

87 talented leaders, ready to make a real impact

The IMD MBA

Class of 2023

IMD / Real learning
Real impact

TOP3 | WORLDWIDE
EXECUTIVE EDUCATION
10 YEARS IN A ROW
2012-2022 | *Financial Times*





Our top-ranking 1-year MBA is a personalized and experiential learning journey designed to equip bright and open-minded individuals with key business knowledge and reflective and responsible leadership skills. In an innovative, entrepreneurial and global business environment, we empower our students to harness their potential and pursue their unique goals, ready to drive sustainable impact on their careers, organizations and society.

Our **MBA Class of 2023** is proof of the power of a select group. They are a strong and visionary selection of experienced, global peers who, are set to:

- Embark on an experiential and personalized learning journey.
- Harness resilient, reflective and responsible leadership skills.
- Leverage collaboration and innovation through diverse experiences, projects and labs.
- Sharpen their critical thinking skills and develop an open mindset.
- Graduate ready to make a positive and sustainable impact on their careers, their organizations, and society.

The wealth of diversity and cultural experience in our class will undoubtedly help them unlock their potential and develop the key skills they need to meet the challenges of a fast-paced and evolving world.

We wish them well as they set the bar high, take risks and embrace the challenges of the future.

A handwritten signature in black ink that reads "Omar Toulan".

Omar Toulan, Dean of MBA Program

The IMD MBA Class of 2023

Diverse and experienced

Class enrollment

Number of students: 87

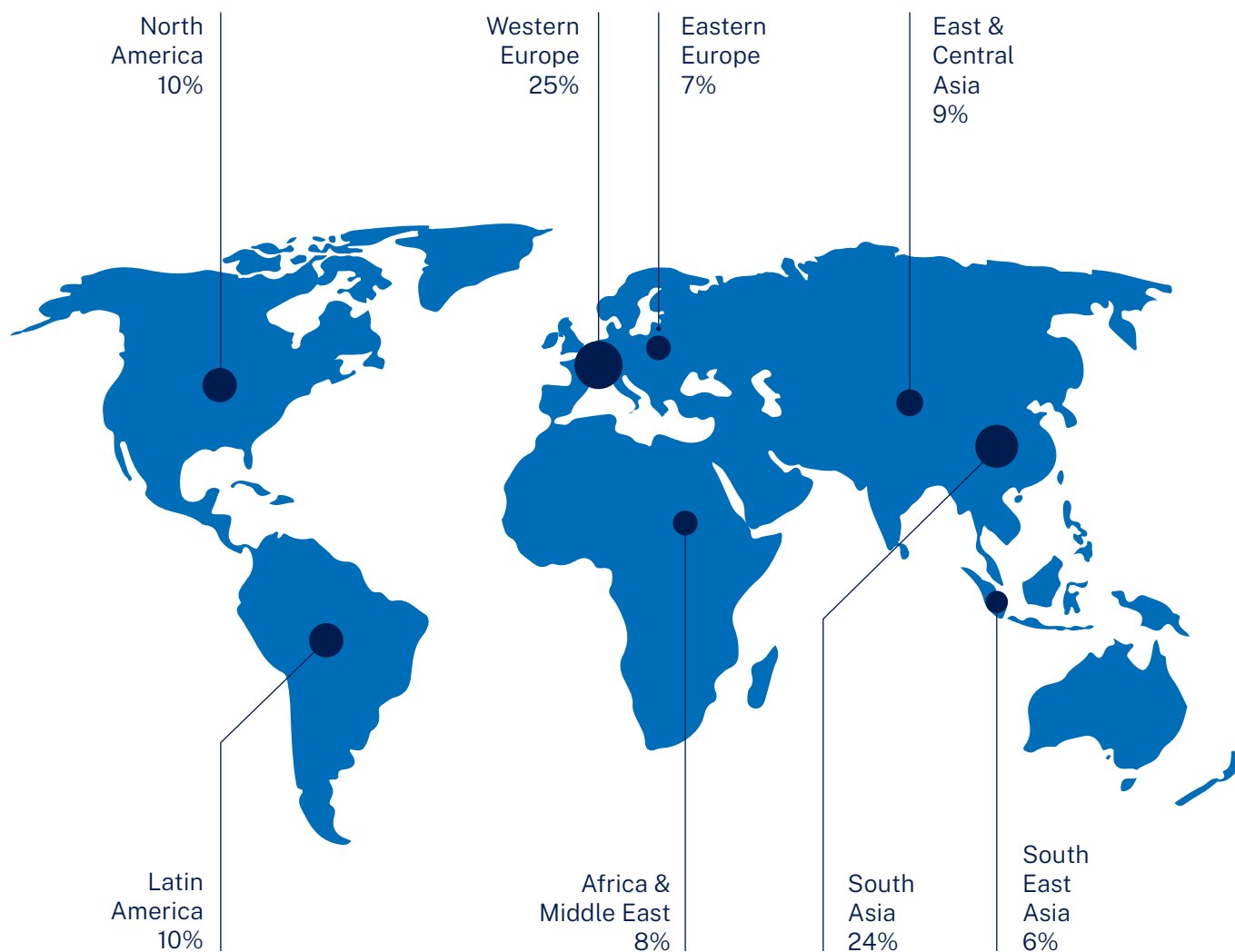
Between 25 to 32 years old: 82%

Women: 36%

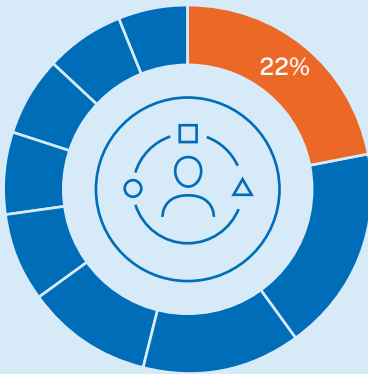
Average years of work experience: 6



International diversity

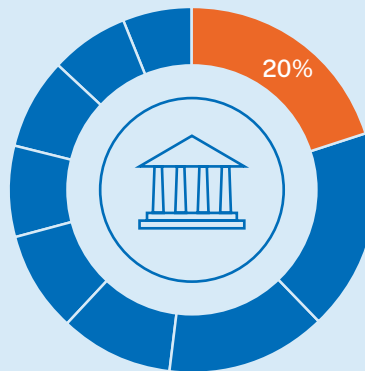


Functional diversity



Marketing/Sales	22%
Consulting	18%
Finance/Accounting	14%
General Management	11%
Project Management	8%
Engineering	7%
Information Technology	7%
Operations/Logistics	7%
Other	6%

Industry background



Consulting	20%
Technology	18%
Financial Services	14%
Other	10%
Consumer Goods	9%
Energy	8%
Healthcare	8%
Manufacturing	7%
Non-profit	6%

Nationalities represented

Argentina	Finland	Japan	Sri Lanka
Belarus	France	Netherlands	Switzerland
Belgium	Germany	Peru	Ukraine
Brazil	Ghana	Philippines	United Kingdom
Cameroon	Greece	Portugal	United States
Canada	Guatemala	Russia	Vietnam
China	Hong Kong	Saudi Arabia	
Colombia	India	Singapore	
Croatia	Indonesia	South Africa	
Denmark	Italy	Spain	



Akmal Adrianza

Corporate Finance and Management Consultant Driving Enterprise Value Creation > 5 years

Nationality

Indonesian

Contact

akmal.adrianza@mba2023.imd.org

Languages

English, Indonesian

Degrees

MAcc, Universitas Indonesia, Indonesia;
BAcc, Universitas Sriwijaya, Indonesia;
CPA, Indonesia;
Chartered Accountant, Indonesia;
CMA, Australia

Principal, Jakarta Business Partners, Indonesia

- Launched firm, developing business and marketing plan to expand services from an accounting to a strategic focus
- Grew client portfolio from 0 to 20 in 2 years across multiple industries, achieving more than \$90K in revenue in only 2 years

Head of Corporate Finance, Realtegit Group, Indonesia

- Closed a \$4M equity investment deal during first 2 years and drove company valuation almost 5 times by planning and overseeing financial strategic decisions encompassing investment, divestment and IPO

Auditor, PriceWaterhouse Coopers, Indonesia

- Led early implementation of IFRS 16 - Lease in multi-national companies' subsidiaries in Indonesia



Karan Aggarwal

Technology Consultant and Entrepreneur Skilled in Sales, Data Analysis and Strategy > 6 years

Nationality

American

Contact

karan.aggarwal@mba2023.imd.org

Languages

English, Spanish

Degrees

BSc Computer Science, Purdue University,
United States of America

Consultant, Accenture, United States of America

- Demonstrated major telecom C-suite a \$5M potential savings thanks to superior data collection from internal embedded mobile application
- Oversaw 20 data engineers, data analysts and product managers with a budget of \$6M to develop data analytic solution

Chief Operating Officer, Minerva Gate, United States of America

- Built company from the ground-up, hiring remote, offshore team of data scientists, AI experts, developers, data engineers and more
- Raised \$2M for portfolio clients through operational leadership of 20-person team, establishing goals and processes to deliver increasing value

Senior Consultant, Booz Allen Hamilton, United States of America

- Secured \$200K in new contracts by managing a team of 5 offshore resources
- Generated a \$3.5M contract with team of 3 data analysts



Sohail Alangari

Business Development Manager, Digital Transformation, Energy > 5 years

Nationality

Saudi

Contact

sohail.alangari@mba2023.imd.org

Languages

English, Arabic

Degrees

BEng in Electrical Engineering, AL Faisal
University

Analyst-Infrastructure Development, Synergy Consulting, UAE

- Managed strategic water infrastructure project preparation in Morocco, supporting team in dry running scenarios (financial, technical and legal)
- Constructed benchmark studies on best practices for water strategic reserve and financial model for the SPV that own power sector infrastructure project

Business Development Director, Algihaz Holding, KSA

- Established joint ventures and business plans with leading global companies in power and telecom sectors, optimizing manufacturing costs
- Expanded company's reach and established new regional branches in 3 countries (Egypt, Pakistan, India)
- Led team of 6 business developers in the execution of company's new business and market-entry strategy, securing \$300M in contracts



Musaad Alkadi

Entrepreneur, Food & Beverage > 10 years

Nationality

Saudi, Swiss

Contact

musaad.alkadi@mba2023.imd.org

Languages

English, Arabic

Degrees

Bachelor's in Finance & Investment,
IMIS Islamic University, Saudi Arabia

Founder/CEO Dolce Ragusa, Saudi Arabia

- Launched endeavor from scratch, conceiving idea, outlining business plan, securing partnerships and developing brand;
- Grew business from negative P&L in year 1 to €2.5M in sales in 2022
- Built supply chain between Italy and Saudi Arabia, negotiating 20 partnerships with Italian cheese producers

Co-Founder, Helmut Bakery, Saudi Arabia

- Secured CHF1.5M in financing to launch business, created business model and financial structure
- Managed construction of 1,300m² production facility, negotiating with architect and contractor, and purchasing all required imported equipment
- Identified expert German baker as business mentor and hired talent abroad; established production flow



Nantwin Apffelstaedt
 Manufacturing and Consulting, New Ventures, Turnarounds,
 Supply Chain and Operations in Europe, Asia and Africa > 8 years

Nationality
 German, Belgian, South African

Contact
 nantwin.apffelstaedt@mba2023.imd.org

Languages
 English, German, French (G), Dutch (G), Afrikaans (G)

Degrees
 BEng (Industrial Engineering), Stellenbosch University, South Africa

Senior Consultant, enomyc GmbH, Germany

- Generated and realized turnaround plans for companies ranging from €30M to €700M turnover p.a., establishing 2-year road maps to return companies to typical margins and equity ratios
- Designed and programmed data models to simulate complex supply chain scenarios (e.g. a simulation of 500K European pallet shipments p.a., portfolio optimization, logistics strategy, footprint optimization)

Head of Operations, Only & Company Creative, Sri Lanka

- Built and led supply chain team, coordinating 60 people across 4 sites
- More than doubled supply chain revenue in 12 months
- Anticipated supply chain disruptions due to 2019 terrorist attacks, orchestrating contingency plan to ensure operational continuity during dramatic aftermath



Kriti Bakshi
 Building Digital Platforms and E-commerce Solutions
 in the Healthcare Industry > 7 years

