
Degrees BBA, ESADE, Spain

6 years' export experience in the automotive industry, and entrepreneurship and sales in the textile and online services industries

Assistant Manager, Luca Automobile, France

- Responsible for the constitution and operational establishment of Carsway's French subsidiary
- Led and represented the company in official audits and VAT inspections

Western Europe Purchasing and Defleet Manager, Carsway, Spain

- Managed Rent a Car defleet negotiations, generating an operating income of €250k+
- Designed new CEO's training: core business structure, organizational context & workforce

Co-Founder & Vice President, Makeyoursuit/TED Clothing/City Xerpa, Andorra

- Founded and managed simultaneously three e-commerce: custom tailored suits, full printed garments, and food delivery services
- Established the companies by raising €150k and developed their business strategies
- Doubled sales for Makeyoursuit by expanding sales channels from online to physical store
- Managed Makeyoursuit's sales and marketing events, achieving €200k+ in sales



Ankita Majumdar

Nationality Indian
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Languages English, Bengali, Hindi
Degrees B.E. Electrical & Electronics Engineering, BIT Mesra, India

5+ years of int'l experience in digital transformation with expertise of data driven strategy and product management; a strong advocate of situational leadership, and a firm believer of developing and motivating individuals and teams

Associate Director (Program Management), Myntra Designs, India

- Remodeled the 'Last Mile' leg of Myntra's supply chain & logistics, saving \$8.5m p.a.
- Led the Myntra-Jabong post acquisition strategy, reducing \$7.2m p.a. on infrastructure
- Liaised with CFO to optimize vendor onboarding time by 50% and costs by \$200k p.a.

Product Manager, Ola-Ani Technologies, India

- Built a team of 109 to launch Ola Play in India & Sri Lanka, subscription gained 300%

Associate Vice President, Barclays Technology Centre India, India/UK

- Transformed the notification strategy for Barclays online banking increasing 150% customer digital footprint; accoladed by the CEO of Barclays
- Led 3 innovative products in digital retail banking, budgeted at \$3m p.a. for UK & Europe
- Pioneered an intuitive complaint prediction product, cutting client complaints by 20%

Future Leader Development Program, Barclays, UK/Singapore/India

- Spearheaded the bank's Big Data initiatives: reduced processing rate from 42 days to 21mins

IMD MBA 2019 class profile



Edouard Maupilé

Nationality French, Canadian
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Languages English, French, German (B), Spanish (B)
Degrees BA Business Management, Emmanuel College, USA

6 years' experience in operations and account management, digital transformation, marketing and sales for e-commerce start-ups

Operations Manager, Drync (mobile SaaS platform start-up), USA

- Designed and managed the on-boarding of new accounts; launching ~40 stores/per week and ensuring the initiation of new accounts within 20 days of contract signature
- Defined and managed order processing and customer support team; 150+ orders/per week on average and \$2m+ of sales delivered
- Spearheaded retailer portal project in collaboration with the CTO improving order/delivery time by over 50%, increasing customer repeat purchase rate from 28% to 55% within five years and creating a key product for the business pivot from B2C to B2B

Marketing Intern, Likelii (e-commerce platform start-up), USA

- Reported directly to the CMO and CEO on "cost-per-click" campaign results to determine quarterly marketing budget/campaign successes
- Implemented promotions and campaigns generating \$350k in revenue



Kristina Mityaeva

Nationality Russian
Contact kristina.mityaeva@mba2019.imd.org
Languages English, Russian, French (G), Mandarin (B)
Degrees Law/Jurisprudence, Russian State University for the Humanities, Russia

10 years' international experience in legal, regulatory and project structuring advisory in FMCG and e-commerce; proven ability to embrace changing environments and deliver creative solutions

Chief Legal Counsel, Alibaba.com (RU), Russia

- Built up legal framework for the launch of Tmall marketplace in Russia, developed several business models to maximize competitiveness under significant time constraints
- Advised on strategic AliExpress Russia JV deal structure with an estimated value of \$2bn
- Defined legal issues for AliExpress marketplace in Spain, Israel, Poland, CIS and Korea

Chief Legal Counsel, Herbalife International RS, Russia

- Sole legal manager for 13 countries; managed all legal matters, including commercial, regulatory, compliance and HR related, and provided guidance for new country openings
- During crisis management of EU/US trade restrictions supported product reclassification and change of sourcing to secure supply of 'at risk' SKUs

Legal Counsel, Procter and Gamble, Russia

- Led full legal support of marketing activities for 50+ brands' portfolios in Eastern Europe
- Won a \$350k consumer case and was awarded for outstanding guidance and creativity



Kirill Nagorskiy

Nationality British, Russian
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Languages English, Russian, French
Degrees MSc (Hons) Reservoir Engineering, IFP School (ENSPM), France; MSc/BSc Applied Maths and Physics, MIPT (PhysTech), Russia

8 years' experience in problem solving and implementing strategy to achieve technical and operational excellence in the energy industry

Lead Reservoir Engineer, BP, UK

- Led BP's first North Sea scrub pilot, resulting in a \$300m NPV investment option, which was endorsed by the COO within record-breaking time
- Created and implemented continuous improvement strategy for asset production, consistently achieving 10% production growth and extending asset life span with an investment of \$30m
- Implemented an innovative technology on a mature asset resulting in doubling project IRR

Operations Reservoir Engineer, BP, UK

- Managed daily support to ensure continuous production performance on largest UK oil field
- Coordinated cross-functional asset monitoring to pinpoint short-term production levers, which contributed to an improvement in operational efficiency from 50% to 80%

Reservoir Engineer, BP, UK/Azerbaijan

- Formulated an optimized long-term strategy achieving a 2% productivity increase



Vivekanand Pandey

Nationality Indian
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Languages English, Hindi, Bhojpuri, German (B), Punjabi (B), Bengali (B)
Degrees MBA General Management, SPJIMR, India; BEng Mechanical Engineering, BIT Mesra, India

9 years' diverse leadership roles in operations, purchasing & supply chain, sales & marketing and project management

Deputy General Manager (Marketing, Commercial Vehicles), Tata Motors, India

- Headed product marketing of high-performance trucks, revenue \$2bn
- Led national sales team in executing the GTM strategy for new products, revenue \$50m
- Pioneered digital disruption in sales process by conceptualizing and developing a mobility solution; improved productivity by 10% and reduced discounts by 3%-5% in year one
- Implemented roll out of mobility solution nationally by engaging with CEOs of 200+ dealerships

