IMD MBA
The IMD MBA
Class of 2016

The skills to know
The confidence to act
The humility to lead
Dear Recruiter,

We are proud to introduce the IMD MBA 2016 class, which in IMD tradition boasts 90 carefully selected, mature, experienced and globally minded participants from 39 countries, who are ready to make a sustainable positive impact on your business. We would be delighted to connect you with these international professionals. Please have a look at our recruiting activities listed at the back of this brochure and contact our Career Services team.

We look forward to working with you.

Julia De Vargas-Marquez
MBA Career Services Manager

Class of 2016 – diverse and experienced

Class enrollment
- Nationalities represented: 39
- Average age at entry (min. 25): 31
- Average years of work experience (min. 3): 7
- Women: 19%

International exposure
- Participants who have lived or worked outside their home country for a minimum of 6 months: 80%
- On average, our participants speak four languages

International diversity

Educational background
- Engineering: 31%
- Business and Commerce: 21%
- Finance and Economics: 16%
- Social Sciences: 14%
- Natural Sciences: 10%
- IT and Computer Science: 8%

Functional diversity
- Finance: 16%
- Strategy & Planning: 14%
- Marketing & Sales: 13%
- Operations: 13%
- General Management: 12%
- IT / R&D: 12%
- Business Development: 10%
- Project Management: 10%

Work sectors
- Manufacturing Industry: 37%
- Consulting: 20%
- Financial Services: 14%
- Telecom & High Tech: 11%
- Service Industry: 10%
- Public Sector / Non-Profit: 8%

Nationalities represented

Western & Southern Europe: 30%
Asia: 27%
Central Eastern Europe: 12%
Middle East / Africa: 12%
Latin America: 11%
North America: 7%
Oceania: 1%

Educational background

Nationalities represented

Belgium
Brazil
Canada
China
France
Georgia
Germany
Guinea
Hong Kong
India
Indonesia
Iran
Ireland
Israel
Italy
Ivy Coast
Japan
Kazakhstan
Lebanon
Mexico
Moldavia
Nepal
Netherlands
New Zealand
Pakistan
Peru
Portugal
Romania
Russia
Senegal
Singapore
Spain
Switzerland
Taiwan
UAE
UK
Ukraine
USA
Uzbekistan

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Manufacturing Industry: 37%
Consulting: 20%
Financial Services: 14%
Telecom & High Tech: 11%
Service Industry: 10%
Public Sector / Non-Profit: 8%
IMD MBA 2016 class profile

Antoine Abi Ghanem
Age 32
Nationality Lebanon, French
Contact antoine.abiaghanem@MBA2016.imd.ch
Languages English, French, Arabic, Dutch (B)
Degrees MSc BioTech, Analyse, Ecole Nationale Supérieure d’Agronomie et des Industries Agronomales, France

7 years’ experience in manufacturing and R&D in packaging within the food industry

Gerard Assaf
Age 32
Nationality Lebanon, French
Contact gerard.assaf@MBA2016.imd.ch
Languages English, French, Arabic, Spanish (B)
Degrees MEng, Telecom ParisTech, France / MEng, Ecole Supérieure d’Ingénieurs de Beyrouth (ESIB), Lebanon (double degree diploma)

8 years’ int’l experience in telecom, IT management and business restructuring and reorganization in the banking industry

Elena Baltaga
Age 29
Nationality French, Moldovian
Contact elena.baltaga@MBA2016.imd.ch
Languages English, French, Romanian, Spanish (G), Russian (G), Italian (B)
Degrees MA IS & IT Project Management; Bachelor Applied Economics, U of Paris Dauphine, France

5 years’ experience in IS & IT consulting with a focus on business intelligence and analytics across different industries

Charlotte Behrens
Age 27
Nationality German
Contact charlotte.behrens@MBA2016.imd.ch
Languages English, German, French, Chinese (B), Arabic (B)
Degrees MSc Business Administration, Frankfurt School of Finance & Management, Germany

5+ years’ experience in int’l strategy and management consulting in the consumer & industrial goods industries and structured & project finance

Alice Ben Arous
Age 29
Nationality French
Contact alice.benarous@MBA2016.imd.ch
Languages English, French
Degrees MSc Industrial Engineering, Ecole Centrale Paris, France

5+ years’ int’l experience in marketing, supply chain and strategy in the luxury industry

Felipe Berg
Age 33
Nationality Brazilian, German
Contact felipe.berg@MBA2016.imd.ch
Languages English, Portuguese, Spanish (B), German (B)
Degrees Joint PG Dip - Preventive Medicine & Health Management (distinction), U of São Paulo & F Getulio Vargas, Brazil; MD, U of São Paulo, Brazil

5 years’ experience in general management and operations in healthcare

Michael Boksanyi
Age 32
Nationality Swiss, British
Contact michael.boksanyi@MBA2016.imd.ch
Languages English, French, German (B), Spanish (B)
Degrees MSc Computer Science, EPFL, Switzerland

6 years’ experience in the information technology industry

Packaging Developer R&D Bakery Products, Vandemoortele Group, Belgium
• Managed 10+ packaging development projects for seven factories in Belgium, the Netherlands, Germany, the UK and Poland
• Contributed to the innovation process and delivery of several projects which resulted in 30% increase in revenue for the patisserie business unit
• Conducted cost reduction projects on rigid plastic packaging and delivered savings of €750k (50% decrease), improving the design and reducing rejection rates
• Developed a reusable plastic tray capable of sustaining baking and deep freezing for cake products; conducted tests to forecast its usage durability

Production Engineer, Lactalis Group, France
• Delivered cost reduction of €350k on transport and storage of the factory’s products
• Supervised the packaging workshop of a cheese factory incorporating 35 persons/shift and 14 packaging lines

Head of Network Project Management Team, BNP Paribas, France
• Managed a team of 14 project managers who led the IT network projects in France, Italy & Belgium; set team priorities and defined performance indicators
• Handled an annual budget equal to €1.4m and 80 full-time man-days

Network Transition Manager, BNP Paribas, France
• Led a team of six people to restructure and transfer the IT activities of three int’l affiliates from France & Belgium to French teams
• Built the financial case to estimate the cost savings of the new organization (€1m of savings)

Project Solution Manager, BNP Paribas, France
• Managed and monitored multiple projects in parallel (average budget per project €2m)
• Delivered high quality results to clients under very tight deadlines and business constraints

Mobile Network Engineer, Orange, France
• Conducted studies for the support of real-time applications over mobile networks

IS & Digital Consultant, Accenture, France
• Supervised the integration of a company data warehouse solution for a major telecom client; reduced the time required for data quality operations, saving over 6 hours per month
• Co-led the integration of a real-time data extraction & replication platform for a food group; integrated six int’l business units into the group’s business intelligence core model

IT Consultant, Capp Gemini, Spain
• Managed data quality operations & functional tests for an HR platform at an insurance company; led the change management and training of the key users
• Co-led the test teams on SEPA payment platform projects for two major French banks

IT & IS Analyst, Business & Decision, France
• Data quality management and BI reports updates for a luxury goods company
• Responsible for the reference data and client data applications at a major French insurer; improved discontinuous and missing client data flows by over 80%

Consultant, The Boston Consulting Group, Germany
• Led two clients through the transformation of a service organization of an engine OEM
• Developed Asian maintenance, repair and overhaul strategy for an aviation company
• Designed and implemented a digital innovation roadmap for a technical airline company

Associate & Junior Associate, The Boston Consulting Group, Germany
• Designed and piloted an innovation organization for a major European utility
• Restructured the customer and consumer marketing organization for a leading FMCG
• Developed an int’l expansion and market entry strategy for a luxury company

Trainee & Apprentice, KfW (German state bank), Germany
• Successfully structured and financed renewable energy projects in Europe & Middle East
• Proposed and set up development aid projects in South East Asia & Sub-Saharan Africa
• Designed and evaluated structured finance for SMEs in financially distressed situations

Merchandising Manager, Christian Dior Couture, USA
• Increased revenues by 40% by coaching the boutiques effectively and selecting cohesive product assortments for the US market
• Negotiated higher open to buys, earlier deliveries and favorable pricing strategies
• Identified main market trends to help create collections suitable for the US clients

Supply Chain Manager, Christian Dior Couture, France
• Managed the leather goods planning team for the European and US markets
• Collaborated with merchants and marketing teams to support a double digit growth
• Partnered with manufacturing teams to optimize production planning

Commercial Planner, Christian Dior Couture, France
• Managed the worldwide handbag inventory to allow each zone to achieve its budget while controlling stock coverage
• Developed a new algorithm to optimize leather goods distribution

Private Health Insurance Unit Manager, Hospital das Clínicas da FMUSP, Brazil
• Initiated a recovery plan following an 8% fall in revenues, raising the frequency of the most profitable services by 50%; increased revenues by 4% in 2013 & by 16% in 2014
• Coordinated operations supervising 150 physicians & 50 administrative employees
• Set services’ fees and prices to 200 health insurance companies, invoking procedures performed by over 30 hospital departments

MTS Engineer 1-3, Chelios Communications, USA
• Led a cross-disciplinary team of engineers to debug and qualify firmware interface software for Chelios’s next two generation products simultaneously
• Participated in key presentations for customers in the US, China & Japan

Consultant, Chelios Communications, USA
• Analyzed and improved a product’s microprocessor, improving performance by up to 30% compared to previous generations

Abbreviations: languages not followed by a code indicates fluency (G) = good, (B) = basic / m = million, bn = billion / age refers to age at time of graduation
Andreas Bolli
Age 35
Nationality Swiss
Contact andreas.bolli@MBA2016.imd.ch
Languages English, German/Swiss German, French (G)
Degrees ESC Business Law, IAS School Management & Law, Switzerland; Certified Int’l Investment Analyst (foundation level)
6+ years’ experience in corporate strategy and management in industrial products, global financial services sales and business development
Co-founder, SimpleClimb, Switzerland
• Raised $125k seed funding for product development, product patenting & certification
• Developed product strategy to efficiently climb and access workplaces at high altitudes
• Led comprehensive “ready-to-climb” patent examination analysis