Nationality
 Indian

Contact
 kriti.bakshi@mba2023.imd.org

Languages
 English, Hindi

Degrees
 BTech Computer Science, Shiv Nadar University, India

Team Lead, Alcon, India

- Led digital expansion of Alcon's footprint to 8 markets in the EU, onboarding 20k+ customers and processing 1M+ processing new orders
- Planned feasibility and execution of digital products from PMF to MVP
- Spearheaded delivery of MVP in 3 sprints by hiring and leading geographically distributed and culturally diverse agile team
- Restructured E-commerce vertical of 80-members for better vendor and internal team management

Senior Software Engineer, Accenture, India

- Built e-commerce platform for global pharma clients by creating customer journey maps and integrating insurance pricing calculator
- Indexed insurance-product mapping that reduced API response time by 50%, necessary for the viability of real-time pricing calculator



Mariana Balan
 Logistics and Supply Chain in
 International E-commerce and FMCG > 5 years

Nationality
 Argentinian, Spanish

Contact
 mariana.balan@mba2023.imd.org

Languages
 English, Spanish, French (B)

Degrees
 MEng, Technological Institute of Buenos Aires, Argentina

Transportation Capacity Leader, Mercado Libre, Argentina

- Grew transportation capacity by planning delivery expansion throughout Argentine territory
- Redesigned and automated transportation network and demand analysis forecasting, resulting in improved accuracy

Inventory Leader and Demand Planner, Procter & Gamble, Argentina

- Oversaw inventories and production planning, guaranteeing availability of 800 products spanning 10 brands to satisfy demand forecast
- Increased forecast accuracy for personal health care products from 92% to 95% through creation of an 18-month demand estimation



Diego Barrientos
 Operations, Sales Analysis and Business Strategy/Development
 in Consumer Goods and Telecommunications > 8 years

Nationality
 Peruvian

Contact
 diego.barrientos@mba2023.imd.org

Languages
 English, Spanish, Portuguese (G)

Degrees
 BEng, Universidad del Pacífico, Perú

Senior Executive, B2C Sales, Telefónica, Perú

- Achieved 40% sales increase in 3 months by conducting business analysis
- Multiplied mobile phone sales 4x by assembling and guiding a high-performing, multifunctional team
- Converted a \$10K loss into a \$25K profit by leading cost structure analysis

Sales Executive, Nestlé, Perú

- Managed changes in expense structure, sales process and strategy to secure a 10% profit increase for key client
- Enhanced ice cream sales 15% by expanding outsourced street seller

Corporate Operations Assistant, Real Plaza, Perú

- Developed and implemented a contingency plan during the El Niño Southern Oscillation and its associated floods with a multi-company partnership



Aalderik Baud

Engineering and Business Development in the Offshore Construction Industry in Multicultural Environments > 4 years of experience

Nationality

Dutch

Contact

aalderik.baud@mba2023.imd.org

Languages

English, Dutch, German (B)

Degrees

MSc Earth Sciences, Utrecht University, The Netherlands;
BSc Earth Sciences, Utrecht University, The Netherlands

Geological Engineer, Van Oord, The Netherlands

- Prepared and led 6 offshore soil investigations in 5 countries, essential to execute €10M –€300M projects
- Delivered 15 technical proposals for installation of offshore infrastructure
- Secured > €1.5M in funding by collaborating with 5-member team to propose best-fit business development opportunities within offshore wind farms

Trainee Engineer, Van Oord, The Netherlands

- Acted as onboard client representative of 3 offshore soil investigations
- Constructed ground models for 10 dredging tenders and projects

Intern, TNO, The Netherlands

- Analyzed and advised on geothermal project potential



Feres Bertin

Product Marketing/Automotive Industry > 6 years; Projects, Lifecycle & Change Management/Automotive Industry > 4 years

Nationality

Brazilian, Italian

Contact

feres.bertin@mba2023.imd.org

Languages

English, Portuguese, German (B)

Degrees

PGDM Business Management, FDC, Brazil;
BEng Mechanical Engineering, University Centre of FEI, Brazil

Project Management and Planning Coordinator, Mercedes-Benz, Brazil

- Optimized portfolio, reducing 5% of parts and avoidance of €40M of investments through 2023 with zero application disruptions
- Led introduction of electric trucks into the Brazilian market with a 3-vehicle flagship project and funding of \$2M, accelerating digital-to-electric transition
- Coordinated cross-functional teams to ensure assessment of multiple planned changes with a budget of \$0.5M and cost reduction of \$0.3M p.a.

Product Marketing, Mercedes-Benz, Brazil

- Built simulation and development business aligned with Daimler AG electric truck project parameters and long-term strategy for the Brazilian market
- Presented lectures on new electric vehicle technology for customers, advising future applications' needs and targeting partners for future testing



Rohan Bhatia

Entrepreneur in Pharmaceutical Distribution in Emerging Markets > 3 years; International Project Management > 2 years

Nationality

Indian

Contact

rohan.bhatia@mba2023.imd.org

Languages

English, Hindi

Degrees

BTech in Mechatronics Engineering, MIT Manipal, India

Managing Partner, The Pharma Hub, India

- Revised strategy, reduced working capital need by 10%
- Overhauled payment recovery systems, raised on-time payments to 65%
- Optimized warehouse layout, halving processing time, decreased errors to <0.5%
- Improved incentive structure ensuring high productivity, 95% staff retention
- Created customer management strategy, doubled revenue per customer
- Renegotiated with suppliers, increased credit extended to firm by 25%

Component & System Responsible, Mercedes Benz R&D, India

- Demonstrated product expertise, obtained quickest handover of responsibility in organization's history
- Developed rapport with stakeholders; youngest to assume level of responsibility
- Ensured efficient cross-functional teams collaboration across continents
- Created setup & transferred testing of related products from Germany to India
- Led top-rated employee engagement program for 2 years



Shirsha Bhattacharjee

Business Development and Digital Marketing Strategy, In-House Brands > 3 years; Analyst, Consumer Goods and Portfolio Management > 5 years

Nationality

Indian

Contact

shirsha.bhattacharjee@mba2023.imd.org

Languages

English, Hindi, Bengali

Degrees

CFA, CFA Institute, USA;
BBA, Christ University, India

Manager, Star Midas Middle East, UAE

- Managed multi-brand, e-commerce platform operations, leading brand leads, onboarding and strategy
- Architected all aspects of digital marketing, including ideation of social media content and growth project

Investment Analyst, Xanara Investment Management, UAE

- Rebalanced portfolios worth \$200M in assets under management, responding to events such as cash flows, market price movements, etc.
- Monitored performance, risk exposures and key market sensitivities of positions in client assets



Juan Carrillo

Procurement, Sales and Product Development Leader,
Retail and FMCG > 10 years

Nationality

Croatian, Peruvian

Contact

juan.carrillo@mba2023.imd.org

Languages

English, Spanish

Degrees

BSc Marketing, Universidad Adolfo Ibanez, Chile;
BBA, Universidad del Pacifico, Peru

Division Merchandise Manager, Tottus, Peru

- Led a team of 9 buyers and managed \$200M in revenue in all physical stores and digital channels
- Selected as sales mentor in a new trainee program, developing participants and thus contributing to 2 trainee promotions
- Launched 2 critical projects (frozen bread and packaged food menus), generating monthly sales of \$90K in response to new Covid-19 consumer behavior trends
- Increased private label share 10% by conducting an assortment reduction strategy, thus simplifying the customer shopping experience by optimizing the number of products on the shelves



Nandini Chandra

Strategy, Business Development and Product Innovation in
E-commerce Consumer Goods and Pharmaceutical Industry > 6 years

Nationality

Portuguese

Contact

nandini.chandra@mba2023.imd.org

Languages

English, Hindi, Spanish (G), Portuguese (G)

Degrees

MSc Biomedical Sciences with Microbiology,
Kingston University, UK;
BSc Biomedical Sciences with Microbiology &
Immunology, Newcastle University, UK

Product Strategy Development Manager, Mum & You (Q river Ltd), UK

- Organized and led market research and product innovation efforts, leading to development of products
- Prepared business strategy slides for investor meeting pitch decks, contributing to securing funding
- Organized attendance at annual baby shows, building brand awareness

BD Executive, Aurigene Discovery Technologies, Ltd (Dr. Reddy's Labs), India

- Assembled multi-source competition analysis for internal projects; inclusive of pipeline strategy and market segmentation
- Generated service projects from new partners in UK, India and Korea through lead-generation efforts
- Project management for 3 international service projects coordinating with multi-national business and scientific teams



Consuelo Chauny

Innovation and Digital Transformation: Leading Implementation of Agile Culture
and Methodologies across Diverse Industries > 7 years

Nationality

Peruvian, Swiss

Contact

consuelo.chauny@mba2023.imd.org

Languages

English, Spanish, German (B)

Degrees

BBA, University of Lima, Peru

Sales Innovation Manager / Latin America Coach for Innovation Culture, Procter & Gamble, Peru

- Spearheaded P&G Peru's first innovation department, creating strategy, and ideating and implementing projects
- Enhanced and optimized revenue with a 5%+ sales increase

Project Coordinator and Agile Coach, SIDERPERU (Gerdau), Peru

- Led innovation and digital transformation projects with multidisciplinary teams, increasing new sales by 3% and optimizing revenue
- Created the first digital sales platform for complementary products, increasing profits by 200%
- Boosted new sales 6% by leading end-to-end process optimization
- Promoted Agile culture throughout the organization by delivering training and presentations while empowering staff to co-create solutions



Elvin Chua

R&D, Project Management, and Strategic Planning
in the Defense Technology Industry > 6 years

Nationality

Singaporean

Contact

elvin.chua@mba2023.imd.org

Languages

English, Mandarin

Degrees

MSc Radiation Biology, University of Oxford, UK;
BSc (Hons) Chemistry, Imperial College London, UK

Senior Manager (Tech Strategy), DSO National Laboratories, Singapore

- Enhanced organization's technology portfolio by assisting Deputy CEO to develop and operationalize strategies for investing in emerging technologies
- Strengthened organization's ecosystem of partners for technology access by establishing over 20 new partnerships with VCs and deep tech start-ups

Deputy Project Lead, DSO National Laboratories, Singapore

- Led a team of 5 engineers in a multi-million, G2G, R&D project collaboration
- Planned and managed project budget, timeline, and risks in supporting role to project lead, ensuring 100% on-time deliverables

Member of Technical Staff, DSO National Laboratories, Singapore

- Contributed to Singapore's lab diagnostic efforts for COVID-19 pandemic
- Mentored junior scientists and developed a novel systematic approach to reduce time needed for radioisotope verification by 50%



Raul Cohen

Engineering and Production Management in the Aerospace and Energy Business > 5 years

Nationality

Italian

Contact

raul.cohen@mba2023.imd.org

Languages

English, Italian, Spanish (G)

Degrees

Aeronautical Engineering BEng, City University, London

NGO Education Volunteer, Semilla's Life and Otra Cosa Network, Peru

- Designed and led workshops on problem-solving and environment protection
- Collaborated with governmental institutions to organize social events
- Raise \$5K of private equity to support start-ups and long-term sustainability

Production Manager, Chromalloy Holland, The Netherlands

- Adopted a lean approach to enhance parts flow, securing monthly revenue stream aligned with sales forecast of \$500K; spread a culture of change.
- Performed financial forecasts and cost-benefit analysis to budget allocation of resources; led operators and engineers through selected business strategies
- Built new department from ground-up to upgrade quality standards

Process and Product Engineer, Chromalloy United Kingdom

- Performed root-cause analysis to identify sources of product defects
- Designed and applied technical improvements for yearly savings of \$500K



Antonio Colantuoni-McEvoy

Strategic Management Consulting for 8 Major Pharmaceutical Companies and 2 Biotech Start-ups on Development, Operations and Commercial Topics > 3 years

Nationality

French, Italian

Contact

antonio.colantuonimcevoy@mba2023.imd.org

Languages

English, French, Italian (G), Spanish (G), German (B), Japanese (B)

Degrees

MSc Chemical Engineering and Biotechnology, EPFL, Switzerland;
BEng Chemical Engineering, McGill University, Canada