Senior Manager – Projects (FTSS), Tata Motors, India

- Managed pre-launch, launch and post-launch of flagship portfolio in North India
- Oversaw cross-functional team to successfully launch new car model in advanced timeline

Manager - Purchase, Tata Motors, India

- Responsible for end-to-end purchase management for electrical systems (APV = \$70m)
- Reduced costs by 3%-4% by engaging with suppliers from Europe, Japan and Korea
- Collaborated with external management consultants on cost reduction & strategy projects



Richard Pickering

Nationality British
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Languages English, Russian, French (B)
Degrees BA (1st class) Modern Languages (Russian), Oxford University, UK

6 years' experience in global financial markets, focusing on investment management

Investment Analyst, HSBC Global Asset Management, UK

- Developed new investment methodology for emerging market opportunities, secured support to invest \$50m in total and delivered returns of 50% on average
- Co-managed Russian and emerging EMEA portfolios, outperforming portfolio benchmarks in 2017 and 2016 by margins of up to 9%
- Managed department-wide rollout of new trading platform to improve transaction efficiency

Investment Analyst, Nevsky Capital, UK

- Implemented commodity market supply and demand analysis to generate price forecasts and recommend short positions, which delivered average returns of 60%
- Led research group into mining multinationals and liaised with senior industry executives

Equity Research Analyst, Citigroup Global Markets, UK

- Designed research projects, published original investment reports on Russian and UK chemical companies, and collaborated with sales force to market recommendations to clients



Joseph Alfred Pineda

Nationality Filipino, Australia Permanent Resident
Contact joseph.pineda@mba2019.imd.org
Languages English, Filipino, Japanese (B), German (B), French (B)
Degrees BSc Computer Science, Ateneo de Manila University, Philippines

12 years' international experience in data, systems design, technology and operations management for multinational enterprises

Database Service Manager, BNP Paribas, Singapore

- Managed six engineers in the strategic delivery of corporate and private banking systems for 100+ projects across Asia Pacific with an overall budget of \$9m+
- Collaborated with Cardiff, a \$230bn+ asset, C-suite and offsite teams to adopt a private IT service model, reducing infrastructure delivery from four months to one day
- Led a multidisciplinary team of 20 specialists to standardize 1k+ enterprise systems across three countries to achieve 100% security and monitoring compliance within a six-month deadline

Regional Database Engineer, Commerzbank, Singapore

- Pioneered round-the-clock support between Europe and Asia, and migrated Dresdner Bank system acquisitions, resulting in service improvement and savings of \$100k+

Global Lead Database Administrator, UBS, Singapore

- Developed solutions to manage recurring incidents and trained 35 system administrators to manage 2k+ multimillion-dollar-generating enterprise databases

IMD MBA 2019 class profile



Corrado Sebastiano Pizzinelli

Nationality Italian
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Languages English, Italian, French (G)
Degrees PG Master Petroleum Engineering, Politecnico di Torino, Italy; MSc (Cum Laude) Space Eng./BSc Aerospace Eng., La Sapienza, Italy

7 years' international experience in the oil & gas industry with focus on performance forecasting and implementation of new technologies

Senior Reservoir Engineer, Eni Iraq, Iraq

- Defined long-term strategies for a giant oil field, forecasting production and performance
- Managed a one-year continuous improvement project and a team of 10+ optimizing the company workflows for the preparation of budgets of ~\$1bn p.a.
- Followed and supported critical reserves external certification processes and audits

Operation Monitoring and Reporting Engineer, Eni Iraq, Iraq

- Implemented a \$1m data management system managing multiple stakeholders

Senior Reservoir Engineer, Eni Iraq, UAE

- Prepared a redevelopment plan for a giant field involving four global energy players and the Republic of Iraq, a 20+ year project with ~\$20bn budget

Reservoir Engineer, Eni, Italy

- Initiated an innovative research project of \$10m+ in Egypt, as the sole reservoir engineer
- Supported projects and cross-functional teams on enhanced oil recovery strategies



Surbhi Puri

Nationality Indian, UAE Resident
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Languages English, Hindi, Urdu, Sindhi (G), Arabic (B), Spanish (B)
Degrees MB Biotechnology/BSE Bioengineering/BA Health and Societies, University of Pennsylvania, USA

10 years' international healthcare and pharmaceutical leadership experience with cross-functional teams in marketing and strategy consulting roles

Independent Consultant, Life Sciences Advisory Services, UAE

- Led 4 healthcare access projects; authored patient support series achieving 2500+ views

Patient Support Manager, Africa, Novo Nordisk, UAE

- Designed and launched a ~\$500k insulin adherence platform serving 50,000 patients
- Centralized resources and IT systems to reduce operational costs by 55% in one year

Patient Support Program Manager, Middle East, AstraZeneca, UAE

- Delivered three first-in-market, award winning, patient-centricity programs, serving 10k+ patients in five countries within six months of launch, ~\$1m investment
- Created pioneering patient-support regional frameworks and government partnerships

Life Sciences Consultant, Simon-Kucher & Partners, USA

- Spearheaded new business development efforts in India, driving \$4m+ in revenue

Commercial Effectiveness Analyst, IQVIA, USA

- Received internal award nomination and client recognition for e-health analyses



Mischa Riedo

Nationality Swiss
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Languages English, German, French (B)
Degrees Chartered Financial Analyst (CFA); Chartered Alternative Investment Analyst (CAIA)

8 years' experience as an investment specialist in the financial services industry and 3 years of experience as an entrepreneur

Co-Founder, QuercusApp Technologies, Switzerland

- Built the company from the ground up: responsible for strategy, product management and business development
- Led the software development and business development teams of 11 employees
- Successfully sold the business to one of the "Big Four" within three years

Senior Investment Specialist, UBS Group, Switzerland

- Advised sophisticated independent asset managers worldwide on CHF 6bn+ of assets across all asset classes
- Defined regional investment strategy as member of the "Local Advisory Committee"

Investment Advisor, UBS Swiss Financial Advisers, Switzerland

- Advised bank's wealthiest private clients (HNW- and UHNW) across all asset classes
- Responsible for the analysis, selection and monitoring of individual securities comprising the UBS SFA portfolios as youngest member of the bank's investment committee



Adrian Safciuc

Nationality British, Romanian
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Languages English, Romanian, Spanish (G), Italian (B), German (B)
Degrees MSc Marine Engineering/BEng Marine Engineering and Naval Architecture, University College London, UK

9 years' experience in project and people management within the oil & gas and maritime industries across Europe and APAC regions