Turnaround Manager, K. Bolli Schreinerei, Switzerland
• Implemented successful acquisition of the company

Derivative Sales, Morgan Stanley, Switzerland
• Strongly contributed to annual generation of $9m in revenues by selling cross-asset class derivative solutions to institutional clients in Switzerland, Europe & emerging markets
• Developed Morgan Stanley’s most successful $1.1m sales Swiss public derivative product

Carlos Borda
Age 36
Nationality Portuguese
Contact carlos.borda@MBA2016.imd.ch
Languages English, Portuguese, French, Spanish (G)
Degrees SG Project Management, U Católica, Portugal; MEing Electronics & Telecommunications, U de Aveiro, Portugal
10+ years’ int’l experience in engineering, project management and business development in the aerospace and energy industries
Sales Manager, Omnisons, Switzerland
• Developed business relationships in Africa and managed channels in Asia-Pacific & Russia
• Spearheaded company incursion in the Indian market and selected system integrators
• Led large tender proposals of $21m

Project Manager, Omnisons, Switzerland
• Managed projects of CHF 5m+, increasing the company revenue by CHF 2m+ resulting in a profit contribution to a business development position
• Managed cross-functional teams and installation teams of 20+

Project Manager, LusoSpace, Portugal
• Managed a European Space Agency (ESA) development project with a value of €400k
• Directed a Surface Mounted Technology qualification program with ESA

Denis Borisenko
Age 35
Nationality Russian
Contact denis.borisenko@MBA2016.imd.ch
Languages English, Russian, Japanese (B), German (B)
Degrees MA (Hons) Finance & Credit / Banking, Int’l Banking Institute, Russia, BSc (Hons) IT, St. Petersburg Engineering College of Electronics, Russia
10+ years’ solid experience in corporate banking and infrastructure finance across diverse industries in the emerging Eurasian market
Project Finance Manager, Eurasian Development Bank, Eurasian Economic Union (EAEU)
• Organized int’l infrastructure investments in telecom, energy & environment across EAEU; average investment approx. $100m
• Structured and executed pioneering telecom projects nationwide: Russia’s first high-speed (4G) mobile services provider and operator of wireless communications infrastructure

Associate Chief Officer of Corporate Banking, Sviaz Bank, Russia
• Organized deals in corporate banking and project finance with focus on telecom & energy
• Managed a $60m loan portfolio of the bank’s business units in the North-West of Russia

Senior Risk Manager, Moskommertsbank, Russia
• Managed operational and credit risks in accordance with the requirements of the Bank of Russia & the Basel Committee
• Structured and evaluated projects across Russia; $1bn debt portfolio under management

Kunal Chandra
Age 32
Nationality Indian
Contact kunal.chandra@MBA2016.imd.ch
Languages English, Hindi, Gujarati, Dutch (B)
Degrees B-Tech, Chemical Eng., Indian Institute of Technology Delhi, India
9+ years’ int’l experience in deal-making, strategy development and operations in the oil & gas industry
New Business Development Adviser, Shell Integrated Gas, Singapore
• Led negotiations with counterparty for the joint development of floating gas liquefaction plants (~$2bn/CAPEX) and successfully delivered the joint study agreement per mandate
• Led competitive strategy for floating gas plant segment, establishing Shell as market leader
• Developed and successfully implemented “Dead Space Navigator” a technology to embed counter-party perspectives early on in negotiations, in a multi-bn dollar deal

Program Manager Asset Integrity, NLNG (Shell JVI, Nigeria)
• Led a multidisciplinary team of ten engineering & operations staff to bring Shell’s Nigeria liquefied gas plant (~$10bn asset) to 100% compliance with world class safety standards
• Led maintenance activities for major equipment with maintenance budget $50m

Strategy Adviser, Shell Global Solutions, the Netherlands/India
• Led an organizational set-up program for defining work portfolio and business processes in the newly formed and rapidly growing Shell India Technology Centre

Gianpaolo Chiriano
Age 33
Nationality Italian
Contact gianpaolo.chiriano@MBA2016.imd.ch
Languages English, Italian, French, Spanish (B)
Degrees PharmD, U of Ferrara, Italy; PhD, Physics & Chemistry of Biological Systems, ISAS - SISSA of Trieste, Italy; MA, University of Siena, Italy; Pharmaceutical Chemistry & Technology, U of Bologna, Italy
8+ years’ int’l experience in R&D management in academia and the biopharmaceutical industry
Senior Postdoctoral Researcher & Lecturer, University of Geneva, Switzerland
• Designed and developed innovative preclinical drug candidates targeting human diseases
• Established int’l collaborations coordinating staff activities (30+) and led proposals for granting research funding (CHF 1.7m)
• Authored 10+ scientific papers in int’l peer-reviewed high-impact journals

Scientific Consultant, Biogenera, Italy
• Delivered solutions for the synthesis and preclinical development of a new clinical drug candidate EMA-granted as orphan therapy for treating pediatric cancers
• Supported the company’s management board in granting funding, identifying int’l partners and searching for future business areas
• Defined targeted protocols to optimize product quality and process performance

Research Associate, ISAS-SISSA, Italy
• Discovered new preclinical anti-Alzheimer’s drug candidates using innovative strategies

Sean Coyle
Age 33
Nationality British, Irish, Israeli
Contact sean.coyle@MBA2016.imd.ch
Languages English, Mandarin
Degrees BA (Hons) Chinese & Economics, U of Leeds, UK
7 years’ corporate strategy experience in management consulting across technology and FMCG industries
Senior Associate & Office Manager, Schmitz & Partners, China
• Led and client-managed a strategy project for a listed $17bn life-science company, mapped out strategic options and advised for the $4bn food safety segment in China
• Responsible for recruitment, tax reporting and resource planning for the Shanghai office

Associate, Schmitz & Partners, China
• Built financial model and led conclusive research for a $75m mutual fund in need of verifying dubious gross margins reported in the IPO prospectus of a dairy firm
• Executed distribution strategy for a $4bn listed leading personal care conglomerate
• Project managed deep and recurring strategic analysis on two $8bn M&As in consumer industries for hedge fund clients
• Advised on China/Canada merger for an investor; prediction resulted in $200m+ revenue
• Developed three medical devices for Intel resulting in market deployment by client partner
• Analyzed e-payment value chain in China and scoped strategic options for PayPal

Kevin Crevecoeur
Age 28
Nationality Belgian
Contact kevin.crevecoeur@MBA2016.imd.ch
Languages English, French
Degrees MBE, Solvay Brussels Schools of Economics & Management, Belgium
5+ years’ experience in commercial finance and supply chain roles in the FMCG industry
Downy/Lenor Europe Innovation Analyst, Procter & Gamble, Switzerland
• Developed long term strategies for five European brands (total sales $1bn) aligning the multifunctional teams incl. General Manager, enabling a 10% growth year-on-year
• Co-drew simplification project to eliminate 50% of the European finance team workload
• Improved accountability of decision making for new product launch by conceiving a simple financial model & training the commercial team

Europe & IMEA Logistic Business Planner, Procter & Gamble, Switzerland
• Led monthly actual and forecast process with detailed analysis, regional performance & business units
• Managed work plans, performance assessments & training of four direct reports
• Developed finance training plan for multifunctional team (200+ persons trained)

Western Europe Customization Financial Analyst, Procter & Gamble, Belgium
• Created reporting platform to enable full cost visibility, leading to $50m+ savings identified
• Led third party logistics inquiries and optimization projects, leading to $55m+ yearly savings
<table>
<thead>
<tr>
<th>Name</th>
<th>Age</th>
<th>Nationality</th>
<th>Languages</th>
<th>Degrees</th>
<th>Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thales Crivelli</td>
<td>33</td>
<td>Brazilian</td>
<td>English, Portuguese, Spanish (G), German (B)</td>
<td>PG Dip Process Engineering, Technological Education Institute, Brazil; BEing Environmental Engineer, Federal U of Viçosa, Brazil</td>
<td>7 years’ experience in the mining and metals sector, with expertise in sustainability, innovation and R&amp;D projects and processes</td>
</tr>
<tr>
<td>Hani Dakhill</td>
<td>30</td>
<td>Lebanese</td>
<td>English, German, Italian, French, Spanish (G)</td>
<td>BEng Civil &amp; Environmental Engineering (Distinction), American U of Beirut, Lebanon</td>
<td>Prime Contract Officer &amp; Business Improvement Specialist, Bechtel, KSA</td>
</tr>
<tr>
<td>Philipp De Angelis</td>
<td>32</td>
<td>Swiss, German</td>
<td>English, French, German, Spanish (G), Italian (G), Portuguese (G), Dutch (B)</td>
<td>MA in International Affairs, The Graduate Institute of Int'l and Development Studies, Switzerland</td>
<td>Senior Project Lead, Vice President, BSI Bank, Switzerland</td>
</tr>
<tr>
<td>Patrick DeCaro</td>
<td>33</td>
<td>Swiss, German, American</td>
<td>English, Spanish, French (B)</td>
<td>Mas in Sports Administration &amp; Technology, Int'l Academy of Sports Science &amp; Technology, Switzerland; MA Architecture, EPFL, Switzerland</td>
<td>4 years’ int’l operations management and consulting in the sports industry</td>
</tr>
<tr>
<td>Ary Deleray</td>
<td>29</td>
<td>French</td>
<td>English, French, Spanish (B)</td>
<td>MA Management, Nancy Business Institute, France; MSc in Biotechnology, ENSAIA, France</td>
<td>Strategic Partnering Associate, F. Hoffmann-La Roche, Switzerland</td>
</tr>
<tr>
<td>Cindy Diakité</td>
<td>28</td>
<td>Mexican, Guatemalan</td>
<td>English, Spanish</td>
<td>BSc Economics, CIDE, Mexico</td>
<td>Senior Associate, Goldberg Alerhand y Asociados, S.C., Mexico</td>
</tr>
<tr>
<td>Mayank Dobhall</td>
<td>34</td>
<td>Indian</td>
<td>English, Hindi</td>
<td>BTech Civil Engineering, Indian Institute of Technology Bombay</td>
<td>Project Manager, Capgemini Consulting, Sweden</td>
</tr>
</tbody>
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- age refers to age at time of graduation

**Projects and成就:**
- **Thales Crivelli:**
  - Led the field team of 10 int’l consultants responsible for mitigating environmental impacts during the dam break crisis, providing technical guidance and solutions to the C-suite.
  - Built the sustainability framework, core of the long term strategy, engaging more than 100 employees and stakeholders and delivering five pragmatic KPIs with ten-year goals.
  - Coordinated the R&D portfolio in water resources; managed a three-year pipeline plan with $2m budget aimed to reduce the overall water consumption of the company by 30%.