Associate, McKinsey & Company, Switzerland

- Managed multiple workstreams end-to-end and led teams of up to 20 client stakeholders to jointly solve problems with a data-driven approach
- Developed implementable solutions to unlock immediate value
- Coached 12 younger tenured colleagues through trainings on consulting skills including data modelling, top-down communication, storytelling, etc.
- Led office recruiting events and initiatives to secure top talent in coordination with HR, such as EPFL Forum, Switzerland's biggest recruiting fair attracting 18,500 students



Harry Davies

Sport-Industry Professional and Engineer, Skilled at Motivating and Leading teams Under Extreme Pressure > 11 years

Nationality

British, Swiss Residence Permit

Contact

harry.davies@mba2023.imd.org

Languages

English, German (B)

Degrees

HNC Level 4 Mechanical Engineering, Coleg Morgannwg, UK

Systems Engineer, Quotient BD, Switzerland

- Led hardware rapid prototyping projects and promoted overall hardware development for the MosaiQ system
- Executed a 40% optical improvement as manager of MosaiQ optics project
- Communicated findings and problems to senior management using detailed presentations and analytics

Professional Athlete, Various, UK/USA

- Represented various professional rugby teams across Europe, USA and New Zealand in different domestic and international competitions
- Managed multiple leadership groups throughout different organizations
- Integrated new initiatives, supporting player welfare and overall wellbeing



Arthur De Bonis

Mining, Sports, and Healthcare > 7 years; Consulting with Focus on Emerging Markets > 3 years

Nationality

Brazilian, Italian

Contact

arthur.debonis@mba2023.imd.org

Languages

English, Portuguese, French (B), Italian (B), Spanish (B)

Degrees

BSc Economics, Universidade Federal Rural do Rio de Janeiro, Brazil;
PG Dip, Strategy, The COPPEAD Graduate School of Business, Brazil

Head of Consulting, AngolaPrev LDA, Angola

- Liaised between board, C-suite, operations and upper management in largest Angolan social security fund
- Increased collection base 35% and cut retirement benefit disbursement delays from 15 months to 25 days

Financial Coordinator, Grupo Fleury SA, Brazil

- Led a multifunctional team of 30+ members (including remote), reduced headcount around 25% and took over revenue budget of approximately \$500M p.a. in 6 of 7 states where group had operations
- Optimized billing processes, slashing losses from 9% to 1.5%

Financial Manager, Rio 2016 Olympic Torch Relay, Brazil

- Reporting directly to CFO; designed entire organizational corporate structure and acted as head of delegation (300+ members) for 90+ days



Sorelle Djankou Djeuga
Operations Management, Project Management and Business Development in Manufacturing and Oil and Gas > 9 years

Nationality
 Cameroonian
Contact
 sorelle.djankoudjeuga@mba2023.imd.org
Languages
 English, French, German (B)
Degrees
 Meng (Hons), National Advanced School of Engineering, Cameroon

Maintenance & Improvement Manager, Nestlé, Cameroon

- Headed team of 18 technicians in defining and implementing maintenance strategy to raise line performances, reducing 40% of unplanned stoppages and increasing production capacity by 3%
- Reduced costs 8% by slashing spare parts failures 30% through implementation of reliability-centered maintenance (RCM) on a \$600K maintenance budget

Field Professional Engineer, Halliburton, Cameroon

- Led a 6-member team through a \$1M critical project, achieving 100% of objectives; zero safety incident and customer satisfaction in Ivory Coast
- Performed key tender analysis, biddings and negotiations with clients, enabling company to win \$500K yearly logging and perforation contracts in Cameroon
- Supervised job preparation and site execution to ensure 100% compliance with scope, zero safety accidents and 100% customer satisfaction in Nigeria



Guilherme de Albuquerque d'Orey
Automation Project Leadership; Team and Relationship Building across Europe > 4 years

Nationality
 Portuguese
Contact
 guilherme.dorey@mba2023.imd.org
Languages
 English, Portuguese, Spanish, French (B), German (B)
Degrees
 MEng, Aarhus University, Denmark;
 BEng University of Coimbra, Portugal

Systems Engineer, Rovisys Building Technologies, Netherlands

- Led a team of 3 engineers in commissioning a \$2M power management system implementation, part of a hyperscale data center project in Frankfurt for one of world's largest multinational companies
- Secured \$1M in successful bids by collaborating with project manager in design of project proposals and financial planning
- Directed operations of cyber resilience implementation for a pharmaceutical company in Dublin in a consulting role
- Oversaw electrical installation of critical power management systems; trained local technicians and engineers in troubleshooting new systems
- Developed software for building management systems in England, Germany, the Netherlands and USA



Chao (Amy) Fang
International e-commerce & retail experience in business development, category management, e-commerce operations, merchandising and supply chain > 12 years

Nationality
 Chinese
Contact
 chao.fang@mba2023.imd.org
Languages
 English (G), Chinese Mandarin (G), German (B)
Degrees
 BBM, Xi'an International Studies University, China

Operation Advisor, Alibaba, Russia

- Managed fashion categories and conducted brand entry strategy, generating YOY +200% 2 years in a row
- Acquired key brands for annual joint-marketing investment, producing positive merchandise profit by 3rd year despite pandemic

Senior Manager, Site Operation (online), Walmart, China

- Oversaw operation of Walmart online official store on JD.com, achieving 15% online sales share and 4% conversion rate
- Built 6-person site operation team encompassing marketing, design, content and analysis to launch omni-channel APP

Buying Manager, Walmart, China

- Drove 7% increase in sales, assuming full P&L responsibility while managing about 60 suppliers



Olga Gavrilenko
Project Management, Biotechnology Industry: Start-ups and Academia > 5 years

Nationality
 Russian
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 olga.gavrilenko@mba2023.imd.org
Languages
 English, Russian, German (G)
Degrees
 MSc Life Sciences, Skoltech, Russia;
 MSc Physics, Moscow State University, Russia

Project Manager, Data MATRIX, Russia

- Recommended integrated quality management process; redesigned standard frameworks and processes (SOPs) to minimize resource expenditure while maximizing financial outcome

Analyst/Project Manager, BostonGene, Russia

- Led a team of 4 analysts in development of a genetic disease database, discovering inherited disease-causing mutations in ~ 10% of patients
- Coordinated 6-member teams to facilitate end-to-end delivery of 100 short-cycle projects, from scoping through execution and delivery
- Created product training materials with technical insights to enhance US sales team's strategy
- Assembled an exhaustive database of brain cancer mutations, optimizing product assembly time



Marie-Amélie Gléron

Project Management, Innovation and Sustainability in FMCG > 5 years

Nationality

French, Swiss C permit

Contact

marieamelie.gleron@mba2023.imd.org

Languages

English, French

Degrees

Master's in Technology and Innovation Management, Dauphine/Les Mines, France; Biotechnology Engineering, Sup'Biotech, France

Senior Innovation Specialist, Nestlé Research, Switzerland

- Led sustainability projects to generate novel packaging solutions and carbon-neutral technologies with a 3M CHF budget
- Managed project team of up to 8, defining roadmap and deliverables

Innovation Associate Specialist, Nestlé Research, Switzerland

- Managed a personalized digital nutrition innovation project, collaborating on set-up of consumer research in the US and China

Clinical Supply Specialist/Clinical Operations Mobile Health Trainee, Nestlé Research, Switzerland

- Developed and maintained supply management strategy for clinical trials
- Led implementation of an Econsent solution using blockchain technology in a clinical trial; screened and implemented mobile-health solutions



Paulina Godoy Tormo

Marketing and Sales in the CPG Industry across Multinational Brands > 7 years

Nationality

Guatemalan, Spanish, British and Swiss Resident

Contact

paulina.godoy@mba2023.imd.org

Languages

English, Spanish, French (B)

Degrees

BBA Universidad de Ciencias Empresariales y Sociales, Argentina

Vendor Manager, Grocery, Amazon, UK

- Led win-win, long-term contract negotiations with senior stakeholders across top grocery players in the CPG industry, including Mars and Danone-Alpro, delivering triple-digit revenue growth
- Drove bottom-line P&L by negotiating competitive trading terms with manufacturers, unlocking commercial and operational investment

Brand Manager, Food and Drinks, Unilever-Upfield, UK

- Designed brand plans and influenced annual negotiations across top UK grocery retailers, including Tesco and Sainsbury's, accelerating growth and capturing market segment share through a plant-based product proposition

Category Analyst, Personal Care, Avon, Argentina

- Defined category's commercial strategy and delivered consistent sales growth, maximizing margins and increasing penetration and frequency



Oscar Guerra

Connecting the Investment Community with Global AI Start-up Ecosystem, Nurturing Growth and Business Development > 5 years

Nationality

British, Portuguese (TBD)

Contact

oscar.guerra@mba2023.imd.org

Languages

English, French (G)

Degrees

MSc in Management, Warwick Business School; BCs in Biochemistry, University of Warwick

VC Alliance Business Development Manager, NVIDIA, UK

- Created, launched and owned VC alliance program in Europe, Asia and Africa
- Grew investor ecosystem by 125% YOY, partnering with key firms like High-Tech Gründerfonds, Partech, Octopus Ventures, OurCrowd, GGV Capital, etc.

Inception Program Manager, NVIDIA, UK

- Nurtured, advised and sold to NVIDIA's AI start-up ecosystem in the UK, Ireland and Nordics
- Grew deep tech start-up partnerships 455%, focusing on machine and deep learning, HPC, autonomous systems, robotics and the metaverse

Graduate Program, Huawei, UK

- Rotated within Huawei's core businesses as product manager, salesman and engineer in 3 separate product lines: Software (SaaS and BES), Wireless (5G and IOT) and Access Networks (optical fiber)



Sandra Guerra

Healthcare/Pharmaceuticals > 5 years

Nationality

Portuguese

Contact

sandra.guerra@mba2023.imd.org

Languages

English, Portuguese, Norwegian, Spanish (G), French (B)

Degrees

PharmD/MPharm, University of Lisbon, Portugal

Nationwide Pharmacist, Apotek 1, Norway

- Integrated into teams all over Norway and maximized revenue with limited resources, helping multiple pharmacies stay in business during critical times

Pharmacy Director, Apotek 1, Norway

- Managed \$2.5M p.a. budget and increased KPIs by 22% in < 1 year, optimizing resources allocation and alignment between business goals and HR processes

Hospital Pharmacist (Oncology), Hospital Pharmacy of Bergen, Norway

- Analyzed extensive clinical research to identify safety intervals for dose validation, reducing life-threatening risks and improving patient safety
- Supervised production of 1,000+ cancer treatments including clinical trials, combining multitasking and strenuous attention to detail with decision-making under pressure



Ankit Gupta, CFA

Consulting and Operations Experience in Metal, Mining and Energy: Executed 25+ Consulting Projects in Strategy and Supply Chain > 10 years

Nationality

Indian

Contact

ankit.gupta@mba2023.imd.org

Languages

English, Hindi

Degrees

CFA Institute, USA;
BTech Mining Engineering, IIT(ISM) Dhanbad, India

Technical Advisor, Lohum, India

- Supervised construction of 7K-ton-per-year lithium battery recycling plant
- Led team of 150 managers and factory crew in recycling of battery minerals

Manager, Strategy& and PwC, South Africa and India

- Revamped \$700M procurement division for world's largest gold, platinum and steel clients; assisted C-suite in negotiating 13% annual cost savings
- Advised PE firms on energy/metal asset purchases in Africa and Latin America; evaluated processing units' viability such as \$9B aluminium smelter in the Middle East, enabling clients to negotiate with their sovereign funds
- Conducted demand-supply assessment of rare earth metals and grid energy storage, including recent adoption of vanadium batteries for energy storage

Assistant Manager, Reliance Power, India

- Led 90-member mining crew for 3 years and managed \$300M production



Sidra Haider

Developer, Consultant and Analyst, IT: Integrating Business Needs with Tech Requirements to Resolve Complex Issues > 3 years

Nationality

Singaporean

Contact

sidra.haider@mba2023.imd.org

Languages

English, Urdu

Degrees

BSc Information Systems,
Singapore Management University, Singapore

Test Analyst/Test Lead, TD Securities, Singapore

- Led team of 3 members to surpass average defect leaks in testing initiatives, resulting in bug-free production for 6 consecutive months
- Liaised between business and development teams to ensure smooth information flow and mutual understanding of needs and requirements
- Ensured that developed code was working as expected and reported bugs accordingly to guarantee delivery of fully functioning application
- Improved automation script testing efficiency by on-boarding project to internal code-testing software