Senior Project Manager, DNV GL, Australia

- Designed a three-year regional strategy plan to retain competitive advantage in sector
- Managed a \$6m multidisciplinary, technically complex offshore LNG project
- Led the implementation of best practices from other regions into Asia Pacific

Senior Project Manager, DNV GL, Malaysia/Singapore

- Managed an int'l team of 25 engineers, delivering a project of 50k+ man-hours
- Strengthened cooperation between the UK and Far East offices, reducing costs by ~8%
- Mentored colleagues in the Singapore office on UK specific oil & gas legislation

Senior Engineer, DNV GL, UK

- Responsible for financial oversight of P&L, WIP and AR for a 45-person department with monthly revenue of ~\$1.5m
- Coordinated technical resource teams of >12 engineers for medium size projects
- Piloted new generation production software and facilitated company-wide implementation



Camila Scaranelo

Nationality Brazilian, Swiss B Permit
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Languages English, Portuguese, Spanish, French (G)
Degrees BEng, UNICAMP, Brazil/Exchange Student, ULL, USA

10 years' international experience in supply chain management; a strategic thinker with proven ability to manage ambiguity and teams in complex and demanding environments

Europe Logistics Supervisor, PMI, Switzerland

- Implemented logistics strategy for "reduced risk" products with an annual budget of \$40m+, ensuring optimal stock levels in a critical period of demand uncertainty
- Led 20+ people in EU affiliates to create a standardized and synergic logistics strategy

Supply Chain Manager, Procter & Gamble, Brazil

- Designed and rolled out the entire supply chain process for product innovation in the baby care and feminine care segments, as part of a company-wide reorganization
- Led an int'l, cross-functional team of 30+, achieving a customer satisfaction rate of 98% and improving the obsolete materials ratio with a cost avoidance of \$4.5m

Operations Manager, Procter & Gamble, Brazil

- Led the manufacturing of a \$100m BU including 158 staff; accountable for all manufacturing metrics including cost, quality, efficiency and initiatives
- Elaborated and implemented a new operating model, increasing productivity by 7.5%



Diego Frederico Sclaro

Nationality Brazilian, Italian
Contact diego.sclaro@mba2019.imd.org
Languages English, French, Portuguese, Italian (B), Spanish (B)
Degrees MEng Hydraulic Engineering, Grenoble INP, France; BEng Mechanical Engineering, Federal University of Santa Catarina, Brazil

10 years' experience of cross-functional team leadership across four continents in product & project improvement, and process & system transformation; highly analytical, adaptable and customer-oriented

Customer Application & Tendering Supervisor, General Electric, France

- Led cross-functional joint efforts across nine countries to deliver customer solutions
- Managed 20+ engineers to create, optimize and mitigate risks of customized proposals, including nine fast-paced bids in Asia, worth \$950m+ in total
- Coached peers to take ownership of improvement projects, increasing productivity by 30%
- Co-managed and co-developed multiple programs and processes that increased key bid efficiency by 50%, R&D and COE KPI processes

Senior Tendering Engineer, Alstom, Brazil

- Worked with high-profile private and public-sector clients enhancing critical proposals
- Strengthened power plant bids in South America by serving as hydraulic expert

R&D Hydraulic Engineer, Alstom, France

- Designed, tested and validated a hydraulic turbine, and created methodologies and software that improved development efficiency by 20% for all future designs

IMD MBA 2019 class profile



Peter Shibaev

Nationality Russian
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Languages English, Russian, German, Mandarin (B)
Degrees Chartered Accountant, ACCA, UK;
MA Economics, Financial University, Russia

10 years' international experience in private equity and real estate development, focusing on deal structuring and team leadership

Finance Director, Brack Capital Real Estate, Russia

- Managed operational decisions for a PE fund, covering due diligence, valuation, deal execution, investor relations, debt raising and value enhancement
- Hired and managed a geographically distributed finance and IT team of 20+
- Built a \$1bn+ portfolio with int'l stakeholders in Israel, Cyprus, NL, UK & Germany
- Led international tax planning projects providing \$10m+ tax savings to the fund
- Initiated and guided the implementation of ERP and EDI systems

Financial Controller, Keller, Russia

- Managed finances for a €40m geotech CapEx project, partnering with an int'l team
- Redesigned procurement management system, achieving a 10% cost reduction

Deputy Finance Director, Brack Capital Real Estate, Russia

- Raised debt finance and managed refinancing transactions worth \$1bn+
- Implemented company-wide reporting system pre-IPO on the London Exchange



Atsushi Shichitani

Nationality Japanese
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Languages English, Japanese
Degrees BA Commerce and Management, Hitotsubashi University, Japan

10 years' international experience in finance and compassionate management in global conglomerates

Senior Finance Coordinator, Mitsui Oil Exploration (Secondment), Japan

- Expedited a gas value chain project in Vietnam to determine project feasibility and obtain \$800m in financing by collaborating with Japanese governmental agencies and banks
- Streamlined operational processes of \$5bn B/S for 30+ int'l group companies

Global Finance Manager, Portek International (Secondment), Singapore

- Managed 11 multinational members to control 12 international subsidiaries; reviewed and standardized financial policies and internal controls post-acquisition
- Accelerated the \$20m acquisition project for the port operation company in Indonesia

Finance Manager, Mitsui, Japan

- Managed the liability of \$110bn B/S; controlled liquidity risk, interest rate risk, and currency fluctuation risk, by using derivative tools, borrowing loans, and issuing corporate bonds
- Enhanced relationships with local banks and rating agencies, including Moody's and S&P
- Led and completed the projects to redesign the operational process of two subsidiaries



Maki Shimizu

Nationality Japanese
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Languages English, Japanese
Degrees Bachelor of Humanities, Sophia University, Japan

10 years' multinational experience in advertising and consumer goods marketing & strategy

Brand Manager, Kellogg, Japan

- Managed three brands with \$48m p.a. in sales, planning and implementing the marketing strategy and ensuring sales growth
- Led a cross-functional team of 10+ to develop a commercial plan and implement limited products, increasing sales by 10%

Assistant Brand Manager, Kellogg, Japan

- Led a new product launch, from concept development to commercial execution, with an internal multicultural team and external agencies; achieved 4% sales growth
- Developed five-year brand growth strategy for the Japanese market incorporating input from internal research, APAC marketing team and distribution partners

Account Executive, ASATSU- DK, Japan

- Planned and implemented digital campaigns and TV ads targeting a younger market segment to rejuvenate a cosmetic brand and build client trust