- **Hani Dakhill:**
  - Headed the first certified carbon neutralization of a mining project in the world ($3bn CAPEX), investing in several projects from the Amazon to Atlantic rainforests.
  - Obtained the environmental permits for five expansion projects worth $3.5bn+.

- **Philipp De Angelis:**
  - Awarded the Bechtel Marketing and Business Development Award (2013) by the CEO for orchestrating a bid proposal with JV partners securing the $10.1bn RMP win.

- **Patrick DeCaro:**
  - Led the $6m asset sale of a local investment management firm to one of the world’s largest asset management groups.

- **Ary Deleray:**
  - Coordinated audit activities with involved departments at group level.
  - Led 16 int’l and interdepartmental peers in definition of digital business model.

- **Cindy Diakité:**
  - Executed strategic assessments to recommend an oncology partnering strategy.

- **Mayank Dobhall:**
  - Managed a team of specialists and 350 personnel in investigating & addressing within schedule, an apparent structural anomaly as part of a $15bn airport development.
Joseph Dunfee

**Age:** 31  
**Nationality:** American  
**Contact:** joseph.dunfee@MBA2016.imd.ch  
**Languages:** English, Spanish, Bahasa (B)  
**Degrees:** BA in Commerce, Organizations and Entrepreneurship, Brown, USA  

**8+ years’ experience as a leading private equity investor and consultant focused on real assets, clean tech, turnarounds and restructurings**

Senior Associate, New Energy Capital, USA  
- Led the turnaround of PLS Energy from an insolvent solar hot water developer into one of the largest PV solar developers in the US, deploying over $400m in assets in two years  
- Forged an $18m, 5MW, PV solar farm, the first in the US to utilize both the IED3 Grant and New Market Tax Credits; nominated for “Deal of the Year” by SPI  
- Formed and led JV with Alain USA for a $50m retrofit of an old diked refinery into the first renewable jet fuel facility in the US

Founders, Nurtured Development, USA  
- Developed a 14k-unit, $1bn, apartment complex; sold the development rights to Cyzner

Senior Analyst, Accenture, Singapore  
- Integrated the APAC operations of two multinational banks following an acquisition, constructed an operational excellence framework to realize $12.4m in cost synergies  
- Restructured the subsidiary of a multi-billion dollar conglomerate, reduced headcounts by 67%

José Elizondo

**Age:** 27  
**Nationality:** Mexican  
**Contact:** jose.elizondo@MBA2016.imd.ch  
**Languages:** English, Spanish, German (B)  
**Degrees:** BS Mechanical Engineering, Minor in Engineering Management & Mathematics, Southern Methodist U, USA  

**3+ years’ int’l experience in operations, project management and engineering in the API pump industry**

Head of Manufacturing, Ruhrpumpen, Mexico  
- Led operation of production department with a budget of approximately $15m/year incrementing efficiency over 7% quarterly  
- Created global mechanical engineering team which now gives support to multiple manufacturing locations including Mexico, Brazil & China  
- Contributed 17% margin increase by implementing 3D printing & scanning technology for a $15m project of highly engineered multistage pumps for an oil pipeline station in Ecuador

Management Program: Production & Cost, Ruhrpumpen, Mexico  
- Streamlined production process for split gas production, increasing throughput by 56%  
- Performed full cost analysis comparing manufacturing price in India vs Mexico

Management Program: Application Engineering, Ruhrpumpen, USA  
- Responsible for quoting vertical pump product line to oil & gas customers in US market  
- Created an automated program for design measurements reducing pump sizing time by 50%

Alistair Esfahanizadeh

**Age:** 29  
**Nationality:** Iranian, Canadian  
**Contact:** alistair.esfahanizadeh@MBA2016.imd.ch  
**Languages:** English, Persian, French (B)  
**Degrees:** Foundation of Management, U of St. Gallen, Switzerland; BA [Honk] System Design Engineering, U of Waterloo, Canada  

**6 years’ consulting, trading and IT with a focus on digital strategy, operations, customer management and derivatives sales**

Consultant, Deloitte, USA  
- Assisted to create digital strategy of a media group, maximizing advertising revenue  
- Collaborated in the merger of several transportation agencies with $18bn combined revenue  
- Advised to improve a major city’s multiple agencies overall 360-degree customer management  
- Conducted sales activities and business development for multinational clients across industries

Customer Success Analyst, Salesforce.com, USA  
- Worked on cross-functional workshops involving clients to maximize SFDC adoption rate  
- Helped to manage end-to-end resolutions for critical issues of enterprise clients  
- Collabred on top down customer relationship management implementation

Sales Associate, TD Securities, Canada  
- Provided equity derivatives trading & marketing services for the firm’s institutional clients  
- Created ad-hoc applications to streamline processes and reduce computing problems  
- Assisted in the issuance of institutional bonds

Antoine Fieren 

**Age:** 30  
**Nationality:** Belgian  
**Contact:** antoine.fieren@MBA2016.imd.ch  
**Languages:** English, French, Dutch, Spanish (B)  
**Degrees:** MEng, Solvay Brussels School of Economics & Management, Belgium; exchange program, Deusto Business School, Spain  

**5+ years’ experience as financial auditor, forecaster, business developer and strategy analyst mainly in the pharmaceutical industry**

Business Intelligence & Development Team Manager, Sandoz, Belgium  
- Successfully led the BI&D team in order to provide management with key financial and business data to support decision processes, resulting in 1.5% increase in market share  
- Identified and initiated in-licensing contracts on four molecules to launch in 2016, representing potential annual sales of €700k

Analyst Manager, Sandoz, Belgium  
- Proactively developed a new forecasting methodology for 1000+ SKUs that improved accuracy by 15% and presented it globally to 10+ countries in the group  
- Accurately reviewed the marketing & sales strategy in order to highlight opportunities & focus areas; company achieved strongest market share evolution of 2.8%, compared to competitors

Senior Auditor, Deloitte, Belgium  
- Led teams up to five members and successfully conducted financial audits of large companies from diverse backgrounds, from planning to completion

Mohammed Fouz

**Age:** 32  
**Nationality:** American  
**Contact:** mohammed.fouz@MBA2016.imd.ch  
**Languages:** English, Arabic (U), Spanish (B)  
**Degrees:** BBA Accounting, minor in Int’l Relations, College of William & Mary, USA  

**7+ years’ int’l experience in business development, financial analysis and project accounting**

Senior Cost & Pricing Analyst, FHI 360, USA  
- Led 200+ cost proposals totalling over $1bn, negotiating final offers for a 55% win-rate
- Directed 210+ person team in Abuja, Nigeria to modify the organization’s largest USAID-funded health initiative; successfully secured additional $10m in funding
- Perfomed cost proposal due diligence on 1,000+ sub-contractors and partners

Finance & Admin. Manager (Interim), The Louis Berger Group, South Sudan  
- Oversaw all finance & admin functions for a $250m 8-year project comprising of 300+ staff
- Directly supervised 20+ staff in accounting, logistics, contracts, HR, security & IT department
- Developed online system allowing 70% faster reporting of transactions to HQ

Project Accountant / Financial Analyst, The Louis Berger Group, USA  
- Managed billing specialists, contractors & field-based staff, POC for client/auditor needs
- Facilitated monthly project performance meetings to review financials & identify potential risks/priorities; audit risks, AR/AP balances, forecasts, profits/loss & cash flow reports

Victor Garayar

**Age:** 33  
**Nationality:** Peruvian  
**Contact:** victor.garayar@MBA2016.imd.ch  
**Languages:** English, Spanish  
**Degrees:** Diploma in Project Management, UPC, Peru; BEng of Computer Science & Systems, San Martin de Porres U, Peru  

**11+ years’ int’l experience in business and technology consulting in the FMCG, retail, beverages, oil & gas, mining, agro and transportation sectors**

Corporate CIO, Misticolor, Peru  
- Created/established Misticolor as a Shared Services Company and its Corporate IT Department  
- Negotiated and established the IT contracts, service providers, SLAs & charge back between Misticolor and other companies of the group; managed $4m of IT projects

SAP Consulting Manager, NetPartners Int’l, Peru  
- Successfully closed clients’ projects with total value of $1m in 2014 ($25% of the annual revenue)
- Led the regional mobility’s business unit, developing business opportunities with different partners such as Zebra, Motorola & SAP  
- Managed projects with a total value of $1m and with profits of 30% on average

SAP Project Manager, NetPartners Int’l, Peru  
- Managed projects of an average value of $1m in different industries  
- Managed experienced multicultural and multidisciplinary teams
- Led regionally the industry solution for agriculture & fishing; supporting total sales of $3m

Luca Gianaschi

**Age:** 34  
**Nationality:** Italian  
**Contact:** luca.gianaschi@MBA2016.imd.ch  
**Languages:** English, Italian, Spanish, French (B)  
**Degrees:** MSc Management & Industrial Engineering, Politecnico di Milano, Italy; Thesis on Renewable Energies, U of Queensland, Australia  

**8+ years’ experience in innovation, e-commerce, customer loyalty, CRM and digital marketing in diverse industries**

Business Innovation Manager, Milan Airports, Italy  
- Led a multifunctional team to drive company innovation; from searching for innovative solutions globally to business planning, prototyping & performance monitoring
- Fostered and enhanced automation through the use of self-service systems
- Led the development of a unique flight search engine; 250k new customers the first year
- Managed digital communication for new services; 500k data base contacts profiled
- Successfully achieved a 15m project of highly engineered multistage pumps for an oil pipeline station in Ecuador