OutSystems Developer, OutSystems, Singapore

- Attained first solution release target with positive evaluations from client
- Guaranteed QA on project delivery by testing requirements and conducting meetings with global teams



Mitchell Hambling

Engineering for Renewable Energy and Aerospace Start-ups > 3 years

Nationality

American, British

Contact

mitchell.hambling@mba2023.imd.org

Languages

English, Spanish (B)

Degrees

BSc Applied Physics,
University of Washington, USA

Systems Engineer, First Mode, USA

- Performed trade studies on hydrogen power plant architecture to optimize system design and provide product leads with technical insight
- Advised teams on development opportunities using market research

Systems Engineer, AACT CubeSat, USA

- Guided and supervised a 20-person team and \$150K budget to develop an imaging satellite
- Oversaw the development of 3 subsystems, uncovering critical hardware issues and resolving design flaws

Research Scientist/Engineer, Applied Physics Lab, USA

- Supported a team of 4 people in designing an optical navigation system for autonomous underwater vehicles



Nicolaas Heemskerk

Commercial Strategy and Marketing, Sports Industry > 6 years

Nationality

Dutch, British Resident

Contact

nicolaas.heemskerk@mba2023.imd.org

Languages

English, Dutch

Degrees

MA History of Political Theory,
University of London;
BA History, King's College London

Commercial & Partnerships Manager, INEOS Britannia & GBR Sail GP Team, UK

- Generated over £7M worth of sponsorship value for 2 teams in 1 year
- Developed commercial strategy for teams including owned data strategy
- Headed partner relations including analyzing and showcasing measurable ROI for all commercial partners
- Managed media relations and created all written copy for team across media and digital platforms

Digital Content Manager & Press Officer, INEOS 1:59 Challenge, UK

- Managed 12 agencies across social media, content, web, SEO/PPC, merchandising, live broadcast, etc., to ensure delivery of coordinated marketing strategy
- Drove global audience and media coverage resulting in 15K+ media mentions, hundreds of millions of video views, and several industry awards



Viraj Hingwala

Product Manager, Advertising Technology Product Management, Scaling, and Ad Revenue Generation for Leading Digital Media Consortiums Globally > 9 year

Nationality

Indian

Contact

viraj.hingwala@mba2023.imd.org

Languages

English, Hindi, French (B)

Degrees

MS Computer Science,
Indiana University - Bloomington, United States;
Bach of Engg - Information Tech, Mumbai
University, India

Sr. Tech. Product Manager, Magnite Inc (NASDAQ: MGNI), United States

- Led the digital ad quality product team serving 5B digital ads to global digital media consumers on leading platforms including Spotify, BBC, and Disney
- Unified platform capabilities post two M&As to retain synergies
- Developed new revenue streams for emerging sectors like Cryptocurrency
- Negotiated consensus between ad agencies and third-party services to reduce billing discrepancies and create new partnerships worth \$500K

Business Analyst/Product Owner, Liberty Mutual Insurance, United States

- Owned and managed the financial document generation system responsible for accounts receivable of 60K digital invoices/day
- Optimized authorization workflow via eSignature integration, producing \$1.2M annual savings and eliminating 3M paper notices annually



Isabelle Hoorn

Investment Associate & Chief of Staff, Private Real Estate Investment Team > 6 years

Nationality

Dutch, Swiss Resident (C permit)

Contact

isabelle.hoorn@mba2023.imd.org

Languages

English, Dutch, German (G)

Degrees

BSc Finance, San Diego State University,
San Diego

Investment Associate - Private Equity Real Estate, Partners Group, Switzerland

- Underwrote real estate investment opportunities across Europe
- Performed financial and market analyses as well as due diligence

Business Development & Management, Partners Group, Switzerland

- Initiated, implemented and monitored strategic projects for the global head of Partners Group's Private Real Estate investment team (\$17B AuM)
- Supported \$3.6B fundraising for the latest real estate flagship fund; created pitch books and investor updates
- Coordinated the production of the investment outlook and AGM materials

Financial Analyst, Fund Structuring, Partners Group, Switzerland

- Project managed the set-up of private markets flagship funds and mandates across private equity, real estate, debt and infrastructure
- Negotiated legal documents with strategic co-investors for syndications



Claudia Huerta

Marketing and Sales in Multinational Companies in Emerging Markets > 8 years

Nationality

Peruvian

Contact

claudia.huerta@mba2023.imd.org

Languages

English, Spanish

Degrees

BBA, Pacifico University, Peru;
BAcc, Pacifico University, Peru;
Exchange student, Corvinus University of
Budapest, Hungary

Territory Manager, Terpel Comercial del Perú (Formerly ExxonMobil), Peru

- Coordinated tenders as lubricant supplier for some of the largest mining operations in Peru, retaining client loyalty worth \$30M p.a.
- Managed monthly closing of in-house warehouse inventory for 42,000 barrels across 8 mining operations

Account Manager, Peru Branch, Kerui Petroleum, Peru

- Trained associates on local market trends, conditions and opportunities
- Generated a \$1M contract increase by spearheading new market niche project for prospective clients

Regional Brand Manager - Outdoor Sports Category, Grupo Marathon, Peru

- Managed transactions with 6 European and 2 American brands for the LATAM market, negotiating contracts, setting up showrooms and networking with clients
- Analyzed product offer, prepared sales forecast and pricing strategies; conducted training in 15 stores



Marya Imbach

Digital Consulting and Project Management, Financial Services > 5 years

Nationality

Swiss, Belarussian

Contact

marya.imbach@mba2023.imd.org

Languages

English, German, Russian, Belarussian

Degrees

MSc, Business Information Systems and
International Management, University of Applied
Sciences and Arts, Northwestern Switzerland

Senior Consultant in Emerging Technologies, UBS, Switzerland

- Consulted multiple digital projects in HR (business process automation), IT security (access governance), Wealth Management. Biggest project Asset Management
- Oversaw data migration business testing, coordinating with 20+ member team and internal and external stakeholders
- Detected major challenges in software adoption and data migration (\$20M core software replacement for a Real Estate Portfolio Management project)

Project Manager, VZ VermögensZentrum, Switzerland

- Improved data quality within CRM system by examining existing data management processes across the entire company
- Devised upgrades and created roadmap for implementation of business process automation, presenting plan to CEO



Kasper Isoaho
Management Consulting and Telecommunications Industry > 5 years

Nationality
 Finnish
Contact
 kasper.isoaho@mba2023.imd.org
Languages
 English, Finnish, German (B)
Degrees
 MSc Economics & BA, University of Oulu;
 BSc Economics & BA, University of Oulu;
 Passed CFA Level III Exam, CFA Institute, USA

Manager, EY, Finland

- Piloted new processes and category management playbook for a client with multibillion annual procurement spent as a team leader of 3 consultants
- Mentored 3-4 consultants; coached and trained new team members, contributing to team's growth from 4 to ~15 consultants in 1.5 years

Senior Consultant, EY, Finland

- Led team in design of a data model for strategic network optimization software, identifying a multimillion saving potential
- Managed a team of 2 consultants in market and competitor analyses in sustainability-related services for an energy industry client

Operational Excellence Analyst, Radio Frequency Systems (Nokia), Germany

- Identified a €150K saving in payment terms harmonization, contributing to a global working capital optimization project



Pierre-Jean Jacquet
Business and Project Manager in Health-Tech, Transforming New Opportunities into Cutting-Edge Cloud Systems and Business Processes > 5 years

Nationality
 French
Contact
 pierrejean.jacquet@mba2023.imd.org
Languages
 English, French, Spanish (B)
Degrees
 MEng, Télécom SudParis, France;
 MSc in Digital Science for Health, University of Montpellier, France

Health Cloud Project Manager, Euris, France

- Managed 18 private and hybrid health cloud deployments across 10 international healthcare customers for a total value of €1.6M revenue
- Led an international cloud deployment (Germany, Italy, US, France and Israel) of the first certified, digital therapeutics tool to receive approval for reimbursement by the French social security

Business Developer, Euris, France

- Customized end-to-end product for start-ups; closed sales with 11 clients and generated €300K in revenue

Business Manager, Alten, France

- Created a life sciences business unit from scratch; secured 9 new clients including 2 leading pharmaceutical firms, for a total of €2.7M revenue
- Recruited and supervised a team of 15 junior and senior-level consultants



Usman Khan
Corporate Strategy and Finance Professional, Investing in and Advising Businesses Across Multiple Industries > 7 years

Nationality
 Indian, Canadian Resident
Contact
 usman.khan@mba2023.imd.org
Languages
 English, Hindi, Urdu, Arabic (B)
Degrees
 MBA, IIFT Delhi, India;
 B.Com Honours, University of Delhi, India

Associate, Investcorp, India

- Set up fundraising and investment for the firm's \$100M VC fund focused on Web3, creator economy and entertainment domains
- Delivered growth initiatives for the portfolio, including market entry for an IT consulting firm in the US private sector, expanding topline by ~20%

Delivery Manager, Moody's Analytics, India

- Led development of key technology offerings for automation of investment screening for banking and PE clients, generating cost reduction of ~50%

Analyst, HSBC, India

- Advised a European energy company to implement a new share-based dividend policy to achieve cash savings of ~\$5B p.a.
- Led asset sales and covenant renegotiation for the world's largest generic drug company to avoid bankruptcy



Ernesto Kling
International Sales Manager, IT Systems and Technology Sales > 10 years

Nationality
 Canadian, Colombian, American Resident
Contact
 ernesto.kling@mba2023.imd.org
Languages
 English, Spanish, German, French (B), Portuguese (B)
Degrees
 BASc (Hon) Industrial Engineering, University of Toronto, Canada;
 MEng Industrial Engineering, University of Toronto, Canada

Senior Sales Manager, Citrix Systems, USA

- Directed a cross-functional sales team of 3, driving over \$10M revenue
- Generated 15%+ YOY growth in multi-country emerging markets
- Demonstrated consistent quota overachievement: 2022 Top LATAM Sales Manager Award

Senior Sales Engineer, Citrix Systems, USA

- Managed pre-sale and value selling processes achieving 100% YOY growth
- Earned the "Above & Beyond" award for exemplary brand stewardship

Regional Product Specialist, Citrix Systems, Canada/USA

- Devised business development plays delivering 264% SaaS product revenue
- Led strategic account negotiations resulting in over \$3.5M bookings
- Awarded "Citrix Achiever's Club MVP" and "Americas Customer Excellence" recognitions for outstanding dedication and passion



Mads Kofoed

Asset Management: Nordic Institutional Client Management Business Development and Relationships Building > 7 years

Nationality

Danish

Contact

mads.kofoed@mba2023.imd.org

Languages

English, Danish, Swedish (G), Norwegian (B) and German (B)

Degrees

BSc. Business Administration,
Copenhagen Business School, Denmark

Senior Client Manager, Nordea Asset Management, Denmark

- Managed client relations of complex Danish and Swedish institutional clients (client portfolio > €400M)
- Liaised between client and operations team to incorporate industry changes and regulations, while anticipating future needs into program design
- Co-led and authored 2 requests for proposal to increase assets under management between €30M and €50M, coordinating 10 team members and other stakeholders to package and land bid

Specialist, Nykredit Wealth Management, Denmark

- Led a strategic initiative of a tier-1 client to boost assets under management by €5B through integration and implementation of a new partnership
- Generated a 20% cost improvement through complex business modelling, with focus on governance and external partnerships



Olga Kopyika

International Law: M&A and Cross-Border Investments in Agribusiness, Infrastructure, Logistics, etc. >10+ years

Nationality

Ukrainian

Contact

olga.kopyika@mba2023.imd.org

Languages

English, Ukrainian

Degrees

MA Law (Hons), Yaroslav-the-Wise National Law
Academy, Ukraine;
MA Finance, Kyiv National Taras Shevchenko
University, Ukraine

General Counsel, Legal and Corporate Affairs, Bunge, Ukraine/Switzerland

- Provided legal support for \$500M+ green- and brown-field investment projects, including port terminal, multi-seed crushing and corn-milling plants
- Led complex due diligence, risk mitigation, transaction structuring, MoU, term-sheet, SPA, SHA, JVA structuring for \$250M+M&A transactions
- Built broad network with state, local authorities, embassies and other stakeholders to ensure project implementation