Jesuad Silva

Nationality Peruvian
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Languages English, Spanish, Portuguese (G), French (G)
Degrees BBA International Business, Ricardo Palma University, Peru

8 years' experience in international corporate finance across the chemical, direct selling, textile and credit risk industries

Corporate Treasury Manager, Belcorp, Peru

- Treasurer for Latin American and European companies with sales \$1.2bn+, increasing earnings by \$800k resulting from short term investments and reducing bank fees by \$0.5m+
- Negotiated with 20+ banks and managed cash balances of \$100m+ in five currencies
- Responsible for proposing and monitoring the dividends flow in a family company

Corporate Treasury Executive, Belcorp, Peru

- Cash planner for four companies, improving working capital by \$300k+ p.a. by increasing the average days of payables with factoring backed in bank credit lines and by coordinating the reduction of inventory levels by \$100m+ with the vice president of operations

Financial Planning Analyst, Topy Top, Peru

- Monitored the performance of textile and retail clothing companies with sales of \$300m+
- Implemented a methodology for commercial analysis and monitoring of KPIs for each BU
- Led the integration of finance areas to reach efficiencies in liquidity management



Jia Song

Nationality Chinese
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Languages English, Mandarin, German (B)
Degrees BSc (Hons) Chemistry, Fudan University, China

9 years' experience in sales management, marketing and project management in the healthcare industry

Marketing Operations Manager, Merck Sharp & Dohme, China

- Created digital content to promote strategic brands through digital channels in order to expand nationwide coverage and leverage sales revenue
- Optimized marketing content management and storage in collaboration with US teams
- Led a cross-functional team to launch an area marketing campaign, built competency models and organized a workshop of 110 marketers to deliver the regional strategy

Senior District Sales Manager, Novartis, China

- Led a sales team of 10 to generate \$12.7m annual sales revenue with 20%+ growth of three products for three consecutive years
- Devised and executed annual business plan with \$900k budget, pioneered center of excellence business model and repositioned a strategic product with 66% annual growth
- Initiated an organ donation development plan to organize coordinator workshops and draft assessment guidelines to raise the number of organ donations from 0 to 50 within one year



Da Eun Sung

Nationality Korean
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Languages English, Korean, Japanese
Degrees MSc Civil and Environmental Engineering/BSc Civil Engineering, Carnegie Mellon University, USA

5 years' international experience in tender and project management for infrastructure projects

Assistant Manager, Daelim Industrial, Republic of Korea

- Developed a strategic plan to improve the competitiveness of tender proposals for the team responsible for overseas infrastructure projects
- Prepared a tender proposal for a port development project in Vietnam

Assistant Manager, Daelim Industrial, Singapore

- Represented the Daelim project team in negotiating design issues with multinational JV partners for the tender of a port development project valued at \$1bn
- Managed a technical proposal for the tender of a desalination plant valued at \$300m

Associate, Daelim Industrial, Republic of Korea

- Coordinated with cross-disciplinary teams to prepare a competitive proposal for the Bahrain LNG terminal project valued at \$650m
- Acquired a \$1.8bn port development project in Singapore with a multinational project team
- Prepared proposals for a refinery in Kuwait and a hydropower plant in the Philippines

IMD MBA 2019 class profile



Cosima Suter

Nationality Swiss
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Languages English, German, French, Italian (B)
Degrees Medical Doctor (MD), University of Bern, Switzerland

9 years' experience in healthcare as a clinician, supervisor and instructor developing physicians

Attending Physician (Hematology), University Hospital Zurich, Switzerland

- Conducted 500 custom consultations and managed highly complex cases in multidisciplinary teams
- Supervised doctors and nurses: assured quality of care and efficient use of resources
- Taught medical students and assessed their performance during final examinations

Resident Physician, University Hospital Zurich, Switzerland

- Streamlined processes at the outpatient clinic resulting in reduced treatment times
- Treated patients in international drug trials, evaluating responses and side effects
- Led 200 end-of-life discussions and underwent regular communication training sessions
- Represented 70 residents as their spokesperson

Resident Physician, Cantonal Hospital Liestal, Switzerland

- Organized the residents' duty roster; assessed postgraduate training with the chief of staff
- Assessed and managed critically ill patients, evaluating the need for referral



Leonid (Leo) Suvorov

Nationality Russian
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Languages English, Russian, French (G)
Degrees The Association of Chartered Certified Accountants, UK; BSc Economics, Financial University, Russia

5 years' experience in developing strategies and upscaling business operations in addition to 6 years of international "Big Four" experience

Chief Financial Officer, ReutEnergio, Russia

- Set up financial strategy of a diversified group of companies with 150+ employees
- Restructured business operations of the utilities company with a 10k apartment portfolio
- Doubled the electricity distribution company's target EBITDA within a two-year period
- Established a construction BU with average sales of 70k sq. meters p.a.

Head of Internal Audit, Invest Company Expert, Russia

- Streamlined the company operations in a 1m sq. meters real estate construction
- Implemented prudent budgeting methodology and standards for revenue recognition
- Managed a successful and sustainable spin-off of several business entities from the group

Manager, Ernst & Young, Belgium/Russia

- Led integrated audits of multibillion-dollar SEC clients in the metals and mining industry
- Coordinated planning, budgeting, project coordination and client relationships
- Won EY Moscow performance-based contest to be expatriated to any office worldwide



Kei Takizawa

Nationality Japanese
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Languages English, Japanese, Portuguese (G)
Degrees BA Industrial Relations, Rikkyo University, Japan

10 years' international experience in business development, sales & marketing and operations in the automotive and mining industries

Business Development Manager, Bridgestone Brazil, Brazil

- Designed and led new business development, with two direct reports, to prioritize building local alliances
- Expanded the company's value chain such as logistics, tire servicing, digital solutions and recycling to customers, including Brazilian mining majors

Key Account Manager, Bridgestone Corporation, Japan

- Managed operations of sales in LATAM, presiding over \$200m revenue p.a.
- Negotiated with mining majors in Latin America; won long-term contracts and stabilized operations including the 2015-2019 \$80m p.a. sales contract

Business Planning Coordinator, Bridgestone Americas, USA

- Collaborated with C-suite to manage the \$10bn budget and create mid-term plans
- Managed and designed a new export supply chain system for mining tires, improving lead-time by one month



Satoshi Tanaka

Nationality Japanese
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Languages English, Japanese, French, Swahili (B)
Degrees BA Policy Management, Keio University, Japan