E-commerce & Loyalty Manager, Milan Airports, Italy  
- Drove the development and launch of the e-commerce platform; €2m sales the first year
- Managed the loyalty program; €1.2m transactions, 20%+ average receipt

Strategy Consultant, IBM, Italy  
- Defined a cost monitoring system for the IT department of Italy’s third largest retail bank

IT Consultant, Value Team, Italy  
- Participated in a CRM project for the main Egyptian mobile operator in Cairo, Egypt
Reniato Gonzaga
Age: 31
Nationality: Brazilian
Contact: reniato.gonzaga@MBA2016.imd.ch
Languages: English, Portuguese, Spanish, French (B)
Degrees: Capital Markets & Derivatives - PG DP, Pontificia U Catolica, Minas Gerais, Brazil; BSc Economics, U Federal de Minas Gerais, Brazil

8+ years’ M&A deal experience in the commodities industry in emerging markets
M&A and Investor Relations Manager, MMX Mineracao e Metais, Brazil
- Managed teams responsible for structuring M&A, JV, handling of corporate communications and investor relations (institutional and retail)
- Active role in the corporate debt restructuring and sale of Port assets involving a $400m cash injection and transfer of $400m in bank indebtedness
- Structured a bond offering with estimated value of $1bn, managing all relevant parties
M&A Coordinator, MMX Mineracao e Metais, Brazil
- Managed the due diligence process for a $2bn equity investment
- Designed the capital structure for a $464m capital increase to fund an expansion project
M&A Senior Analyst, MMX Mineracao e Metais, Brazil
- Developed three statement financial models for a Port acquisition valued at $2.3bn and the negotiation of a strategic partnership for joint mining operations valued at $500m

Lika Gueye
Age: 28
Nationality: Senegalese, French
Contact: lika.gueye@MBA2016.imd.ch
Languages: English, French, Wolof, Spanish (B)
Degrees: MA Int’l Affairs (Economical), George Washington U, USA; BSc Int’l Relations, U of Southampton, UK

5 years’ experience in consulting, communications, strategy and corporate planning in int’l and non-profit organizations
Internal Communications Officer, Int’l Monetary Fund, USA
- Designed and led the implementation of multiple communication strategies, successfully managing IMFD advice in crisis regions in Europe & Africa
- Strategically planned and oversaw efficient coverage and marketing of IMFD policy advice, supervising & coordinating the work of a team of 10 communications associates
- Built and sustained a network of diverse internal & external stakeholders through sustained and systematic
External Communications Officer, Int’l Monetary Fund, USA
- Developed the creative team behind a new institution: communication: the IMFD Podcast project, a popular weekly economic audio show featuring renowned economists
Consultant, GWU Graduate Consulting Group, USA
- Created a manual of US corporate governance best practices for a family owned business seeking to overhaul corporate governance structure; advised on implementation in Egypt

Roy Hamans
Age: 37
Nationality: Dutch
Contact: roy.hamans@MBA2016.imd.ch
Languages: English, Dutch, German, French (B)
Degrees: Ph.D. Engineering (strategy for innovation-based competition), U of Cambridge, UK; MSc Int’l Business, Maastricht U, the Netherlands

12 years’ experience in managing, investing in and creating strategy for innovative projects and enterprises
Managing Partner, Cambridge & Co, UK & the Netherlands
- Built company in the UK & the Netherlands, managed projects and partnerships
- Introduced and led energy reduction projects (70%+) together with multinational partners
- Restructured €150m investment project, reduced downside risk by 35% or ca. €22m
- Developed & co-led €200m+ innovation investment fund to €600m assets-under-management
- Worked with dozens of innovative start-ups in various industries
Consultant, Ciber, the Netherlands
- Designed strategies based on real-time business processes for various industries
- Developed business for a new strategy unit within a technology firm
Founder/Chairman, Model European Union Foundation, the Netherlands
- Developed the organization from the ground up in 6 months time; led 20+ int’l staff
- Led the Deontological Celebration Maasricht Treaty (BUL, high level speakers and participants

Sumil Jain
Age: 33
Nationality: Indian
Contact: sumil.jain@MBA2016.imd.ch
Languages: English, Hindi, Gujarati
Degrees: B Tech (Mechanical), National Institute of Technology, India; CA, CFA Level 1

9+ years’ experience in business transformations and strategy initiatives across multiple financial and banking organizations
Lead Business Consultant, Western Union Business Solution, Canada
- Automated the compliance reporting leading to a potential savings of CAD 70%
- Led the revamping of the marketing and sales processes cutting down lead conversion time by 30% across three major customer segments
- Transformed the data analytics practice leading to the addition of 11 major clients
Lead Business Solutions Consultant, HSBC, Canada
- Led the digital banking practice (HNW) segmented across Tier1 markets, saving $15m
- Reduced operational costs by 10% by implementing advanced data analytics
- Restructured the wealth product portfolio for HNWI customer leading to top line growth of 4%
Senior Business Consultant, IBM, Switzerland / India
- Formulated a go-to-market strategy for structured deposits/forex products for Europe
- Proposed an offshoring framework for UBS increasing operational efficiency by 15%
- Led design & implementation of multi-currency banking product resulting in $160m savings

Carina Jin
Age: 30
Nationality: Chinese
Contact: carina.jin@MBA2016.imd.ch
Languages: English, Chinese, Italian (G)
Degrees: BA Italian Language & Literature, Shanghai Int’l Studies U, China

7 years’ experience in marketing & sales and strategy & corporate planning in the electric & electronic equipment and healthcare industries
Marketing Manager, GBI, China
- Defined marketing plan for an updated national pharmaceutical database to enhance company position within the marketplace and support the achievement of sales goals
- Developed go-to-market strategies to increase brand exposure & market penetration in second-tier market and compete with low-cost competitive products
Marketing Executive, 3M Display Material Systems Division, China
- Developed marketing plan for China & Hong Kong’s $156m optical film business
- Grew market share from 8% in 2011 to 25% in 2014, increasing revenue by 187%
- Led two new product development projects to enter mainstream and adjacent markets, contributing $13.6m in sales within the first year
Digital Marketing Manager, Pegasus Information Technology, China
- Team of three in email direct marketing (EDM) campaigns, search engine advertising and new product launch, ranked first in new product conversion across all markets

Neha Kabra
Age: 32
Nationality: Indian
Contact: neha.kabra@MBA2016.imd.ch
Languages: English, Hindi, Marathi, Gujarati, French (G)
Degrees: Chartered Financial Analyst, CFA Institute, USA; Chartered Accountant, Institute of Chartered Accountants of India

10 years’ corporate banking experience spanning general management and strategy, business development and client relationships across industries
Director Segment Management and Client Proposition, Standard Chartered Bank, South Asia
- Developed, steered business reorganization & growth strategy for a $250m revenue segment
- Spearheaded business development initiatives; launched ‘bizkrieg’ marketing in 11 cities
- Identified ‘white spaces’ for revenue opportunities; pioneered product propositions worth $20m
Director & Global Account Manager, Standard Chartered Bank, India
- Led corporate client engagement and deal flow across 12 countries in Asia & the Middle East
- On-boarded the most ‘networked relationship’, expanding coverage to nine countries in two years
- Originated the largest hospitality funding transaction in the segment with a deal size of 1000m
Associate Director (Corporate Client Acquisition), Standard Chartered Bank, India
- Conceptualized a wide array of deals, including mezzanine financing and sponsor level funding
- Launched $30m only non-recourse ‘deem term’ supplier finance program for a major global TAVC
- Salvaged stressed assets worth $35m using market intelligence and industry network

Dustin Kahler
Age: 31
Nationality: American
Contact: dustinkahler@MBA2016.imd.ch
Languages: English, Spanish, Portuguese (G), Mandarin (G), Swahili (B)
Degrees: BA, Woodrow Wilson School of Public and International Affairs, Princeton U, USA

8+ years’ experience in energy project finance, project development and start-up management in the USA, China and Sub-Saharan Africa
Director, Africa Development, Uepco Energy Partners Ltd., Tanzania
- Managed East Africa corporate operations, including setup of the regional office, team & subcontractor management, legal & tax compliance, budgeting & government relations
- Led project modeling, site control strategy and power marketing for a 75 MW wind farm
- Vice President, Structured Finance, SunFunder Inc., East & Southern Africa, Tanzania & Mozambique
- Led deal structuring and execution for inventory & project finance loans, growing the portfolio by over 600% in less than one year to $1.7m across 15 borrowers
- Managed business development in East & Southern Africa and diligence, negotiation & execution of the company’s first loans in Tanzania, Uganda, Seychelles & India
- Vice President, Environmental Finance, Wells Fargo & Co., USA
- Led investments in 46+ commercial and utility scale solar projects totaling $546m+
- Developed and implemented the US solar industry’s first investor-led backup servicing strategy to mitigate portfolio operating performance and credit risks

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Anupama Kateja

32

Indian

anupama.kateja@MBA2016.imd.ch

English, Hindi, French (B), Sindhi (B), Punjabi (B)

MBA (Strategy & Marketing), Indian School of Business, India; B.Com (Hons), Sri Ram College of Commerce, Delhi, India

8+ years in strategy, corporate planning, consulting and operations management in int'l infrastructure service and manufacturing industries

Marketing Manager, Boehringer Ingelheim, India

• Superintended expansion from 30% to 65% by designing and implementing a systematized business development process and handpicking a specialized execution team
• Led a team of 16 to restructure the business, resulting in improved productivity, increased staff retention by 60%, reduced labor union matters from 40% to 10%
• Streamlined order-to-cash processes resulting in reduced delivery days from 120 to 15
• Led the procurement of high-value components from Germany and China, resulting in potential technology partnerships currently under evaluation

Aysulu Kaya

37

Russian

aysulu.kaya@MBA2016.imd.ch

English, French (B), Cantonese (G), German (G)