Chair of EBA Logistics Committee

- Drove and led numerous reforms across the transport sector to promote its integrated development in Ukraine
- Represented industry players' interests within the parliament, government and other state authorities



Liudmila Kortikova

Supply Chain Strategies and Vendor Negotiation for Tech Companies and Retailer 10 years

Nationality

Russian

Contact

liudmila.kortikova@mba2023.imd.org

Languages

English, Russian, German (B)

Degrees

MCom, Saint-Petersburg State University of
Economics, Russia;
BCom, Saint-Petersburg State University of
Economics and Finance, Russia

Procurement and Logistics Director, Operator-CRPT LLC, Russia

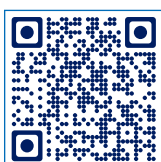
- Led the department, established business processes from scratch
- Slashed annual procurement costs 31% and annual logistics costs 25% by performing cost competitive analysis, negotiating with vendors and closing direct, intermediary-free contracts

Procurement and Logistics Director, Trekmark LLC, Russia

- Managed the procurement team, designed and launched business processes
- Optimized cost price of marking lines by 27.5% and inventory costs by 17.5%
- Built strategic vendor relationship, doubling discounts for components

Head of Logistics Department, Kronshtadt Technologies JSC, Russia

- Established and directed logistics department from scratch, developed policy
- Enhanced customer satisfaction level of logistics service by 40%
- Decreased acceptance of defective products by 30%



Ashima Kumari

Business and Product Development, Financial Services > 4 years

Nationality

Indian

Contact

ashima.kumari@mba2023.imd.org

Languages

English, Hindi, French

Degrees

BTech Computer Science, Banasthali University

Product Analyst, JP Morgan Chase, India

- Oversaw Credit Product Launch product as product owner on \$11.5M for 16 brands and co-brands for US credit card market
- Collaborated with sales, service, treasury, operations, technology, UI/UX, risk, compliance and legal teams to design business model

Associate Business Analyst, HSBC Open Banking, India

- Implemented tangible products including Variable Recurring Payments (VRP), recognized as leading example in the UK banking market
- Spearheaded end-to-end product delivery, both technical and business requirements of Open Banking, HSBC
- Led fraud requirements and report writing encompassing new fraud-detection technology



Venice Lau

Communication Strategies, Marketing for NGOs, Cultural Organizations and Project Management for International Consulting Groups > 4 years

Nationality

Hong Kong

Contact

venice.lau@mba2023.imd.org

Languages

English, Cantonese, Mandarin, German (B)

Degrees

MA Social Science, Media, Culture and Creative Cities, University of Hong Kong, HK; BA, University of Hong Kong, HK

Special Project Manager, Cultural Management Office, HKU Hong Kong

- Managed 9 overlapping events for 2022-23 season
- Aligned phase 1 HKD 250K for 10th anniversary, developed phase 2 initiatives across departments with 15K global subscribers functional leads
- Engaged 2K+ live audiences and 15K+ subscribers through efficient cross-functional and cross-departmental coordination

Associate, APAC Consulting Coleman Research, Hong Kong

- Achieved APAC team's contribution to 14% (Q1) and 35% (Q2) revenue growth in 2022 by accelerating strategy and due diligence for 80+ projects
- Coordinated complete cycle of custom recruiting, mapping, interviewing, selection, and placement for projects; recognized as top 10 employees across 8 teams in HK, SG, UK and US
- Supervised a 10-member global team on identifying and screening experts in life sciences, technology, real estate, industrial, FMCG and ESG sectors



Dr. Akané Lièvre

Healthcare Industry Professional, as a Medical Doctor and Associate Consultant > 4 years

Nationality

French, Japanese

Contact

akane.lievre@mba2023.imd.org

Languages

English, French, Japanese (B), German (B)

Degrees

MBBS, Queen Mary University, UK

Associate Consultant, Simon-Kucher & Partners, Germany

- Developed commercial strategies as core team member for several life science projects

Medical Doctor, Centre Hospitalier Universitaire Vaudois (CHUV), Switzerland

- Advised the police and justice department as forensic medical doctor
- Managed wards and assisted in operating theatres as doctor in the Vascular Surgery Unit

Medical Doctor, NHS, UK

- Served Oxford and Milton Keynes University Hospitals as foundation year doctor



Yiran Liu

Cross-functional experience in Sales, After Sales, Marketing and HR > 6 years; Area Manager, Automotive Industry > 3 years

Nationality

Chinese

Contact

yiran.liu@mba2023.imd.org

Languages

English, Mandarin, Japanese, German (B)

Degrees

BA, Economics and East Asian Studies (Dual Degree), Bucknell University, USA

Area Manager, Toyota Motor (China) Investment Co., Ltd, Beijing

- Led 50 Lexus dealers in 5 provinces in China, guided dealerships to set annual business plan and achieve retail sales target
- Determined dealers' supply pipelines, including volume planning, ordering and inventory control according to model mix optimization considerations
- Analyzed sales data, conducted market research and devised regional marketing plan, boosting sales of challenging models by 20%

Senior HR Specialist, Toyota Motor (China) Investment Co., Ltd, Beijing

- Implemented annual performance assessment process and HR data analysis
- Conducted recruitment campaigns for Lexus

HR Associate, Miki Pulley Co., Ltd, Japan

- Rotated in sales, manufacturing, technical and general affairs divisions
- Contributed to recruitment interviewing and end-to-end processes



Claudio Lopa

Marketing and Communication, Project Management, Educational Development and Team Leadership > 4 years

Nationality

Filipino (Philippines)

Contact

claudio.lopa@mba2023.imd.org

Languages

English, Tagalog

Degrees

BA Diplomacy and International Relations, Ateneo De Manila University, Philippines

Head of Marketing and Brand Building, Magna Anima Teachers College, Philippines

- Spearheaded brand overhaul from a social enterprise to college
- Co-designed company brand guidebook
- Headed 2 teams for programs serving low performing out-of-school youth

Consultant, Production/Program Management, ABS-CBN Books, Philippines

- Produced, managed and co-hosted a live show for 2 years
- Acted as relationship manager to over 20 different artists and writers
- Coordinated the publishing of 2 books written by Rev. Fr. Carmelo Caluag

Producer and Program Manager, The Conscience Collective PH, Philippines

- Launched, co-produced and co-managed over 30 podcast episodes
- Raised over PHP200K in funds for youth volunteers on 2 weeks' notice
- Built a youth development program for young leaders in Pasig City



Bingjie Lyu

Project Management and Software Development in Digital Infrastructure Industry Focused on Digital Enablement > 3 years

Nationality
Chinese

Contact
bingjie.lyu@mba2023.imd.org

Languages
English, Mandarin, French (B)

Degrees
BSc, Information Systems,
Singapore Management University, Singapore

Senior Associate Engineer, Equinix Asia Pacific Pte Ltd, Singapore

- Boosted team's achievement as Scrum master, facilitating Scrum events, bridging information gaps on project goals, and removing obstacles
- Cut daily sync-up meeting time from 90 to 30 minutes with minimal redundant information
- Pioneered data masking automation in both MongoDB and PostgreSQL for data compliance with General Data Protection Regulation

Software Development Intern, Institute of High Performance Computing, Singapore

- Produced potential 50%-time savings in information management by building a comprehensive student management system
- Developed a functional customized user interface for student management system with Bootstrap, receiving positive feedback from client



Luca Menghini

Project Manager and Portfolio Analyst, International Development > 3 years

Nationality
Italian

Contact
luca.menghini@mba2023.imd.org

Languages
English, Italian, Spanish, French (B)

Degrees
MA Global Affairs, LUISS U, Italy;
BA Politics, Philosophy and Economics, LUISS U, Italy

Regional Portfolio Analyst, United Nations - IFAD, Italy

- Oversaw a \$3B project portfolio to ensure alignment with IFAD's business strategy and meet corporate project efficiency targets.
- Coordinate project assessments to guarantee compliance with corporate guidelines
- Conducted comparative analysis to seek co-financing opportunities

Project Management Consultant, United Nations - IFAD, Italy

- Supported the implementation of 3 large government capacity-building projects: \$6M by CLEAR (World Bank Group); \$2.5M by Delivery Associates; \$2.5M by HELVETAS Swiss Inter-Cooperation
- Executed budget analysis, prepared financial evaluation and progress reports to keep track of performance



Mads Møller Mogensen

Developing Winning Solutions as Tax Attorney Specialized in Litigation > 7 years

Nationality
Danish

Contact
mads.mogensen@mba2023.imd.org

Languages
English, Danish

Degrees
MA Law (Tax), Georgetown University, USA;
MA Law, University of Copenhagen, Denmark;
Bachelor of Law, University of Copenhagen, Denmark

Attorney, Gorrissen Federspiel, Denmark

- Developed legal strategies with 13-member team for largest Danish and international companies by market cap, contributing to Danish Supreme Court and the European Court of Justice cases
- Led and directed preparation of 4 court cases with a case value of <€60M
- Analyzed preparatory work, case law and other precedents to develop legal arguments; mentored new assistant attorneys
- Represented clients at oral hearings and in negotiations with tax authorities

Head of Section, Danish Ministry of Taxation, Denmark

- Compiled relevant legal insights to support Danish Parliament on tax matters up for vote, providing user-friendly reporting for all stakeholders
- Composed new tax bills and carried out other pre-legislative work in teams



Konstantinos Moustidis

Engineering Consultant in Major Energy Infrastructure Projects; On-site Client Engagement and Multinational Team Management > 4 years

Nationality
Greek

Contact
konstantinos.moustidis@mba2023.imd.org

Languages
English, Greek, French (G), Russian (B)

Degrees
Master of Civil Engineering,
Aristotle University of Thessaloniki, Greece

Area Lead, Setec Consulting Engineers Ltd, UK

- Ensured delivery of a £2B civil works package for the nuclear reactor building by developing and managing a team of 40 engineers and technicians
- Led the team in a highly regulated environment on critical infrastructure to build the UK's first nuclear power plant in a generation

Assistant Engineer, Atkins Ltd, UK

- Developed engineering solutions for major infrastructure projects in the nuclear, aviation and utilities markets
- Prepared business plan for a digital tool to increase future contract work efficiency by 30%

Private, Hellenic (Greek) Army, Greece

- Completed tactical training as an engineer corps soldier
- Upgraded military infrastructure for the Greek Army and NATO as part of an engineering team in collaboration with military project administration



Apurva Mujumdar

Leading Social Impact for Sustainable Cities and Education through Stakeholder and Operations Management and Strategy Scaling > 12 years

Nationality

Indian

Contact

apurva.mujumdar@mba2023.imd.org

Languages

English, Hindi, Marathi

Degrees

BEng RTMNU, Nagpur, India

Social Impact Consultant (Education and Menstrual Health), Freelance, India

- Developed vision, goals and impact assessment tools for social enterprises

Program Manager, UFacilitate, India

- Designed and led the One Health Summit at Annecy, France, a concept developed by Penn State University and supported by Bill and Melinda Gates Foundation

Chief Operating Officer, CARPE/EcoSattva, India

- Established partnerships with government bodies and multilateral stakeholders like the UNDP and GIZ, to impact over 1.5M residents and 3,500 waste workers by diverting 98,500 tons of waste from landfills
- Led design and launch of one-of-a-kind web-based application to capture, analyze and report granular solid waste data for 6 cities
- Grew annual revenue 175% (from \$2.7M to \$7.3M), leading team of 65



Pradyumna (Prad) Murhar

Venture Capital Investing in Early Stage Healthcare and Pharma, Private Market Research and Technology Entrepreneurship > 9 years

Nationality

Indian

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pradyumna.murhar@mba2023.imd.org

Languages

English, Marathi, Hindi

Degrees

BEng Electrical and Electronics;
MSc Physics (Dual Degree), BITS Pilani, India

Investment Manager, Alkemi Growth Capital, India

- Led deployment of \$15.5M across a portfolio of 5 healthcare companies, 3 of which have raised follow-on funding from external investors
- Saved Alkemi a \$2M write-off by persuading founders of a struggling portfolio company to perform a business model pivot, achieving a share-swap M&A deal with larger competitor at cost (no loss)
- Simplified a portfolio company's brand positioning, enabling it to expand its customer base by 300% to reach markets beyond tier-1 cities