9 years' international operations, project and business management experience within the FMCG, pharmaceutical and public sectors

Business Development Manager, Rohto-Mentholatum Kenya, Kenya

- Directed business operations in five African countries, negotiated new contracts with local distributors and launched new skin care products in four countries
- Achieved a 120% sales increase in Kenya, Uganda and Tanzania by managing the local distributors and sales teams and implementing local marketing activities
- Developed annual and three-year business plans for the East Africa region and restructured financial statements to comply with consolidated global reporting requirements

Regional Representative, Rohto Pharmaceutical, Japan

- Conducted market research in eleven African countries and elaborated the continental business development strategy

Field Coordinator, Peace Winds Japan, South Sudan

- Constructed a clinic and school, in a deep conflict area, sponsored by UN and Japan
- Managed 30 local staff in both office management and construction projects



Roberto Tavares de Oliveira Filho

Nationality Brazilian
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Languages English, Portuguese, Spanish (B)
Degrees BEng Mechanical Engineering, Salvador University (UNIFACS), Brazil

6 years' experience in management consulting, risk management and sales strategy across Latin America

Client Strategist Senior Consultant, PwC, Brazil

- Created selling and relationship building strategies for priority clients; increased the pipeline by 15%; reported directly to partners

Senior Consultant, PwC, Brazil

- Collaborated with US and UK teams to optimize processes and implement a new Human Capital system within the PwC network; reduced employee time spent on specific tasks by 50%
- Led cross-functional team of 20+ during 2014 FIFA World Cup, responsible for the management of operational risks; liaised between the organization committee and all external stakeholders
- Ensured the renewal of a \$10m process optimization contract with a multinational in Chile by finding a control gap causing ~\$2m in financial losses p.a.



Andrea Teja

Nationality Italian
Contact andrea.teja@mba2019.imd.org
Languages English, Italian, French (B)
Degrees MA (Hons) Management, University of Pisa, Italy; MSc/BSc (Hons) Maritime & Naval Science (Engineering and Int'l Relations), Italian Naval Academy, Italy

8 years' international experience in project management and leadership of multidisciplinary teams in fast-paced and ambiguous environments

Head of Combat and Intelligence Department, Italian Navy, Italy

- Led a team of 25 and guided the entire crew of 180+ as Senior Operations Manager
- Designed and directed NATO & EU international operations and PR/diplomatic activities
- Managed the launch of an innovative digital system to improve crew efficiency and safety on ten ships, benefitting 1k+ sailors

Project Manager, Italian Navy, Italy

- Implemented a digital transformation project resulting in 50% overtime optimization
- Led 20+ staff in planning 1Y training program for 120+ officers, who achieved all target KPIs

Exchange Officer, United States Navy, USA

- Represented the Italian Navy, promoting military partnership and relationship with the US Navy; awarded the "Navy and Marine Corp Medal" for exceptional achievements
- Led an international seven-man tactical navigation division during a 1Y intense evaluation session, scoring a 95% in performance - top five of all the US Atlantic Fleet (180+ ships)

IMD MBA 2019 class profile



Tamil Vardani Thamizharasan

Nationality Indian
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Languages English, Tamil, Hindi, French (B)
Degrees MBA, BIM Trichy, India;
BE ECE, Madras Institute of Technology, Anna University, India

7 years' experience in leading large strategic cross-functional projects, business analysis, product analysis and change impact analysis

Lead Business Analyst, Bank of New York Mellon Technology, India/USA

- Retired old technology platform & infrastructure which led to cost reduction of \$1.8m p.a.
- Managed a project to deliver client alerting features, creating competitive advantage
- Integrated a client's trade activity with its internal processes generating \$6m annual revenue
- Integrated the new digital platform with a third-party service, onboarding 19 new clients

Technical Lead - Business Analysis, Bank of New York Mellon Technology, India

- Led a 16-member team through a \$2.5m digital transformation journey using a customized and improved development process adapted from agile scrum
- Analyzed page load time and proposed changes that improved platform performance by 20%
- Delivered three new investment vehicles creating \$10m in additional annual revenue

Senior Business Analyst, Bank of New York Mellon Technology, India

- Investigated product risk, created a phased plan to mitigate critical issues and devised a quality assurance framework for a product with a transaction value of \$430bn/month
- Implemented portfolio analytical features to onboard a new client creating \$7m annual revenue



Sumeet Trehan

Nationality Indian, Canadian Resident
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Languages English, Hindi, Punjabi (G)
Degrees Master in Business Administration, IIT Kharagpur, India;
BEng, Punjab Engineering College, India

7 years in sales, product strategy and digital transformation across logistics, telecom and tech start-ups in Asia and Europe

Enterprise Business Manager, Rivigo, India

- Spearheaded the pharma and FMCG segments, and formulated the sales and product strategy to drive growth 2.5X; acquired three global pharma and five FMCG clients

Head - Freight Forwarding CSO, Damco, India

- Turned around a \$40m BU and managed a 50+ member team; co-led the introduction of new products and rationalized client base to increase revenue by 35% and EBITDA by 20%
- Formulated the local product strategy for launching "Twil", an e-commerce platform for freight procurement; co-launched eight product lines; achieved \$500k in annual revenue

Regional Manager, Maersk Line, India

- Transformed the account management function for \$150m BU; delivered 20% revenue growth and grew customer base by 40%
- Pioneered the digital transformation of 30+ processes leading to a NPS increase of 33%



Cyan Umbert Lopez

Nationality Spanish
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Languages English, Spanish, Catalan
Degrees MSc/BSc Industrial Engineering, UPC, Spain/
Exchange Program, Industrial Engineering, KTH, Sweden

4 years' leadership, business development and client management experience in the IT industry; focused on the financial and public sectors

Client Partner Executive, IBM, Spain

- Led a cross-functional int'l team to provide IT outsourcing services worth \$6m+ p.a. to a bank; improved client satisfaction while reducing costs
- Developed, negotiated and sold IT projects worth \$8m+; drove an increase of 25% in revenue and 27% in profitability over two years
- Co-led an engagement team to sell a new ten-year IT outsourcing project worth \$93m

IT Engineer, IBM, Spain

- Led and redesigned the change management activities to implement new IT solutions
- Improved change management system efficiency; reduced time to market by up to 70%

IT Management Consultant, IBM, Spain

- Conducted market studies to improve client assessment of IT strategies and spending
- Delivered a study assessing the best solutions to modernize the IT of a global bank; the study became a standard reference for future appraisals of other European banks