Medical Doctor; Bashkir State Medical U, Russia

14 years’ experience in marketing and sales in the healthcare industry

Marketing Manager, Boehringer Ingelheim, Russia

• Transformed the marketing department in the animal health business, implementing data-management, designing business strategy and inspiring cross-functional collaboration; doubled sales to €11m and led key market segments
• Drove development of a ten-year business strategy; delivered new launches in IBZ and B2C
• Served as a high-performance marketing team of five and prepared succession planning

Alexander Khairallah

29

American, Lebanese

alexander.khairallah@MBA2016.imd.ch

English, French (B), Brazilian Portuguese (G), German (B), Arabic (B)

MSc Management, MESI, Russia; Medical Doctor; Bashkir State Medical U, Russia

6+ years’ global corporate finance experience in the healthcare, software and financial services industries

Senior Financial Analyst (Marine & Motors), GE Capital, USA

• Supported two executive leaders by managing financial planning and analysis for $12bn investment finance division to deliver $22bn of sales annually above profit targets
• Developed and implemented three-year pricing strategy; supported 40-person sales team
• Analyzed buying patterns of 1.5k customers, driving leadership to optimize sales process

Parfait Kouame

36

Ivorian

parfait.kouame@MBA2016.imd.ch

English, French

MEng Mechanics & Industrial Automation, National Polytechnic Institute Houphouet-Boigny, Côte d’Ivoire

11 years in the cocoa and chocolate industry in various operational roles and locations

Commercial & Logistics Manager, ADM Cocoa Cameroon SA, Cameroon

• Implemented standard operating process and key performance indicators
• Exceeded volume objectives turning business unit P&L from €11m loss to breakeven
• Maintained logistical costs (€2.2m) within budget and managed supplier financing (€30m)

Denis Kuzmenko

29

Kazakhstani

denis.kuzmenko@MBA2016.imd.ch

English, Russian, French (G), Kazakh (G)

MBA, BSc Business Administration & Accounting, KIMEP, Kazakhstan

6+ years’ experience in financial services, financial consulting, marketing and sales

Treasury Chief Dealer, Halyk Savings Bank, Kazakhstan

• Supervised currency exchange with $18bn annual flow and $2.5bn in liquidity management
• Revitalized cooperation with region’s top companies, including Fortune 500 companies
• Led sales team in the execution of annual revenues of $50m with 10%-15% annual growth

Edison Lestari

35

Indonesian

edison.lestar@gmail.com

English, Indonesian, Chinese (B); BEng (Cum-laude); Gadjah Mada U, Indonesia; student exchange with Nagoya University, Japan

11 years’ experience in strategy consulting, planning and business development

Associate, McKinsey & Co, South East Asia

• Conducted entrepreneurial market-entry strategy for an energy player in SEA
• Delivered procurement consolidation for a Fortune 500 oil company in SEA
• Restructured and revamped Health, Safety, Security & Environment (HSSE) organization for an oilfield contractor in Indonesia

Ning Liu

30

Chinese

ning.li@MBA2016.imd.ch

English, Mandarin

MSc Pattern Recognition & Intelligent Systems, Shanghai Jiao Tong U, China; BSc Automation, W. An Jiao Tong U, China

7 years’ experience in technology and general management within the information technology, automobile and consulting industries

Project Manager, Dassault Systèmes, China

• Founded a multinational team with up to 26 members in Japan, Germany & China, successfully delivering projects for various int’l and local companies
• Expanded new business in several leading furniture & technology companies through advanced digital experience solutions, enhancing brand advocacy and increasing sales

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IMD MBA 2016 class profile

Robert Lo
Age: 32
Nationality: Taiwanese
Contact: robert.Lo@MBA2016.imd.ch
Languages: English, Mandarin, Taiwanese
Degrees: BA Business Administration, Risk Management & Insurance, National Chengchi U, Taiwan

6+ years’ int’l experience in the banking service industry, with focus on finance, sales, credit analysis and business development

Assistant Manager; E.SUN Bank, Singapore Branch, Singapore
- Core member of the start-up team successfully reaching profit in just eight months
- Responsible for building all client relationships (45 in total), obtaining credit approval for $300m, increasing loan assets to $2.4bn & raising deposits to $44bn within two years
- Established bilateral relationships with int’l, Taiwanese & Singaporean clients

Assistance Manager; E.SUN Bank, Singapore Branch Preparatory Team, Taiwan
- Processed, translated & organized set-up documents required by Authority of Singapore; coordinated communications cross-departmentally and among HQ offices
- Collaborated to develop and test multi-banking systems, such as Anti-Money Laundering

Nicolas Martinez
Age: 33
Nationality: American
Contact: nico.marceca@MBA2016.imd.ch
Languages: English, Portuguese, Spanish (B), French (B)
Degrees: BSc Public Administration, Fundacao Getulio Vargas, Brazil

11 years’ experience in investment banking, including equity issuances, mergers & acquisitions and debt capital markets

Associate Director - Debt Capital Markets, Banco Itaú BBA SA, Brazil
- Originated fixed income deals, closed 30+ corporate clients
- Raised top associate and increased revenues by 66% CAGR (2013 – 2015)
- Organized the Corporate Credit Conference assembling eight companies and eight large institutional investors; lasset managers & pension funds

Nico Marceca
Age: 34
Nationality: Brazilian
Contact: nico.marceca@MBA2016.imd.ch
Languages: English, German/Swiss, German, French, Spanish (B)
 Degrees: MA in Economics; MA in Affairs, The Graduate Institute of Int’l and Development Studies, Switzerland

6+ years’ experience in dry bulk freight trading

Dry Bulk Freight Trading, Cargill, Switzerland
- Supramax trader in charge of cargoes loading & vessels open in the Black Sea, Mediterranean & Constantinople region, spot and forward
- Negotiated contracts for several million tons of cargo, covering the whole process from initial pricing to charter party details
- Working closely with local in-house and third party customers overseas; ensured smooth execution in adverse markets (ebola, piracy), receiving positive feedback from customers

Dry Bulk Commodity Research Desk, Cargill, Switzerland
- Developed new freight demand and supply models for trading desks
- Expended commodities covered in freight models
- Improved data feeds, shifting focus from data collection to data interpretation

Revaz Murgania
Age: 29
Nationality: Georgian
Contact: revaz.murgania@MBA2016.imd.ch
Languages: English, Georgian, Russian, Italian (B)
 Degrees: BSc in Economics & Management, Bocconi U, Italy; BSc in Business, Central European U, Hungary

6 years’ experience in project and general management in the IT, hospitality and consulting sectors

CEO, Iberia Food Company (Franchisee of KFC), Georgia
- Devised and carried out a clear vision, explicit mission and business plan for a new venture
- Negotiated with franchisor and investors, culminating in winning franchise agreement
- Inspired professionals to join the team, ensuring smooth management (50+ employees)

Project Manager, Asseco Georgia / Onyx Consulting, Georgia
- Championed novel PM methodology, reducing uncertainties in software development

Junior Business Consultant, Asseco Georgia / Onyx Consulting, Georgia
- Achieved accelerated career track with significant promotion in nine months
- Improved software quality by eliminating major defects through extensive testing

Andrea Michahelles
Age: 32
Nationality: Peruvian
Contact: andrea.michahelles@MBA2016.imd.ch
Languages: English, Spanish
 Degrees: BEIng [Hons] Industrial Engineering, U de Lima, Peru

9+ years’ int’l experience in general management, strategy consulting and supply chain engineering across a broad spectrum of industries

Managing Director, Miebach Consulting, Peru
- Managed a portfolio of 20+ key clients and a team of 18 consultants; achieved 75% of the company revenues (2015) on strategic and big-scale investment projects
- Led the implementation of the largest automated distribution center in Peru for the biggest home improvement retailer (budget: $10m, projected savings of 15% annual logistic cost)
- Managed the Supply Chain Integration Project of the merger of two of the biggest retailers

Project Manager, Miebach Consulting, Peru
- Established and implemented the Peruvian office of the company, recruiting & training the team; achieving significant and consistent growth with a (fulfilled increase) in the first five years
- Managed network design, facilities design & implementation projects in Peru, Colombia & Ecuador; achieving cost reduction between 8% and 25% for clients in different industries

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Elena Olivi

Age: 33
Nationality: American, Italian
Contact: elena.olivi@MBA2016.imd.ch
Languages: English, Italian, French, Spanish, Portuguese (B), Lao (B)
Degrees: A.E. Anthropology, Princeton U, USA; Certificate in Environmental Studies

8+ years’ project management, supply chain management and strategy experience in the health NGO sector

Malaria & Child Survival Program Advisor, Population Services Intl, S. Sudan
- Responsible for implementing $100m Global Fund and D&G grant to reduce child morbidity
- Led a team of 25 to distribute 2m mosquito nets in highly complex and insecure areas
- Revitalized a team of 45 to scale up network of 1,500 community health workers

Global Malaria Technical Advisor, Population Services Intl, Kenya
- Defined and led PSi’s global bednet distribution strategy through all channels—public & private
- Grew PSi to become the largest distributor of bednets in the world ($2m in 2011)
- Provided technical assistance to over 30 PSi country offices; duty travel to Uganda, Cote d’Ivoire, Mali, DR Congo, CAR, Haiti, Burundi, Burkina Faso, Senegal, Turkey, Switzerland and U.S.A.