Assistant Manager - Investments, IPE Global, India

- Built financial models, wrote investment memos, and closed grant investment transactions with 3 healthcare start-ups in point-of-care diagnostics, telemedicine, and primary care network spaces



Hanh Nguyen

Business Analytics, Strategy and Sales: Introducing Clients to Innovation and Cutting-Edge Technologies > 6 years

Nationality

Vietnamese

Contact

hanh.nguyen@mba2023.imd.org

Languages

English, Vietnamese, Japanese

Degrees

BA (Valedictorian) in International Studies,
Takushoku University, Japan

Strategy & iX Consultant, IBM Japan, Japan

- Created work breakdown structure and business requirement documents
- Planned strategically to determine project goals, resources, deliverables, workflow and system structure
- Managed global projects across business functions and time zones

Analytics Business Specialist, SAP Japan, Japan

- Introduced customers to digital business models by facilitating design-thinking workshops
- Formalized strategy, highlighting industry needs, global standards and benchmarks

Account Executive, SAP Japan, Japan

- Selected as early talent to participate in SAP Academy Global Training in San Francisco, USA



Seiji Nirasawa

M&A Valuation, Financial Modelling and Auditing in B2C and C2C > 6 years

Nationality

Japanese

Contact

seiji.nirasawa@mba2023.imd.org

Languages

English, Japanese

Degrees

Certified Public Accountant, Japan;
BSc Economics, Hitotsubashi University,
Tokyo, Japan

Senior Associate, PwC Advisory LLC, Japan

- Conducted impairment-loss assessment and simulations for auto parts manufacturer in out-of-court bankruptcy filing
- Drove financial modelling for acquisition of a UAE-based pharmaceutical company

Associate, PwC Advisory LLC, Japan

- Led buy-side valuation project for equity acquisition of IoT services
- Completed financial valuation for equity acquisition of construction IoT company
- Completed sell-side valuation of hotel group owned by real estate fund

Senior Auditor, Ernst & Young ShinNihon LLC, Japan

- Organized audit (for external audit and internal controls) for electronic manufacturer and R&D company



Luis Fernando Ornelas

Project Management, Healthcare and Benefit Administration Government, Non-Profit and Private Industry > 10 years

Nationality

American

Contact

luis.ornelas@mba2023.imd.org

Languages

English (G), Spanish (G)

Degrees

BA Psychology, Kalamazoo College, USA

Project Manager, Kepro, USA

- Led review of a high-volume application process for health centers and free clinics, supervising 30 subcontractors to align processes and ensure completion of ~3K applications
- Streamlined processes and data collection, optimizing workflow ~30%
- Implemented performance measures to monitor each subcontractor's quality of work and output

Consultant, Kepro, USA

- Supervised conference contract implementation requirements, planning and coordinating on-site logistics for 6 annual healthcare conferences
- Increased in-conference member participation ~20% by engaging attendees with more targeted speakers and most pressing topics
- Reviewed Health Center applications for consistency with federal policy, legislation and best practices



Tomás Pérez Bacchi

Financial Services, Debt Structuring, Advisory and Sales > 12 years

Nationality

Argentinean, Italian

Contact

tomas.perez@mba2023.imd.org

Languages

English, Spanish

Degrees

MSc Finance, University of CEMA;
BSc Economics, Catholic University of Argentina

Institutional Sales Trader - Associate, Portfolio Investment, Argentina

- Repositioned and rebranded company by building multidisciplinary sales team and developing strategic relationships
- Multiplied annual revenue 7x within 1st year by opening 40+ client accounts
- Grew company from 18 retail customers to 100+ within 2 years through design and launch of online platform to improve customer experience

International Sales Analyst, Balanz Capital Valores, Argentina

- Built key relationships between international banking (IB) and international sales team to support 100+ international clients in debt security deals
- Secured 8 mutual fund accounts and family offices with operations worth ~\$4B in Brazil by organizing networking trips throughout Latin America

DCM Senior Analyst, Balanz Capital Valores, Argentina

- Co-developed IB team, earning top 5 in national capital markets ranking



Eduard Pericas

Business Transformation Lead, Supply Chain in FMCG >5+ years

Nationality

Spanish, Swiss Resident

Contact

eduard.pericas@mba2023.imd.org

Languages

English, Spanish, Catalan, French (G)

Degrees

MSc in Supply Chain & Operations, IIT, USA;
MEng in Industrial Engineering, UPC, Spain;
BEng in Industrial Engineering, UPC, Spain

Supply Chain Transformation Lead, Barry Callebaut, Switzerland

- Led digitalization of production across Europe, modelling network of 9+ sites

Global Cocoa Demand Coordinator, Barry Callebaut, Switzerland

- Directed coordination of global cocoa markets' sales forecasts (~CHF 2B p.a.), advising board regarding market intelligence in pre-sales meetings
- Deployed a new demand management strategy and process for EMEA within 1 year, liaising with sales, supply teams and 3 vice presidents
- Improved European portfolios' (~CHF 550M p.a.) forecast accuracy +4% for 2 consecutive years
- Pioneered the company's first process to forecast sustainability sales
- Selected as power user leader among 30+ colleagues; represented a planning community; supported conflict resolution
- Coordinated 5 regional demand planners; mentored 2 internship students



Suvt Porwal

Project Management, Operations, Customer Support and System Industrialization in Semiconductors > 5 years; Cryogenics > 1 year

Nationality

Dutch, Indian (Overseas Citizen)

Contact

suvt.porwal@mba2023.imd.org

Languages

English, Hindi, Dutch (B)

Degrees

MSc Sustainable Energy Technology, TU Eindhoven, The Netherlands;
BEng Mechanical Engineering, MIT Manipal, India

Project Lead, ASML, The Netherlands

- Managed the delivery of requirements (technical documentation) to the customer to design their facility before installation of an ASML machine for multiple products
- Led 3 architects and collaborated with 15+ project teams

Project Coordinator, ASML, The Netherlands

- Led daily (24/7) operations at customer locations (US and Asia) by managing stakeholders across the globe to (de)install and upgrade ASML machines
- Travelled and worked extensively within North America and Asia (~ up to 6 months in a year) to perform machine upgrades worth \$2M - \$100M

Project Engineer, Demaco Holland B.V., The Netherlands

- Designed pressure vessels and transfer lines to store and transfer fluids (Liquid Nitrogen, Argon etc) at extremely low temperatures for CERN



Valentin Radevich

Clinical and Management Professional, MedTech Industry: Building and Commercializing High-Outcome Digital Health Solutions > 5 years

Nationality

Canadian, Swiss permit B, Belarussian

Contact

valentin.radevich@mba2023.imd.org

Languages

English, French, Russian, Belorussian

Degrees

MSc Applied Sciences, Physical Therapy, McGill, Canada;
BSc Rehabilitation Science, McGill, Canada

Clinical Account Manager, MindMaze, Switzerland

- Initiated and led commercial activities in Switzerland resulting in 150% increase of market penetration
- Arranged clinical partnerships with multiple stakeholders including 10+ leading hospitals to improve MedTech treatment integration
- Led 5-person team to create a patented medical device prototype
- Coordinated account management activities and coached team members in India and US
- Gathered stakeholder feedback to define integrated continuum of care and market access

Research Clinical Therapist, CHUV/Neurorestore, Switzerland

- Developed and implemented clinical routines and rehabilitation plans for research project, leading to Nature Science Journal publication



William Reindorf-Partey

Multi-Sector Business Development and Engineering Professional > 9 years

Nationality

Ghanaian

Contact

william.reindorfpartey@mba2023.imd.org

Languages

English, French (B)

Degrees

KNUST, Ghana, BSc Mechanical Engineering

Business Development Head, PAP Energy Ltd, Ghana

- Built and managed key client and associate relationships across different levels of society on behalf of PAP Energy Ltd and its subsidiaries
- Diversified group's portfolio, expanding investment into the catering and animal husbandry industry; developed 5-year plan to triple poultry farm's capacity
- Developed and submitted a comprehensive supply chain proposal to the government to address the failing national school feeding program
- Created and executed a welding training program for RINA Energy Engineers as part of local capacity-building quota

Mechanical Engineer, Draper Oil & Gas, Ghana

- Excelled as the top trainee in Siemens' compressor and oil & gas sector maintenance training program under the Offshore Cape Three Points project



Jeremy C. Rose, CFA

Investment Due Diligence, Deal Structuring and Portfolio Management: Energy Trading and Private Equity > 4 years + 3 years

Nationality

Canadian

Contact

jeremy.rose@mba2023.imd.org

Languages

English, French (G)

Degrees

BSc. Chemical Engineering, Queens University, Canada

Private Equity Analyst, Longbow Capital Inc, Canada

- Employed proprietary investment process to deploy \$182M cleantech fund
- Generated deal flow amounting to 50+ prospective investments
- Delivered 7 letters of intent and executed on 3 investments during tenure

Senior Associate - New Ventures, Perpetual Energy Inc, Canada

- Deployed \$1M budget into strategic cleantech ventures
- Accelerated development of portfolio companies from TRL 4 to TRL 7
- Launched environmental commodity trading division initially valued at \$1M

Senior Associate - Commodity Marketing, Perpetual Energy Inc, Canada

- Formulated risk management strategy with C-Suite to achieve 250% YOY sales growth while meeting key risk management parameters
- Negotiated and executed sales contracts for \$30M portfolio while implementing trading strategy to add \$2M of incremental value



Arjun Sampath Kumar

Consulting and Project Management in M&A, Tax/Regulatory and Investment Banking > 10 years

Nationality

Indian

Contact

arjun.sampathkumar@mba2023.imd.org

Languages

English, Tamil (G), and Hindi (G)

Degrees

Chartered Accountant, ICAI, New Delhi, India;
BCom, GS College, Nagpur, India

Director, Ernst & Young, India

- Closed and project managed several M&A transactions, corporate-reorganizations, and fund-raising exercises
- Planned tax and regulatory efficient operating models and supply chains for clients in various sectors such as retail, e-commerce, and mobility
- Formulated overall strategy to carve-out a start-up's business vertical to facilitate \$350M fund raise
- Structured a \$300M acquisition by an Indian unicorn of its rival US tech giant's India business

Pre-MBA Intern, Lincoln International, India

- Developed financial models and memorandums; managed investor outreach for an Indian technology business looking to raise \$100M in capital
- Led due diligence process and assisted clients in commercial negotiations



Aishwarya Saxena

Senior Product Manager Scaling Products and Teams in B2B SaaS Technologies and Building Innovative Technology Solutions for Sustainability > 5 years

Nationality

Indian

Contact

aishwarya.saxena@mba2023.imd.org

Languages

English, Hindi

Degrees

BEng Industrial Engineering and Management,
R.V. College of Engineering, India

Growth Product Manager, Goodera, India

- Revamped user-facing CSR platform increasing event bookings and repeat volunteers by 10%.
- Spearheaded care portal partnerships streamlining communication processes by 30%. Created products improving daily team productivity by 80%

Senior Product Manager, LeadSquared, MarketXpander, India

- Launched 3 core CRM modules on mobile apps helping acquire B2B customers

Product Manager, LeadSquared, MarketXpander, India

- Spearheaded and established the Product Design Vertical
- Implemented UI/UX revamp across all app modules enhancing app performance by 20% and reducing API costs by 15%
- Released 40+ features, boosting end-user efficiencies over 35% and scaling the mobile apps user base by 30%



Jasper Schakel

Engineering Consulting, International Project Management: Client Engagement, Innovation Development, Project Finance and Acquisition > 4 years

Nationality

Dutch

Contact

jasper.schakel@mba2023.imd.org

Languages

English, Dutch

Degrees

MSc Civil Engineering,
Technical University of Delft;
BSc Mechanical Engineering,
Technical University of Delft

Project Manager and Deputy Country Director, Witteveen+Bos Consulting Engineering, Ghana

- Relaunched languishing Ghanaian office, driving local business development and business planning, while managing office expansion on €80K budget
- Generated €590K+ in revenue within 24 months
- Established an €1.4M international research program, maintaining 20+ stakeholder relations across Ghana
- Coached 30+ participants and coordinated program for 30 months for above
- Tackled a €50K feasibility study for implantation of plastic bricks in sustainable housing, leading market and stakeholder analysis, and evaluating technical feasibility study and pilot plant development