Helena Vargas Serrato

Nationality Colombian
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Languages English, Spanish, French (B)
Degrees BSc Electronic Engineering, Los Andes University, Colombia

11 years' international experience in operations and project management in the upstream oil & gas industry; results-oriented with strategic mind-set for problem solving

Field Development and Engagement Manager, Schlumberger, Algeria

- Developed the career path of employees across Algeria, Tunisia, Libya, Chad and Morocco
- Coached over 20+ new employees to achieve their first promotion; reduced training delays by 30%

Field Service Manager, Schlumberger, Trinidad and Tobago

- Managed the field operations in Trinidad, Guyana and Suriname, accounting for 90% of the region's oil & gas market share and generating revenues of \$44m p.a.
- Oversaw a cross-functional and multicultural team of 50, working in the clients' oilfields

Field Engineer, Schlumberger, Colombia/Kuwait/UK/Cyprus

- Led a crew of operators responsible for handling equipment worth \$1m+; generated revenues of \$200k-\$800k/per contract
- Developed and implemented the Service Delivery Process reducing down-times in Kuwait by 80% between 2011 and 2012



Maria Filipa Vasconcelos

Nationality Portuguese
Contact filipa.vasconcelos@mba2019.imd.org
Languages English, Portuguese, Spanish (G), French (G), Italian (B)
Degrees MA Communication Sciences, Catholic University of Portugal, Portugal; BSc Economics, NOVA School of Business and Economics, Portugal

6 years' experience in financial services including retail & private banking and corporate, institutional & investment banking

Deputy Head of Fixing & Discrepancies Team, BNP Paribas, Portugal

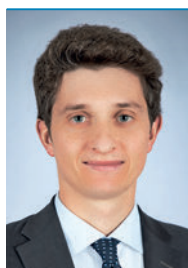
- Led, as deputy head, a team of seven, responsible for supporting swaps traders across global financial hubs, in simple and complex rates calculations
- Coordinated cross-functional teams, including IT, risk, compliance, middle and front offices
- Redesigned procedures to increase operational efficiency across 5k-20k daily operations

Capital Markets Manager, BNP Paribas, Portugal

- Determined and fixed swap contract rates within an ET & OTC derivatives book of €23bn+
- Supported the international business restructuring plans, reorganizing the operations team and relocating the derivatives team from Paris to Lisbon
- Decreased service time for the resolution of critical discrepancies; improved client satisfaction

Customer Relationship Manager, Caixa Geral de Depósitos, Portugal

- Managed wealth and credit portfolios of €5m for individual and corporate clients
- Provided tailored services to distressed clients to minimize credit impairments



Matteo Verlatto

Nationality Italian
Contact matteo.verlatto@mba2019.imd.org
Languages English, Italian, Spanish (B)
Degrees MSc Marketing Management & Innovation, Fondazione Istud, Italy;
BA History, Università Degli Studi di Milano, Italy

7 years' experience in sales and marketing; focused on brand, customer and innovation management in multinational FMCGs

Product Manager, Bolton Group, Italy

- Managed €200m+ brand; led an international cross-departmental project to deliver a new product offering satisfying a hidden, and relevant, consumer insight
- Identified key promotional KPI and guided its implementation to record +1 point in value market share, preserving the brand's profitability

Junior National Account Manager, Bolton Group, Italy

- Defined promotional strategy and improved customer product portfolio to reach +5% sales in a declining market (-1%), while also developing the brand's e-commerce strategy
- Managed the performance of a sales team of 17 to improve in-store execution, generating a +6% growth in revenue with top national retailers

Key Account Manager, Bolton Group, Italy

- Created a customer-centric approach to recover a price sensitive client, while maintaining the area's gross margin

IMD MBA 2019 class profile



Tiziano Viganò

Nationality Italian, Swiss B Permit
Contact tiziano.vigano@mba2019.imd.org
Languages English, Italian, French, German (B)
Degrees MSc Mechanical Engineering (Double Degree, Cum Laude), Polytechnic of Milan and Turin, Italy/Exchange Program for Master Thesis, TU Delft, the Netherlands

4 years' international experience in digital transformation, digital services, operations and project management

Project Manager, GF Machining Solutions, Switzerland

- Led the design, development and operations of IoT platform and digital services projects
- Managed a global cross-functional team in 10+ research centers/20+ sales companies
- Created the business vision and initiated innovation projects for data-driven services
- Coordinated the launch of the first digital services & applications, success story in GF 2017 report

Graduate Program Project Manager, GF Machining Solutions, Switzerland/USA

- Conducted research for system optimization as innovation engineer in R&D BU
- Executed analysis of after-sales performance as business analyst in marketing BU
- Led development of digital services as project manager in customer services BU

EEDP Intern, GE Oil & Gas, Italy

- Designed Additive Manufacturing (AM) processes to produce turbine components
- Evaluated procedures to ensure the quality of AM processes with six sigma black belt team



Fred Wallenberg

Nationality Swedish
Contact fred.wallenberg@mba2019.imd.org
Languages English, Swedish
Degrees B.B.A., Georgetown University, USA

4 years' investment experience across healthcare, industrials, services and technology

Associate, Investor AB, United States

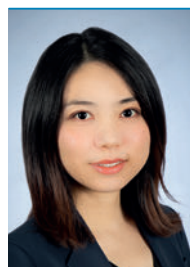
- Investment analyst on the \$640m acquisition of the medtech company Laborie and \$903m acquisition of specialty distributor Sarnova, growing the NA private equity portfolio by 60%
- Worked closely with management teams of portfolio companies to drive value creation strategies and support in business development initiatives, organic and M&A
- Served on the Board of Directors of Laborie Medical Technologies and Sarnova Holdings

Analyst, Brown Brothers Harriman, United States

- Completed rotational program in Treasury, FX, Institutional Risk and Investment Mgmt.
- Co-led the financial and business due diligence on a US-based travel technology company, resulting in a multimillion-dollar investment and ~7% stake of the company
- Selected as one of 20 employees for a bi-annual 10-week accelerator program (LEAD)

Summer Analyst, Temasek Holdings, Singapore

- Responsible for providing new deal sourcing, industry research and company valuations



Junyi Wang

Nationality Chinese, Japanese working visa
Contact junyi.wang@mba2019.imd.org
Languages English, Mandarin, Japanese, Spanish (B)
Degrees MSc Statistics, George Washington University, USA; BS (Hons) Info & Computing Science, Beijing University of Technology, China