Malaria Technical Advisor, Population Services Intl, Lao PDR
- Led overhaul of malaria strategic plan; new product, geography, delivery channel, target users and packaging which resulted in 53% reduction in malaria prevalence in intervention sites
- Conceived and fundraised study on efficacy of topical repels conducted by LSI/HM

John Perng

Age: 37
Nationality: American, Canadian
Contact: john.perng@MBA2016.imd.ch
Languages: English, Mandarin
Degrees: PhD Biomechaning, MS Electrical Eng, Georgia Institute of Technology, USA; BS Electrical Eng., UC Berkeley, USA

12 years’ industry, entrepreneurial and academic R&D experience, ranging from diagnostics, sensor manufacturing, medical imaging to drug delivery and microelectronics

Senior Scientist, Siemens Healthcare, USA
- Led a division-wide innovation program that generated 300+ ideas and increased employee engagement; achieved 2nd highest participation rate among 16 sites in the US
- Developed next-generation sensor platform; filed one patent on a diagnostic device
- Led manufacturing process improvement projects; increased sensor yield from 80% to 90%+

Researcher, Biomaterial Imaging Group, Georgia Institute of Technology, USA
- Developed new biomaterials to enable ultrasound imaging of cancer and inflammation

Researcher, Microelectronics Group, Georgia Institute of Technology, USA
- Designed and fabricated a wireless biosensor platform for detection of single molecules
- Developed a commercialization plan for an early-stage wireless biosensor technology
- Optimized microelectronics fabrication process and improved yield from 50% to 90%

Vladimir Petrenko

Age: 31
Nationality: Ukrainian, French
Contact: vladimir.petrenko@MBA2016.imd.ch
Languages: English, French, Russian
Degrees: MA Management, IAE de Lyon, France (exchange semester U of Georgia, USA); BCom Int’l Trade, U Jean Moulin Lyon III, France

5+ years' experience in developing manufacturing and distribution footprints in the automotive components industry

e-Business Manager Europe, Federal Mogul Aftermarket EAME, Belgium
- Defined and put in motion the e-commerce channel strategy
- Led negotiations with distributors (incl. Amazon) across Europe
- Achieved the creation of a digital e & b business department of 16 persons

Business Development Manager, Federal Mogul Aftermarket EAME, Belgium
- Researched and modeled the next step strategy for the export business in Russia
- Negotiated the investment to establish a local distribution center in Moscow, Russia
- Led foundation start-up project (21 participants, 5 companies)

Corporate Development Assistant, Federal Mogul Corporation, France
- Built a €60m acquisition portfolio of manufacturing companies in Russia and Ukraine
- Coordinated multifunctional due diligence teams on or offsite
- Assisted in offer preparation and in subsequent negotiations with stakeholders

Carlos Piles Puig

Age: 33
Nationality: Spanish
Contact: carlos.piles@MBA2016.imd.ch
Languages: English, Spanish, Italian (G), Japanese (B), French (B)
Degrees: MA Architecture & Urbanism - Design Research Laboratory, AA, School of Architecture, UK; BA Architecture, U. Politecnica de Valencia, Spain

5+ years in design, technology and project management across Asia & Europe in the construction industry and with hands on experience in entrepreneurial projects

Senior Architect / Computational Designer, NBBJ, UK
- Managed a cross-functional team for the design of a £75m science/healthcare project; negotiated with subcontractors to optimize project costs
- Coordinated and structured tasks within the team to reduce project costs by 20%
- Proposed, implemented and managed the use of an innovative design tool enhancing efficiency & sustainability; guided and managed training for other teams within the office

Architect, Skidmore, Owings & Merrill, UK
- Led the residential tower project in London (£100m development)
- Exceeded expectations working with a multicultural team & solved complicated design issues for a mixed use development in Istanbul, securing the project for the office

Founder & Partner, FPM Management, UK & Turkey
- Negotiated contract conditions and transfers with football clubs completing two deals
- Identified and delivered sponsorship opportunities for FP2 driver & Spanish national team

Gary Poon

Age: 30
Nationality: Hong Kong, Chinese
Contact: gary.poon@MBA2016.imd.ch
Languages: English, Cantonese, Mandarin
Degrees: BBA (Hons), The Hong Kong Polytechnic U, Hong Kong; Certified Public Accountant (CPA)

7+ years’ int’l work experience in financial and operational advisory roles in Europe, China and the USA

Internal Auditor, ASM Pacific Technology Company Limited, HK & Switzerland
- Led an int’l team performing SOX & corporate governance advisory services to over 10 worldwide locations annually; visiting clients in countries including UK, USA, Switzerland, Germany, Austria, Singapore & mainland China
- Conducted fraud investigations in the Hungarian and US offices
- Finalized the audit report and presented the findings in the Annual General Meeting

Internal Audit Officer, Kwoloon Development Company Limited, Hong Kong
- Assessed financial viability and operational improvements for property development
- Assisted in the financial analysis of the oil and energy operations in Kazakhstan & China

Staff Auditor, Deloitte Touche Tohmatsu, Hong Kong
- Provided assurance services to clients in manufacturing and property sectors
- Responsibilities within the team to cover >50% of the financial statements

Igor Popkov

Age: 33
Nationality: Russian
Contact: igor.popkov@MBA2016.imd.ch
Languages: English, Russian
Degrees: PG Dip Candidate of Science; MA (Hons) Banking, Financial Academy, Russia

13+ years’ experience in domestic Russian and int’l corporate lending for transport, telecommunications, media and processing industries

Executive Director, Deputy Head of Telecoms, Media and Technology, Sberbank CIB, Russia
- Implemented analysis and supported internal approval process for the largest credit deal in history of Sberbank ($8bn mezzanine facility) which gave 15% of CIB margin income
- Supervised all credit deals conducted by regional offices
- Restructured major loans resulting in unprecedentedly low level of reserves

Loan Officer, Telecoms, Media & Technology, Sberbank CIB, Russia
- Arranged the first int’l syndicated loan in Sberbank Telecoms business line
- Raised portfolio of loans to media companies by four times (to €660m) in two years
- Created project finance methodological standards that decreased credit risks

Loan Officer, Transport and Processing Industries, Sberbank, Russia
- Delivered 150+ major local and int’l transactions with a total amount of $900m including complex multi-stage infrastructure financing for one of Moscow’s airports

Rraj Pradhananga

Age: 32
Nationality: Nepali, Swedish (B Permit)
Contact: rraj.pradhananga@MBA2016.imd.ch
Languages: English, Nepalese, Newari (B), German (B)
Degrees: BSc (Magna Cum laude) Accounting, SUNY Binghamton School of Management, USA; Certified Public Accountant (CPA)

7+ years’ experience in financial services in the banking and insurance industries

Vice President, Citigroup Global Markets Inc, USA
- Managed & monitored $6bn portfolio of structured debt facilities tied to asset securitization
- Led all aspects of the transactions post-closing including client relationship, liaised with all external and internal parties
- Implemented strategies based on analysis of underperforming collateral which reversed the trend, reduced delinquencies by 10% and increased recoveries on defaulted assets by 5%

Assistant Vice President, Citigroup Inc, USA
- Subject matter expert on non-performing loans, loss reserves and cost of credit
- Performed & presented analysis utilized to reduce $5.5bn in non-performing loans by 60%
- Eliminated 150+ hours in global loans data collection through automation projects

Senior Associate, KPMG LLP, USA
- Led integrated audits of one statutory and two multi-billion dollar SEC insurance clients
- Managed & developed staffing, budgets & client relationships; managed eight associates
Matanya Regensburger

**Age:** 34  
**Nationality:** German, Israeli  
**Contact:** matanya.regensburger@MBA2016.imd.ch  
**Languages:** English, Hebrew  
**Degrees:** L.L.M, BA Dual Degree in Law, LL.B & Accounting, Hebrew U of Jerusalem, Israel; Certified Public Accountant (CPA), Advocate

- **7+ years’ experience in finance, law, business development, negotiation and general management, leading global teams and finance projects**

Rakesh Renganathan

**Age:** 32  
**Nationality:** Indian  
**Contact:** rakesh.renganathan@MBA2016.imd.ch  
**Languages:** English, Tamil, Hindi, Portuguese (G)  
**Degrees:** BSc Nautical Technology, India; First Level Diploma in Nautical Science, BITS, India

- **9+ years’ int’l experience in the shipping and offshore oil & gas industries**

David Risco

**Age:** 33  
**Nationality:** Spanish, Swiss C Permit  
**Contact:** david.risco@MBA2016.imd.ch  
**Languages:** English, Spanish, French, German (G), Italian (B)  
**Degrees:** MSc Computer Eng, U de Granada, Spain; visiting student EPFL, Switzerland

- **8 years’ int’l experience in technology advisory, focus on big data, IoT, cloud and cybersecurity strategies for Fortune Global 500**

Robin Schmok

**Age:** 33  
**Nationality:** German  
**Contact:** robin.schmok@MBA2016.imd.ch  
**Languages:** English, German, French (G), Spanish (B), Mandarin (B)  
**Degrees:** Diploma IFH Industrial Engineering & Management, Open U of Applied Science, Germany; BA Business Administration, The Open U, UK

- **8+ years’ int’l procurement experience for industrial goods and services including logistics, supply chain, production and operations management**

Jonas Schnider

**Age:** 32  
**Nationality:** Swiss  
**Contact:** jonas.schnider@MBA2016.imd.ch  
**Languages:** English, German, French (B)  
**Degrees:** Doctor of Medicine, Faculty of Medicine, U of Bern, Switzerland

- **6+ years’ int’l experience in academic medicine and research as a surgeon / scientist**

Sriram Sekhar

**Age:** 30  
**Nationality:** Indian  
**Contact:** sriram.sekhar@MBA2016.imd.ch  
**Languages:** English, Hindi, French (B), Mandarin (B)  
**Degrees:** PGDM, SP, Jain Center for Management, Dubai and Singapore; BSc (Hons) Mathematics, Srinathya Sai Institute of Higher Education

- **7+ years’ experience in strategy, brand management, sales, trading and supply chain in consumer durables, retail and commodities**

Lucas Seoane

**Age:** 31  
**Nationality:** Brazilian, Spanish  
**Contact:** lucas.seoane@MBA2016.imd.ch  
**Languages:** English, Portuguese, Spanish, French (B)  
**Degrees:** LLB Law, Federal U of Bahia, Brazil

- **7+ years’ experience in infrastructure investing, both developing new projects and setting up, financing & operating project companies**

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**Abbreviations:** languages not followed by a code indicates fluency, (G) = good, (B) = basic / m = million, bn = billion / age refers to age at time of graduation
IMD MBA 2016 class profile