Harsh Sharma

Project Management (IT), Consulting and Strategy for Non-Profit, Government and Manufacturing > 7 years

Nationality

Indian

Contact

harsh.sharma@mba2023.imd.org

Languages

English, Hindi

Degrees

MSc Mathematics Hons. (Integrated),
BITS Pilani, India

Project Manager and Lead (IT), Quality Council of India (QCI), India

- Managed a 26-member team to design 40 web and mobile apps worth \$15M+
- Operationalized policy implementation dashboard for 46 central ministries

Project Associate (IT), Quality Council of India (QCI), India

- Revamped accreditation process for 7K+ COVID labs and hospitals in India
- Designed web portal to certify 300K drones and 10K drone manufacturers

Senior Associate, Political Strategy, Association of Billion Minds (ABM), India

- Implemented online platform to capture voter feedback from 80M+ voters
- Formulated multiple online marketing campaigns, increasing vote share ~3%

Consultant (Clean India Mission), Sir Ratan Tata Trust (Tata Trust), India

- Saved \$500K p.a. by instituting data monitoring dashboard to track funding
- Supervised a behavior-change sanitation drive to eradicate open defecation in Indian grassroots; installed 18K toilets



Takafumi Shibata

Business Planning and Product Marketing in Manufacturing > 10 years

Nationality

Japanese

Contact

takafumi.shibata@mba2023.imd.org

Languages

English, Japanese

Degrees

BSc Economics, Hitotsubashi University, Japan

Product Marketing, Panasonic Connect Co Ltd, Japan

- Spearheaded project to create and execute global marketing strategies for a professional video camera as leader of 5 sales and marketing associates

Business Planning, Panasonic UK Ltd, UK

- Co-led sales revitalization plans of the UK branch with a local sales manager by devising and implementing new channel sales strategy
- Initiated midterm business plan creation by developing sales projection and facilitating discussions among Japanese and EU top management
- Improved monthly sales forecast accuracy, collected from 13 regional offices in Europe, by designing a numerical performance index and giving feedback



Manjit Singh
 Leadership, Strategic Planning and Defense,
 Indian Navy > 10 years

Nationality
 Indian

Contact
 manjit.singh@mba2023.imd.org

Languages
 English, Hindi (G), Rajasthani (G), French (B)

Degrees
 International Business Management course
 (for military officers), IIFT, New Delhi BTech,
 Rajasthan Technical University, Kota, India

- Technical Officer-in-Charge, Indian Navy (SPB, Goa), India**
- Commanded 45 naval officers for harbor defense and coastal security of Goa; collaborated with government authorities for strategic planning and aid
 - Ensured 100% vaccination of over 4,000 personnel with zero casualties; enforced contracts worth INR 50M
- Lieutenant Commander, INS Delhi & INS Beas, India**
- Steered team of 35 sailors, coordinating with OEM to assure procurement and installation of radars and communication equipment worth \$350M
 - Represented INS Delhi for foreign navy ships, interacting with diplomats and planning joint exercises with the US, UK and French navies
 - Organized Indian Navy marathon with 15,000+ attendees
 - Led a team of 120 dockyard personnel in fleet maintenance, ensuring highest operational readiness of the Western Fleet with assets over \$40B



Divya Soin
 Consulting in Project Management, Budget Monitoring and
 Contract Management for Clients like Microsoft and Meta > 7 years

Nationality
 Indian, Swiss Resident

Contact
 divya.soin@mba2023.imd.org

Languages
 English, Hindi, German (B)

Degrees
 MSc Construction Management (Hons),
 Cal State East Bay, USA;
 BArch, Virginia Tech, USA

- Project Cost Manager, DPR Construction, Switzerland**
- Developed a change management process for a project team of 12 during construction phase of a 50K m2 data center for Microsoft
 - Liaised between client and project team to report budget and expenditure of CHF 170M; built 6+ client relationships while interfacing with delivery teams
- Product Manager, Swiss Quality Paper AG, Switzerland**
- Pioneered product innovation strategies and identified opportunities to penetrate emerging personal hygiene markets within 12 months
 - Led team of 3 to conduct a competitive analysis for market diversification
- Cost Manager, Churchill Cost Consultants, USA**
- Managed \$1B on campus expansion projects for Meta, negotiating changes with 60+ stakeholders to achieve a 20% cost reduction on total expenditure
 - Reported cashflow and audited stakeholder accruals and billings



Evan Soll
 IT/MedTech/FoodTech, Japan > 7 years' experience
 Business Development, Sales and Market Entry in Japan and USA > 7 years

Nationality
 American

Contact
 evan.soll@mba2023.imd.org

Languages
 English, Japanese, Spanish (G), Italian (G),
 French (B), Hebrew (B)

Degrees
 BA International Relations,
 Claremont McKenna College, USA

- Restaurant Partnership Manager, Wolt Japan KK, Japan**
- Acquired 600+ customer accounts, generating 15% of Wolt's multimillion-dollar annual revenue
 - Exceeded team and individual targets and trained 5 top sales leaders
- Consultant, Sales Associate, IBM Japan KK, Japan**
- Won APAC region digital health project and served in PMO role
- Business Development Associate, GUNZE KK, Japan**
- Created business plan for US product market entry
 - Pioneered Japan-Korea scientific study for 31 hospitals and 516 patients
 - Managed multimillion USD account, YOY, GUNZE's largest US account



Utkarsh Soni
 Consulting, Corporate Sustainability Strategy, Impact Investing
 and ESG Reporting and Regulatory Compliance > 6 years

Nationality
 Indian

Contact
 utkarsh.soni@mba2023.imd.org

Languages
 English, Hindi, Spanish (B)

Degrees
 BA (Hons) Economics and Bachelor of Law
 (Dual Degree), WB National University of
 Juridical Sciences Kolkata, India

- Senior Consultant, Sattva Consulting, India**
- Contextualized supply chain ESG risk and materiality considerations in 3 industrial sectors for a B2B marketplace company to score 200+ B2B vendors
 - Developed "plastic credits" as product offering for a waste management co.; framed standards governing technical operations and stakeholder welfare
 - Built strategy and implementation roadmap for gender integration across the value chain of a British International Investment fund portfolio company
- Consultant, Sattva Consulting, India**
- Managed annual strategy, policy and grant-making of combined \$5M+ CSR investments portfolio of Morgan Stanley, First Abu Dhabi Bank and Mercedes Benz
 - Identified and evaluated 4 high-impact NGO projects for CSR grants towards COVID relief
- Program officer, Wildlife Trust of India, India**
- Led team of 5 lawyers in delivering legal consultation services in 8 wildlife reserves



Ashish Srivastava

Financial Securities and Derivatives Operations in Global Banks > 6 years

Nationality

Indian

Contact

ashish.srivastava@mba2023.imd.org

Languages

English, German (B), French (B), Spanish (B),
Hindi, Bhojpuri, Bengali (B)

Degrees

MBA Technology Management and BTech
Electronics & Telecommunication (Dual Degree),
NMIMS Mumbai, India

Senior Analyst (ENO2), Credit Suisse, India

- Analyzed high-risk trades and discovered errors leading to amendments with value impact of ~ \$650K
- Launched a knowledge management program, trained employees, reduced dependencies on existing personnel, prevented misreporting of 100+ trades
- Improved efficiency for a 5-analyst team by establishing targets and follow up mechanisms, reduced deadline breaches by 90% within 10 months

Senior Risk Analyst, Risk Analyst and Trainee, CRISIL (An S&P Company), India

- Promoted 2x in 3 years, led team of 40 to revamp business development strategy; increased client engagement by 100% and revenue by ~ \$230K
- Automated trade booking process for structured notes traders in USA, UK, Hong Kong and Japan to handle a 3x surge in new notes
- Saved 8 man-hours/week by learning VBA-driven automation, with 50% higher personal output than team average in equity derivative trade review



Junqi (Danny) Tan

E-commerce, Tech Industry in Asia, Europe and Latin America > 6 years

Nationality

Chinese

Contact

junqi.tan@mba2023.imd.org

Languages

English, Chinese Mandarin, Spanish (G), French (B)

Degrees

Master of English Interpreting, Sichuan
International Studies University, China;
Bachelor of English Translation, Sichuan
International Studies University, China

Head of E-commerce, Latin America, Xiaomi Technology, Mexico

- Created and led implementation of region- and country-level business strategies; diversified product offering against customer demand, increasing smartphone sales volume by 150% for H1 of 2022
- Negotiated cooperation with 13 new channels, including Amazon, Walmart and Bank of Chile
- Set up a regional e-commerce team from scratch, with 7 people recruited covering 5 key markets

Head of E-commerce, Central and Eastern Europe and Nordics, Xiaomi Technology, Poland

- Expanded from 2 to 11 online sales channels, skyrocketing sales volume by 200% for 2 years in a row
- Established an e-commerce team with 4 people covering 4 key markets



Swasti Sumedha Tewari

Enterprise Performance Consulting > 2.5 years

Nationality

Indian

Contact

swastisumedha.tewari@mba2023.imd.org

Languages

English, Hindi, Korean (B)

Degrees

BTech in Information Technology,
SRM Institute of Science and Technology, India

BTA, Deloitte India (Offices of the US), India

- Orchestrated 10% increase in EDI/e-commerce utilization, opened 4 additional channels, and simplified the marketplace landscape
- Guaranteed continuity to minimize risk; automated 5 processes, reduced costs to client by 20%
- Developed interfaces, enhancements, reports and Adobe forms, implemented SAP ABAP for simplifying supply chain management, sales and distribution, vendor management, etc.
- Collaborated with 2 software developers to design a dashboard for manually monitoring rebate accruals
- Proposed technically feasible alternatives for developing the rebate accruals monitor when original approach was deemed unworkable



Sanchita Tibrewala

Technology Consulting in the Education, Commercial and Government Sectors > 3 years

Nationality

Indian

Contact

sanchita.tibrewala@mba2023.imd.org

Languages

English, Hindi, French (A2)

Degrees

BEng Information Technology, University of
Mumbai, Mumbai India

Consultant, Deloitte Consulting, India

- Undertook digital transformation of key business processes including the design and delivery of 30+ new features, leading to client contract renewal
- Improved student satisfaction 80% by launching a sentiment analysis tool that enhanced student-staff interaction effectiveness
- Resolved a major client issue affecting 3,500+ students per month, thereby significantly improving student experience
- Mentored 7 new team members, helping them understand requirements and propose solutions

Analyst, Deloitte Consulting, India

- Collaborated with a team of 50+ members to build a multimillion-dollar healthcare portal which processes 800+ applications daily



Maria Tokarska
Technology Consulting Across the Media/Entertainment and Consumer Products Industries > 3 years

Nationality
American
Contact
maria.tokarska@mba2023.imd.org
Languages
English, Ukrainian
Degrees
BA, Princeton University, USA

Senior Consultant, Qvest.US, USA

- Oversaw project progress for the ad products team at a Fortune 500 media company (client), coordinating 2 rollouts to streaming platforms, generating \$1.9M of revenue
- Documented cross-organizational advertising processes using value stream mapping methodology, increasing transparency in ways of working and encouraging accountability across all teams involved
- Identified ~50 pain points and drafted ~250 requirements accordingly for a new deal management tool for a Fortune 500 media conglomerate, improving process time by 22%



Shane Vadera
Project Management, Environmental Construction and Land Development > 7 years

Nationality
Canadian
Contact
shane.vadera.mba2023.imd.org
Languages
English, French (B)
Degrees
Civil Engineering Technician Diploma, Seneca College, Canada;
Business Administration Diploma, Durham College, Canada

Cost Sharing Engineer, SCS Consulting Group Ltd, Canada

- Facilitated complex negotiations and established strategic cost-sharing principles between land development stakeholders
- Implemented new budgeting and scheduling tools to provide real-time costing obligations and improve forecast and proforma accuracy
- Conducted strategic due diligence and exhaustive cost analysis to assess potential land acquisitions

Procurement Specialist, Mattamy Homes, Canada

- Developed procurement analyses for multiple trades to achieve budgeting and scheduling efficiencies
- Managed contractual agreements with vendors, trades, and consumers, ensuring quality and efficiency



Madhav Venkaswamy
Entrepreneurial in Environmental Impact Ventures
Leading Global Teams through Innovation and Business Creation > 6 years