7 years' international pharmaceutical industry experience in data analytics, product development, innovation, and cross-functional initiatives

Senior Biostatistician, Novartis, Japan/China

- Led strategy discussions with global cross-functional project team for new drug applications and their market entry into Japan across multiple therapeutic areas, using advanced data analytics with limited time and resources
- Established collaboration with the global data science team on machine learning training and platform sharing; devised workshops on AI/digital innovation in Novartis Japan, winning 3rd place globally, with one innovation making the finals in a pan-Novartis contest
- Supported the market access strategy for a rare disease drug and project development in dermatology during a rotation in the clinical management department in Japan

Biostatistician, Novartis, China

- Led data analysis for multiple clinical projects from early development to post-marketing
- Managed cross-functional teams of 3+ and external partners on multi-year projects; proven efficiency in managing timelines and conflicting priorities



Jinzi (Jillian) Xu

Nationality Chinese
Contact jillian.xu@mba2019.imd.org
Languages English, Chinese, German (B)
Degrees BSc Economics, Peking University, China

9 years' experience in integrated marketing strategy and business development across the high-tech, connected devices and lifestyle industries

Account Director, Uniplan (Int'l Marketing Agency), China

- Defined and implemented market-entry strategies to promote int'l brands and products
- Led multinational teams of 15 across functions, geographies and 3rd parties; improved cost structures and expanded client and project base to achieve a 13% three-year avg. profit

Senior Account Manager, Flaming Creations, China

- Delivered bespoke end-to-end marketing campaigns to create vibes and drive traffic for sales; integrated digital strategies into traditional marketing practices
- Built a team that won project bids worth 45% of total revenue in 2011–2014

Executive in Residency, Joint US-China Collaboration on Clean Energy, China

- Provided on-demand capacity building, organizational development and marketing consulting for sustainable projects, deploying proven solutions to less developed communities
- Oversaw an internship program, mentoring 20 interns to complete an educational marketing campaign for greener consumption that reached 3,000 children in two months



Yizhe Xu

Nationality China, Singapore Permanent Resident
Contact yizhe.xu@mba2019.imd.org
Languages English, Mandarin
Degrees MSc Innovation/BA Finance, Singapore Management University, Singapore/Babson College, US

7 years' experience in strategy consulting, managing growth-oriented projects for pharma, medical devices and CRO clients and collaborating with diverse stakeholder groups in healthcare, NGOs and banks

Senior Strategy Associate, Syneos Health, Singapore

- Formulated growth strategies for the Asia President, entailing market/regulatory analysis, competitive landscape, go-to market strategy and innovative patient access schemes
- Identified and evaluated new service opportunities in China; designed business models and implementation plans, resulting in 20% revenue growth in the first year
- Established a new BU in Japan with new sales of \$2m in the first year

Independent Consultant, Singapore

- Assessed and developed multi-channel marketing strategies for a top CRO client

Strategy Consultant, Tenatio, Singapore

- Co-led the development of innovative solutions in healthcare with a focus in solution areas of market access, medication financing and patient engagement
- Assessed the Asian oncology market and devised market entry strategies involving diverse stakeholder groups, including regional client teams, hospitals, physicians, NGOs and banks



Yang Yao

Nationality Chinese
Contact yang.yao@mba2019.imd.org
Languages English, Chinese, Japanese
Degrees BSc Asia Pacific Business Management, APU, Japan; BSc International Economics, DUFU, China

6 years' international experience in marketing and sales; focused on product and business strategy development

Market Adviser, Nestlé S.A., Switzerland

- Managed external agencies and internal stakeholders to implement three new product development projects
- Delivered a product rollout presentation to eleven markets across Asia and Europe
- Analyzed and presented the key competitor's brand strategy to senior management

Brand Manager, Nestlé Japan, Japan

- Led the development of five products from concept research to launch strategy, achieving 130% sales target three years in a row and sales revenue of \$180m in 2017
- Led team of six and managed three agencies to plan and execute a campaign with a \$3.5m budget, resulting in 120% ROIC and winning the company innovation award

Account Sales Representative, Nestlé Japan, Japan

- Introduced a new marketing channel for products targeting foreign tourists from in-depth consumer analysis, setting a new daily sales record per store (700 unites/day) in the region

IMD MBA 2019 class profile



Ting-You (Ashley) Yeh

Nationality Taiwanese
Contact ashley.yeh@miba2019.imd.org
Languages English, Mandarin, Taiwanese, French (B), Japanese (B)
Degrees Certified Anti-Money Laundering Specialist (CAMS);
 BBA Finance, National Taiwan University, Taiwan/Exchange Program, ESSEC, France

4 years in international corporate and investment banking with cross-functional experience in sales, finance, customer service, operations and technology

Financial Institutions Group Sales, Treasury Services, J.P. Morgan, Taiwan

- Managed accounts of 32 large int'l financial institutions on cash management, anti-money laundering programs and fraud prevention on int'l wire transfers
- Negotiated with 162 banking clients and increased market share from 14% to 27%
- Collaborated with multinational teams to deliver a \$1m regional deal
- Coordinated 22 client seminars, attracting 1,583 clients with 4.8/5 satisfaction rating

Legal Entity Controller, Finance, J.P. Morgan, Taiwan

- Oversaw the firm's P&L averaging \$5m monthly and cash flows of \$50m daily; collaborated with traders and money desk in Singapore and London for hedging and funding
- Generated financial statements and performance analysis to C-suite committee

Technology Delivery Analyst, Technology Infrastructure, J.P. Morgan, Taiwan

- Led a team of three on cross-country projects to implement firm-wide infrastructure migration, reducing energy usage and maintenance costs by 16%



Chaoyi Zhou

Nationality Chinese
Contact chaoyi.zhou@miba2019.imd.org
Languages English, Mandarin
Degrees CPA, The Chinese Institute of Certified Public Accounts;
 BA Business English, The University of Shanghai Finance and Economics, China

8 years' experience in international professional services, specializing in tax and business consulting

Manager, Tax Reporting and Strategy Service of PwC, China

- Led the delivery of the first digital product of PwC China, improving a Hong Kong listed group's financial reporting efficiency by >70%
- Co-led the development and deployment of a digital transformation strategy for tax reporting for a Fortune Global 500 company, involving 200+ entities globally
- Engaged in the market development of a new digital service, ensuring 30% revenue growth