Mirela Sima
Age 30
Nationality Romanian
Contact mirela.sima@MBA2016.imd.ch
Languages English, Romanian, Italian, Spanish, German (G)
Degrees Master Inl HealthCare Management, Economics & Policy, SDA Bocconi, Italy; MD, U. of Medicine & Pharmacy "Carol Davila", Romania
4 years’ experience in healthcare, health economics, market access and strategy

Market Access Specialist, Johnson & Johnson, Romania
• Developed increase in market acceptance of seven key products by improving their external perception, resulting in 20% incremental revenues for the company in one year
• Active-involvement within local sectoral pharmaceutical associations to raise awareness on the acute need for reform in the health system and increase in the healthcare GDP%
• Negotiated with European health care regulators on sharing product financing risks that led to 15% savings in controlling the spread of four diseases

Analyst, Asia-Pacific, Africa & Middle East, Novartis Intl’l AG, Switzerland
• Conceived and designed health economic tools to facilitate improved product positioning and value profiling consumers leading to 10% improvement in profitability
• Proposed new pricing and product reimbursement models using market scenario analysis; executed the proposal resulting in better pricing positioning of the product in Japan and improved profitability

Silvia Simões
Age 32
Nationality Brazilian, Italian
Contact silvia.simoes@MBA2016.imd.ch
Languages English, Portuguese, Spanish (G), Italian (G), French (B)
Degrees MSc Management & Information Technology, IETEC, Brazil; BA Marketing & Advertising, FUMEC, Brazil

+8 years in business modeling in the IT industry, track record of game-changing projects and corporate innovation through sharp and collaborative execution

Market Strategy & Digital Business Executive Manager, TOTVS, Brazil
• Chosen as the operational leader of the company’s strategy redesign, reporting to CEO
• Pioneered a critical $500m revenue model shift as the company moved to a subscription model with completely new pricing, portfolio, sales & marketing strategies
• Undertook a Digital Business Transformation outbound project ($5m budget) involving new business modeling, digital interfaces, change management & corporate architecture redesign

Channel Strategy & e-Commerce Manager, TOTVS, Brazil
• Headed the redesign of a 25-year-old partnership program (50% of company’s total revenue)
• Turned around a 5-year-old problematic project and successfully deployed an e-commerce strategy with 132% sales achievement on the first year

Sales Strategy & Channel Operations Manager, TOTVS, Brazil
• Designed mentoring process recovering $4m in sales on the 1st year and $30m in 3 years
• Launched an innovative sales portal for 800+ employees with 92% user satisfaction

Avneet Singh
Age 32
Nationality Indian
Contact avneet.singh@MBA2016.imd.ch
Languages English, Spanish (B)
Degrees MBA Intl Business, IFT Delhi, India; BE Electrical Engineering, Punjab Engineering College, India

7+ years’ int’l experience in supply chain operations and in financial advisory

Senior Manager Procurement (Team Leader), Green Planet Industries, UAE
• Standardized cost allocation for Johnson & Johnson’s sales function
• Negotiated savings of $1m by analyzing logistics spend and initiating freight consolidation
• Designed and implemented service level agreements (defining KPIs) for suppliers

Associate Manager Procurement, IFCO, UAE
• Implemented outsourcing of distribution fleet, resulting in 4% revenue reduction
• Centralized services, marketing & CAPEX procurement to achieve economies of scale
• Optimized warehouse utilization by improving minimum order quantities and ordering cycle

Associate, Morgan Stanley, India
• Assisted a UAE based utility company on potential listing of $1.5bn equity shares on LSE

Lead Engineer, Alstom, India
• Developed alternative supplier for instrumentation packages to serve the Vietnamese market

Sophie Spillard
Nationality British
Contact sophie.spillard@MBA2016.imd.ch
Languages English, Spanish (B)
Degrees MSc Geophysics, Imperial College London, UK

6+ years’ int’l experience in corporate finance and M&A across the industrial and service sectors

Vice President, Moorgate Capital, UK
• Deal co-leader on ten M&As projects up to €5bn EV, advising strategic and financial acquirers
• Leader of deal execution processes, incl. managing senior personnel to secure mandates
• Managed and budgeted major client engagement events, e.g. firm’s WEF Davos equivalent

Senior Associate / Associate, Moorgate Capital, UK
• Second in command on project teams, working directly with Senior Partners and Chairman
• Lead responsibility for int’l conferences, resulting in invitations to present globally
• Increased transaction sizes from €50-€500m to €100m-€1bn, in 2013 the firm reached a 10% global market share in packaging & M&A

Senior Analyst, Moorgate Capital, UK
• Devised deal strategies and projections, identified counterparty candidates and valued companies
• Initiated and built database of leading companies in core industry; used on major transactions
• Key team member on three successful M&A deals which culminated in rapid promotion

Simon Storchenegger
Age 29
Nationality New Zealand, Swiss
Contact simon.storchenegger@MBA2016.imd.ch
Languages English, Swiss German (G)
Degrees BE Civil, U of Auckland, New Zealand

7 years’ int’l experience in operations management of civil construction and infrastructure projects

Project Engineer, Ertech, Australia
• Led a team of 30 to decommission a landfill adhering to newly introduced environmental regulations, achieving a 50% increase in tendered profit margin
• Generated repeat business from a new client after successfully managing the restoration of historically significant lakes; delivered the project 30% early, achieving 74% net profit margin by managing design ambiguity and re-negotiating aspects of the contract

Project Engineer, Marine and Civil, Australia
• Resolved technical construction issues during an accelerated work schedule on a distressed iron ore ship-loading facility, ensuring time critical 24-7 construction was maintained
• Devised a rigorous project testing and quality control system to ensure ISO9001 compliance

Silo Engineer, Fletcher Construction, New Zealand
• Coordinated multidisciplinary teams on major road tunnel and bridge infrastructure projects

Xu Sun
Age 35
Nationality Chinese
Contact xu.sun@MBA2016.imd.ch
Languages English, Chinese
Degrees MSc Pharmacology, Chinese Academy of Sciences, China; MD Clinical Medicine, Wuhan U, China

7+ years’ experience in sales management, marketing and business development in the healthcare and life sciences industries

Sales Manager, GE Healthcare, China
• Led a team of three sales representatives, achieving $4m revenue
• Expanded distribution channels in China with 35% revenue growth
• Developed two key accounts, leading to new business opportunities of $500k revenue

Product Manager, GE Healthcare, China
• Led multidisciplinary & cross-functional team of six, including R&D, manufacturing & production management, developed new product for rural areas, achieving $400k sales in launch year
• Achieved revenue of $13m by marketing promotion and new segment penetration

Product Manager, Thermofisher Scientific, China
• Launched new pathology consumables in market, realizing $1m revenue in 9 months
• Led a cross-functional team of ten to localize pathological product by conducting marketing survey pricing & go-to-market strategies, achieving $400k revenue in launch year
• Organized and delivered product training to 100+ distributor sales representatives

Vivien Tan
Age 28
Nationality Singaporean, Swiss B Permit
Contact vivien.tan@MBA2016.imd.ch
Languages English, Mandarin
Degrees BEng (Hons) Chemical & Biomolecular Engineering, Minor in Entrepreneurship, Nanyang Technological U, Singapore

5+ years’ int’l experience in consulting and business development for public and private companies

Area Director, Singapore Economic Development Board, China
• Grew and managed multi-million dollar project pipeline with proven success in engaging and convening C-suite executives to enhance their growth strategies in Southeast Asia
• Co-developed business expansion strategies with privately owned companies, including a global top 3 e-commerce company and a global top 20 cement company
• Youngest Area Director in China; supervised a team of five

Associate, Singapore Economic Development Board, Singapore
• Initiated dialogue with C-suite executives and catalyzed cross-border business expansion strategies
• Delivered business presentations to high-ranking Chinese official delegations
• Developed partnerships across banks, industry bodies, accounting & legal firms

Senior Officer, Singapore Economic Development Board, Singapore
• Executed strategies to develop Singapore as a hub for non-profit organizations
• Part of cross-divisional team that conducted country and industry analysis of Africa
Treasurer, Rawbank, Democratic Republic of Congo
- Managed 100+ employees, eight of whom were designated treasury and cash managers; successfully importing $2.3bn in 2014 without the loss of a single dollar
- Negotiated $6m in FX operations on a daily basis & controlled the exchange risk for all traders

Treasury Operations Manager, Rawbank, Democratic Republic of Congo
- Negotiated with European & American correspondent banks to place $80m+ in term deposits
- Led the team responsible for data quality in the accounting systems, successfully implementing IFRS

Commercial Real Estate Agent, NAI Capital, USA
- Led the negotiation team awarded with the exclusivity contract for a 250k sq. ft. mall
- Represented retail and industrial tenants, leading the negotiations with owners

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IMD MBA 2016 class profile

Leandro Veiga
Age 33
Nationality Brazilian
Contact leandro.veiga@MBA2016.imd.ch
Languages English, Portuguese, Spanish (G)
Degrees Certificate Program in Business Economics; BSc Business Administration, FGV, Brazil.
7+ years’ experience in corporate planning and investor relations across the healthcare and consumer goods industries

Sergey Vishnevsky
Age 33
Nationality Russian
Contact sergey.vishnevsky@MBA2016.imd.ch
Languages English, Russian
Degrees BEng Engineering, Moscow State Textile U, Russia
11 years of experience in IT & telecommunications, internet & retail start-ups and int’l professional services

Muhammad Waqas
Age 32
Nationality Pakistani
Contact muhammad.waqas@MBA2016.imd.ch
Languages English, Urdu, Hindi, Punjabi, Arabic (B)
Degrees LL.M-Oil, Gas & Energy Law, U of Derby, UK; BSc Mechanical Engineering, GIK Institute, Pakistan
8+ years’ experience in project management in the oil & gas services industry

James Wentworth
Age 36
Nationality British
Contact james.wentworth@MBA2016.imd.ch
Languages English, French (B), Spanish (B)
Degrees PhD Pharmacology, BSc (Honors) Pharmacology, U of Bristol, UK
7+ years’ experience in business analysis and commercial program management in the healthcare and pharmaceutical industry