Nationality
Indian
Contact
madhav.venkaswamy@mba2023.imd.org
Languages
English, Hindi, Kannada
Degrees
BSc Industrial and Management Engineering (Gen. Psych minor), Rensselaer Polytechnic Institute, USA

Business Development Manager, Valluri Technology Accelerators (VTA), India

- Led a consortium of Spanish and Indian organizations to secure a bilateral innovation grant worth ~ €1M
- Executed project for a European Commission (EC) funded innovation grant, exceeding deliverables by signing a state pollution control authority as customer and earning special feedback from the EC
- Led conceptualization and development of VTA's first product, coaching cross-functional team through product design, development and go-to-market planning; ensured project completion on-time and within budget
- Presented VTA's product to Central Pollution Control Board and Ministry of Environment, Forests and Climate Change, earning approval for it to be used in pollution management initiatives in India



Akshay Verma
Strategy and Operations > 10 years

Nationality
Indian
Contact
akshay.verma@mba2023.imd.org
Languages
English, Hindi, Dutch (B)
Degrees
BTech, IIT Kanpur, India

Consultant, SV Agri Processing Private Ltd, Netherlands

- Headed strategy and business development and supported fundraising activities in EU; increased sales lead pipeline by 15%

Head of Operations, SV Agri Processing Private Ltd, India

- Led commissioning of 2 large snack lines (value ~ \$20M), managing a cross organizational team of 30 people
- Accelerated supply and I&C of snack lines impacted due to Covid lockdown

Senior Manager, Sunsore Energy Private Limited, India

- Directed key projects for complete lifecycle with P&L responsibility (project value up to \$10M)
- Achieved 20% reduction in project turnaround time by establishing new processes across entire organization
- Implemented cost optimizations, growing project profit margin by 15%



Stephanie Vetsch

Sustainability Strategies and Engineering Design for Innovations in the Energy Sector > 8 years

Nationality

Canadian

Contact

stephanie.vetsch@mba2023.imd.org

Languages

English, French (G)

Degrees

2014 - BSc in Chemical Engineering, University of Calgary, Canada

Field Manager and Process Engineer, Whitefox, Canada

- Led field commissioning of new membrane technology installations
- Created data visualization tools for monitoring technology performance
- Managed all customer support for existing operations in 11 plants
- Engineered sustainable design solutions for integration in new client sites

Lead Process Field Engineer, CNRL, Canada

- Managed daily process optimization and product improvement projects
- Led chemical strategy for reducing consumption by 40% (\$583K p.a.)
- Applied Lean Six-Sigma analytics and statistical models to technology trials

Process and Field Engineer, MEG Energy, Canada

- Completed process design of new innovative oil upgrading technology
- Prepared deliverables for patents and innovation funding and grants
- Field engineer for commercial oil production site and upgrading pilot project



Sandamini Wijeratne

Finance and credit analysis in FMCG, ERP and corporate banking > 6 years

Nationality

Sri Lankan

Contact

sandamini.wijeratne@mba2023.imd.org

Languages

English, Sinhalese

Degrees

Affiliated Chartered Post Graduate, Chartered Institute of Marketing (CIM) (UK); Affiliate, Association of Chartered Certified Accountants (ACCA) (UK); Associate Member, Chartered Institute of Management Accountants (CIMA) (UK)

Senior Consultant – Business Applications, IFS AB, Sri Lanka

- Identified new business requirements related to the IFS finance module and coordinated customizations with the development team, serving multinational companies worldwide
- Managed major business incidents/ escalations of the customers proactively, ensuring minimal business impact

Credit Analyst – Corporate Banking, Union Bank of Colombo PLC, Sri Lanka

- Structured and prepared credit proposals for corporate clients (conglomerates based in Sri Lanka) along with financial and industrial analysis for approval of the board credit committee

Accounts Executive, The Capital Maharaja Organisation Limited, Sri Lanka

- Supervised payments to creditors to ensure the accuracy of the transactions and monitored treasury related banking transactions



Siyabulela (Siya) Xabanisa

Investment Management and Consulting in Strategy, Marketing, Sales and Digital CX; FMCG, Oil & Gas, Renewables, and Family Office > 10 years

Nationality

South African

Contact

siya.xabanisa@mba2023.imd.org

Languages

English, isiXhosa (G), isiZulu (G), Afrikaans (B)

Degrees

BBusSc, University of Cape Town, South Africa

Investment Officer, Family Office & Calulo Investments, South Africa

- Successful regional expansion of aviation refuelling operations of global partner with expected contribution of ~5x existing operations
- Reduced cash outflow from ~CHF 1.3M to ~CHF 0.2M by leveraging relationships to assuage hostility and managed complex divestiture

Engagement Manager, Monitor Deloitte, South Africa

- Exceeded target billing 20% in a single project by building trust-based relations with client and identified improvement areas to raise satisfaction
- Led and coached team of 5 consultants, aligning project requirements with specific talents to both strengthen results and foster career development

Graduate Trainee & Brand Executive, British American Tobacco, South Africa

- Implemented a pilot project in half the budgeted time; identified 15% volume uplift potential, producing a national roll-out within only 1 month



Marianelly Zevallos

Commercial and Transaction Processes, Financial Sector with a Focus on Impact Investing > 6 years

Nationality

Peruvian

Contact

marianelly.zevallos@mba2023.imd.org

Languages

English, Spanish, Portuguese (G), French (G)

Degrees

Master academic semester, ICHEC Brussels Management School, Belgium; BBA Universidad del Pacifico, Peru

Transaction Officer, responsAbility AG Investments, Peru

- Managed LATAM disbursement process for joint (IFC, World Bank, IDB, etc.) financial inclusion projects, with transactions averaging \$10M
- Led 6-member team to design the disbursement training session for all the financial inclusion officers, leading to alignment with optimized processes
- Reduced average disbursement time from 10 to 7 days, leading disbursement training sessions with a 6-member team
- Optimized processes across organization

Analyst, Banco de Crédito de Peru, Peru

- Achieved 110% of sales goals in management of 100-client portfolio (assets between \$20M-\$50M per company)
- Surpassed market share goal 12% by expanding product
- Raised customer satisfaction rate from 70% to 85%



This participant will be returning to his/her company upon graduation

Faisal Alkhalaf

Credit Analysis and Project Finance for Petrochemical and Energy Companies > 5.5 years

Nationality
Saudi

Contact
faisal.alkhalaf@mba2023.imd.org

Languages
English, Arabic

Degrees
BEng, Alfaisal University, Saudi Arabia

Senior Credit Relationship Manager, Saudi Industrial Development Fund, Saudi Arabia

- Evaluated >30 industrial projects (loans worth ~\$4.6B), presenting recommendations to executive and management credit committee
- Identified promising petrochemical projects to maximize ROI, securing approval for record-breaking loans of \$1B and \$1.6B
- Introduced acquisition financing and the 1st working capital financing in fund's history
- Managed a portfolio of small, medium and large businesses for both local and foreign clients; built several financial models for various purposes
- Advised and provided financial consultation to the fund's clients; reviewed +100 loan applications and interacted with +100 prospective clients

Part-time Lecturer, Alfaisal University, Saudi Arabia

- Taught the Certified Management Accountant (CMA) curriculum



This participant will be returning to his/her company upon graduation

Rasheed Alrasheed

Head of Initiatives Unit, Project Management and Strategy > 7 years

Nationality
Saudi

Contact
Rasheed.alrasheed@mba2023.imd.org

Languages
English, Arabic

Degrees
BEng degree of Civil & Infrastructure with Honors, RMIT, Australia

Head of Initiatives, Saudi Industrial Development Fund, Saudi Arabia

- Coordinated and monitored strategy of 8 initiatives worth \$8.5M
- Proposed and implement program to inspire employee innovations
- Monitored project and initiative progress, ensuring consistency and independence, and minimizing associated risks

Project Manager, Rikaz, Saudi Arabia

- Developed project budgets and ensured that tenders and contracts are in compliance with set budget parameters
- Managed and monitored the schedule and project cost budgets during the development and construction phases
- Administrated and managed all design service-related contracts for compliance on schedule



This participant will be returning to his/her company upon graduation

Shun Omori

International Development Aid Organization: Financing for Infrastructure, Technical Cooperation and SMEs > 9 years

Nationality
Japanese

Contact
shun.omori@mba2023.imd.org

Languages
English, Japanese, Russian (B)

Degrees
Bachelor of Social Sciences, Hitotsubashi University, Japan

Representative of Uzbekistan Office, Japan International Cooperation Agency (JICA), Uzbekistan

- Managed Japanese government aid to the Uzbekistan government for infrastructure projects
- Initiated private financing projects focusing on funding SMEs
- Established JICA Georgia Branch Office

Deputy Assistant Director, South East Asia Division 2, JICA, Japan

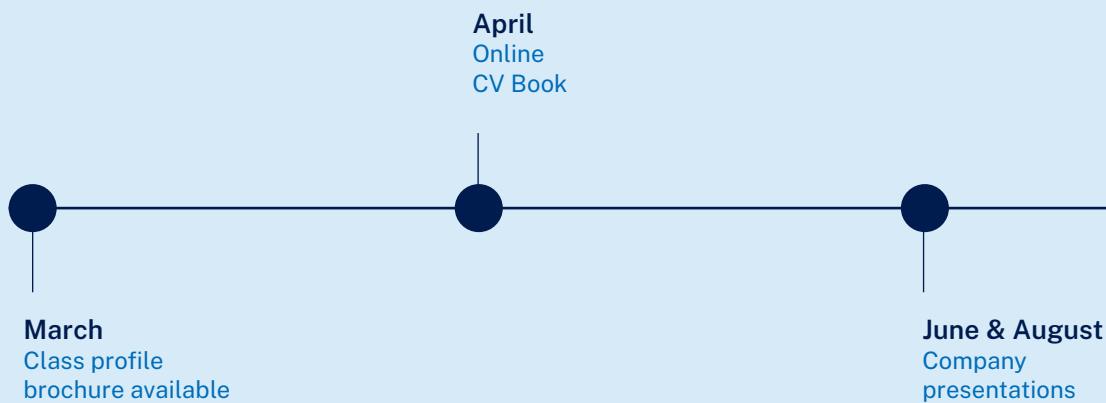
- Executed official development assistance policy for Cambodia with Japan's Ministry of Foreign Affairs and the Cambodian government

Evaluation Officer, Evaluation Division 1, JICA, Japan

- Implemented ex-post evaluations of JICA's ODA loans, grant aid and technical cooperation, focusing on social impacts with logical analytics

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.



Class profile brochure

A brief overview of the individual profiles in the class.

Online CV Book

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

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.

Career weeks and Recruitment activities

Designed to be a great recruiting and networking forum, it offers the possibility to enhance your visibility on campus and meet / interview / recruit talented individuals from 35+ countries. Time and spaces for the individual exchanges with MBA talents are upon request.

Career weeks and Recruitment activities

Second round and additional interviews generally take place at your premises, to allow MBAs to experience your company culture.


Online platform / job postings

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. <https://imd.12twenty.com/hire>

September 19-29
On-campus
recruitment period

Ongoing
Online platform /
Job postings

October / November
Final round
interviews



Please get in touch with our Career Development Team to discuss your recruiting needs at recruitmba@imd.org



Challenging what is and inspiring what could be.

Europe's best MBA (Forbes, Bloomberg)

About IMD

IMD is an independent university institute with campuses in Lausanne and Singapore. For more than 75 years, IMD has been a pioneering force in developing leaders who transform organizations and contribute to society. IMD has been ranked in the top three of the FT's Executive Education Rankings (combined ranking for open & custom programs) since 2012. It has also been in the top four for 18 consecutive years. This consistency at the forefront of its industry is grounded in IMD's unique approach to creating "Real Learning. Real Impact". Led by an expert and diverse faculty, IMD strives to be the trusted learning partner of choice for ambitious individuals and organizations worldwide. Our MBA and EMBA programs have repeatedly been singled out among the best in Europe and the world.

TOP3

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10 YEARS IN A ROW

2012-2022

Financial Times

IMD / Real learning Real impact

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#1

IMD Ranks #1 MBA Programs in Europe
Bloomberg Businessweek
2022, 2023

IMD ranks #1 MBA International 1-year program
Forbes
2019, 2017, 2013, 2011, 2007, 2001