Manager, China Tax & Business Advisory Service of PwC, China

- Led and supported 100+ tax consulting projects for 70+ global clients to enhance tax and business efficiency, improve compliance status, and implement market entry and exit plans
- Engaged in an IPO and aligned the tax arrangement among 10+ global fund investors, board of investee and national tax authorities, leading to cost reductions of over 35%
- Developed and delivered training programs on tax controlling to 120+ leading industry players in the FMCG and retailing sectors in coordination with the provincial tax authority



Yang Zhu

Nationality Chinese
Contact yang.zhu@miba2019.imd.org
Languages English, Mandarin
Degrees PhD Mechanical Engineering, The University of Toronto, Canada;
 MSc Automotive Engineering, Tongji University, China

8 years' experience in project management, market research and industry analysis across strategy, marketing and engineering projects

Assistant Director, Ernst & Young, China

- Led teams from three countries to develop analytical insights on Chinese auto sector, creating internal reports that became a standard to track the latest market development
- Led market research and analysis on 10+ projects in consulting and account management
- Coached 100+ colleagues to improve their market research and analysis skills

Senior Officer (Project Lead), Volkswagen (China) Investment Co., China

- Led aftersales market research for six subsidiaries, managing a joint budget of \$800k and leading a team of seven from Germany and China to deliver results for top management
- Planned electric-car rollout in coordination with four departments, reducing costs by 15%
- Managed vendors to develop a digitally-focused marketing strategy for a car-sharing pilot

Research Associate, the University of Toronto, Canada

- Initiated research to harvest renewable energy from vibration; generated 10+ publications
- Managed a lab of 20+ people to boost cooperation and doubled research outcomes



Wenjuan (Isabella) Zong

Nationality Chinese
Contact isabella.zong@miba2019.imd.org
Languages English, Chinese, French (B)
Degrees MSc Management/Financial Forecasting & Investment,
 Glasgow University, UK;
 BEc International Economics and Trade, USTB, China

6 years' experience in private equity investment, investor relations and auditing

Investment Manager, Tianhong Asset Management Co., Ltd., China

- Identified and captured investment opportunities through top-down analysis on high-tech and consumption industries
- Led team of three to execute five early-stage deals with investment scale of \$35m, conducting business and financial due diligence and negotiating term sheets
- Incubated one portfolio company, advising on business model and expansion strategy and facilitating next round financing within six months at 2.67X entry price

Investor Relations Specialist, Legend Capital Management Co., Ltd., China

- Supported fundraising of \$2.3bn; facilitated investor due diligence
- Managed relations with 150+ limited partners from diverse cultures

Auditor, Deloitte Touché Tohmatsu Limited, China

- Collaborated on 20+ client audits in the insurance, mutual fund, retail and oil & gas sectors
- Led a team of two to conduct audits on eight private equity funds within a tight timeline



The following participant will be returning to his company upon graduation

Alexander Berry

Nationality British, South African
Contact alexander.berry@miba2019.imd.org
Languages English, Spanish (B)
Degrees MA (Hons) Business Studies, University of Edinburgh, UK

6 years' experience managing international commercial teams in the high-growth technology sector

Global Commercial & Product Consultant, Nexmo, UK

- Pioneered a new approach to product strategy, incorporating external market and commercial analysis into technology focused product design
- Redeveloped key product line contributing €10m in revenue, growing 50% YoY

Sales Director EMEA, Nexmo, UK

- Built and led a high-growth sales team of 15; developed go-to-market plan for key territories including the UK, Germany, France, Israel, CIS and the Middle East
- Grew sales 11X to contribute 20% of company revenues, expanding the customer base from 30 accounts to 150+ and onboarding customers to five new product lines
- Developed team members for promotion to lead teams in other divisions

Traders' Assistant & Administrator, F. R. Waring, South Africa

- Supported the trading desk in international & local contract negotiations, logistics and administration, expanding the role to manage trades worth ZAR 1m p.a.



The following participant will be returning to his company upon graduation

Atsushi Yokota

Nationality Japanese
Contact atsushi.yokota@miba2019.imd.org
Languages English, Japanese
Degrees BA Economics (International & Development Economics),
 University of Tokyo, Japan

10 years' international experience in structuring and executing finance for infrastructure projects in the UK, France, Singapore, India, Turkey, Indonesia and Japan

Deputy Director, Japan Bank for International Cooperation, Japan

- Led structuring of financial schemes to procure funding for low carbon mega power projects in the UK, India and Turkey, collaborating with host governments, manufacturers and investors
- Negotiated with Bulgarian governmental authorities to secure \$40m project finance-based loan for a wind power project affected by legislative changes in the energy sector
- Supported Japanese companies' strategic sale of shares in a French high-tech industrial plant

Senior Associate, Development Bank of Japan, Japan

- Managed a total of \$500m financing for 20+ clients including developers, construction companies and real estate investment trusts, for their investments in real estate
- Provided due diligence for a Singapore financial institution in their first investment in office buildings, residential and retail facilities in East and South-East Asia

Loan Officer, Japan Bank for International Cooperation, Japan

- Concluded \$1.5bn long-term project finance based loan for a 1,320MW power project in Indonesia



How to recruit at IMD?

Our dedicated Career Development team works with you to understand your company culture and identify the best talent for your immediate and future needs.

Please find below an overview of the different recruiting and networking activities available.

Recruiting Activities	Description
Class profile brochure Mid-March	A brief overview of the individual profiles in the class.
Online CV Book April onwards	Online access which allows you to search by multiple criteria to identify the individuals who fit your needs. Download a CV book of selected candidates and contact them directly.
Company presentations June and August	Present your culture, challenges, opportunities, and possible career paths over a one-hour presentation/Q&A session followed by one hour of networking. Virtual presentations are also possible.
Global Talent Forum September	Designed to be a great recruiting and networking platform, it offers you the possibility to enhance your visibility on campus and meet with 90 talented individuals from 40+ countries.
First round interviews September	Conduct initial interviews at IMD or use our conferencing facilities. During a two-week period, our MBAs are focused on exploring career opportunities and no classes are scheduled.
Final round interviews October/November	Second round and additional interviews generally take place at your premises, to allow MBAs to experience your company culture.
Online platform / job postings Ongoing	Register on our online platform to post jobs for our current class or MBA alumni, access CVs and manage interview schedules. Our team will also be happy to facilitate the process.

Please get in touch with our Career Development team to discuss in more detail your recruiting needs at mbatalent@imd.org or call **+41 21 618 03 39**.

Discover more
www.imd.org/mba

Triple accreditation

The IMD MBA Program is internationally recognized by accreditation institutes



**Developing leaders
Transforming organizations
Impacting your future**



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