Pierre Wilhelm
Age 31
Nationality Swiss, Italian
Contact pierre.wilhelm@MBA2016.imd.ch
Languages English, French, German (B), Russian (B)
Degrees MSc “Tech. State U, Russia; MSc Mechanical Engineering, EPFL, Switzerland
6+ years’ int’l experience in aerospace engineering, with proven ability in start-ups and high-tech project management

Ross Yeh
Age 37
Nationality Taiwanese
Contact ross.yeh@MBA2016.imd.ch
Languages English, Mandarin
Degrees BA Int’l Business Management, National Taiwan U, Taiwan
8+ years’ int’l experience in marketing, product management and business development in the high-tech industry

Fouad Younes
Age 31
Nationality Lebanese, Canadian
Contact fouad.younes@MBA2016.imd.ch
Languages English, French, Arabic, Portuguese (B)
Degrees Minor in Technology Management & Entrepreneurship; BSc & MSc in Electrical & Electronics Engineering, EPFL, Switzerland
6 years’ int’l management of technology consulting in the utility & financial services and IT sectors

Corporate Planning Manager, Brasil Kirin, Brazil
- Established a new process for approval and controlling of sales expenses country-wide based on ROI methodology
- Delivered joint presentations and training to controllers and analysts acting as business partners, providing relevant and customized financial support to internal clients
- Conducted several analysis with a multidisciplinary team regarding a new distribution model, with potential implications on sales, inventories, logistics & legal entities

Investor Relations Manager, Grupo Fleury, Brazil
- Included the company’s stocks in the Brazilian Sustainability Index (ISE)
- Strengthened relationships with key investors and the financial community
- Monitored market, key projects and financial drivers, estimating impact on valuations
- Led the organization of Investors Days, reinforcing the long-term strategy & financial prospects

Director, Head of Regional Support Center, Ericsson, India
- Secured customer support delivery mix in North Europe & Central Asia by building dedicated national teams in India & China to reduce costs
- Established the expertise center in Russia that performs pre-emptive services, improves customer KPIs and decreases the number of emergencies
- Contributed five percent extra to the customer support margin

Co-founder, Sneaker Shop, Russia
- Opened retail store that sells sneakers; launched online store a year later
- Integrated accounting systems and established sales teams across Russia
- Consolidated the shop with a larger sneaker-shop group

Line Manager, TV Media and Value Added Services, Ericsson, Estonia
- Revitalized team spirit in Estonia, supporting the key Smart Metering project
- Hired the team to secure the key deal in Content Delivery Network area

Principal Engineer - Projects, Petrofac, UAE
- Led the project closeout of a $2.4bn oil & gas plant, having a production rate of 600,000 barrels/day, with a team of 50+ personnel
- Successfully closed out $2bn worth of vendor purchase orders & construction subcontracts which included arbitration & litigation; negotiated a $42m variation order with the client

Senior Engineer – Projects, Petrofac, UAE
- Worked on a $4.7bn petrochemical project in a Kazakhstan in a JV with partners from Germany and South Korea

Engineer I / II - Projects, Petrofac, UAE
- Successfully bid for two oil & gas lumpsum contracts worth $700m
- Led a team on a $4m fabrication subcontract; delivered material two weeks ahead of schedule

Graduate Engineer – Projects, Petrofac, Kuwait
- Completed the shutdown of a 250m CFd gas plant in Kuwait one week ahead of schedule

Consultant Program Manager, iVentiv Health, UK
- Developed product commercialization strategy for biotechnology client and managed team delivering tactical elements within strategic plan
- Managed the business development team to develop and win pitches worth £10m+

Product Strategy Program Manager, Europe, Shire Plc, UK/Switzerland
- Managed brand and team integration after the acquisition of ViroPharma
- Conducted due diligence ensuring seamless integration of the two companies
- Performed role as point of contact for Brand with senior stakeholders

Manager, Projects & Business Analysis Europe, ViroPharma, UK/Belgium
- Managed cross-functional brand team to launch a new product in EU markets
- Delivered business critical manufacturing upsizing project reducing COGS
- Led set up & EU-wide roll out of “Promotional and Information Material Management System”

Manager, National Space Program, Switzerland
- Created & headed the manufacturing, assembly, integration & testing department; responsible for hiring employees, defining root processes & positioning the unit internally
- Managed three specialists and an annual budget of CHF 500k within three years of life
- Supervised the R&D activities related to aeronautics with 15 employees under indirect supervision
- Managed up to three projects concurrently in int’l contexts, involving up to six different partners from four countries; produced & presented prototypes to stakeholders & future customers

Research Engineer, EPFL, Switzerland
- Brought expertise to 10+ projects in the fields of engineering and physical modeling
- Wrote tenders to fund the research raising £500k in three years
- Supervised 2+ student projects; managed financial strategies and business cases

Department Director, Swiss Space Systems, Switzerland
- Created and headed the manufacturing, assembly, integration & testing department; responsible for hiring employees, defining root processes & positioning the unit internally
- Managed three specialists and an annual budget of CHF 500k within three years of life
- Supervised the R&D activities related to aeronautics with 15 employees under indirect supervision
- Managed up to three projects concurrently in int’l contexts, involving up to six different partners from four countries; produced & presented prototypes to stakeholders & future customers

Product Marketing Specialist, Advantech, Taiwan
- Led team to host both in Computer Taipei 2008, 2nd largest IT trade show worldwide
- Provided product portfolio training for customers and distributors on five continents

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## IMD MBA 2016 class profile

### Gustavo Zanini
- **Age:** 31
- **Nationality:** Brazilian
- **Contact:** gustavo.zanini@MBA2016.imd.ch
- **Languages:** English, Portuguese, Spanish (G), French (B)
- **Degrees:** BSc Mechatronics Engineering, U of São Paulo, Brazil; exchange program, Technical U of Denmark, Denmark

**7+ years’ experience in innovation, business development, partnerships and R&D management in the electric equipment and oil & gas industries**

### Ahmed Lootah
- **Age:** 32
- **Nationality:** Emirati
- **Contact:** ahmed.loothah@MBA2016.imd.ch
- **Languages:** English, Arabic
- **Degrees:** BSc (Hons) Finance & Accounting, U of Salford, UK

**8+ years’ experience in strategy, business and policy development in environmental and energy & utilities sectors**

### Jiaqing Zhang
- **Age:** 35
- **Nationality:** Chinese
- **Contact:** jiaqing.zhang@MBA2016.imd.ch
- **Languages:** English, Japanese
- **Degrees:** BEng Automation, Central South U, China

**Entrepreneurial business leader with 10+ years’ int’l experience in the electrical engineering industry**

### Jin Hoshino
- **Age:** 35
- **Nationality:** Japanese
- **Contact:** jin.hoshino@MBA2016.imd.ch
- **Languages:** English, Japanese
- **Degrees:** BSc Administration Engineering, Keio U, Japan

**11+ years’ experience in media planning and business development in advertising**

### Takashi Kawakami
- **Age:** 36
- **Nationality:** Japanese
- **Contact:** takashi.kawakami@MBA2016.imd.ch
- **Languages:** English, Japanese
- **Degrees:** MA Environmental Science & Engineering, Tokyo Institute of Technology, Japan; BEng, Nagoya U, Japan

**10 years’ experience as a systems engineer and project manager in the ICT industry**

### Ahmed Lootah
- **Age:** 32
- **Nationality:** Emirati
- **Contact:** ahmed.loothah@MBA2016.imd.ch
- **Languages:** English, Arabic
- **Degrees:** BSc (Hons) Finance & Accounting, U of Salford, UK

**8+ years’ experience in strategy, business and policy development in environmental and energy & utilities sectors**

### Maki Suzuki
- **Age:** 32
- **Nationality:** Japanese
- **Contact:** maki.suzuki@MBA2016.imd.ch
- **Languages:** English, Japanese
- **Degrees:** BA Int’l Studies, U of the Sacred Heart, Japan

**9 years’ public int’l experience in strategy, finance, project & general management and HR in the water, energy, transportation, education microfinance sectors including non-profit and social business**

### Principal Commercial Advisor, BG Group, Brazil
- Led negotiations and designed large-scale up to $50m multi-partner R&D agreements, including some of the largest private R&D projects in Brazil.
- Designed commercial frameworks & commercialization strategies for new technologies.
- Managed over ten R&D contracts worth $40m in total, involving 20+ partners.

### Project Manager for Transformation Program, Siemens, Brazil
- Led a team of 27 high-level employees & managers as part of the company-wide program.
- Implemented several large-scale projects that improved employee satisfaction and boosted internal processes, repositioning Siemens in the West Places to Work’ ranking.
- Senior Technology & Innovation Management Analyst, Siemens, Brazil
- Coordinated a team of four in supporting the successful implementation of 40+ projects, ranging from R&D funding to establishment of partnerships.
- Coordinated seven team members in an int’l strategy and technology foresight project.

### CEO/Co-founder, DalianDewuTech, China
- Built a solid cross-border team of six sales, four R&D engineers & 10 int’l field workers.
- Developed three product lines, achieving break-even within six months.
- Conducted three market entry strategies, achieved $2mn revenue in 2015.

### Senior Marketing Engineer, PhoenixContact, China
- Led a multifunctional team of 17 and achieved 10% sales growth in five years to ¥10m.
- Expanded existing operations into six new industries.
- Revitalized an outdated product line within six months and designed overall promotion strategy during annual renewal for the China market.

### Sales Engineer, Siemens Factory Automation Engineering, China
- Opened the Xiamen regional office, established sales network, led sales team of four, developed 50+ new accounts and built a new key customer relationship.
- Managed a market entry strategy for new industrial software product into engine industry.

### Senior Strategic Planning Manager, Dentsu, Japan
- Developed and operated Japan’s first official cross-network Video On Demand service, allowing content of six major networks to be viewed on Smart TVs & Smartphones.

### Media Manager, Dentsu, Japan
- Designed and implemented real-time notification of planned power outages to homes using TV data broadcasting; launched the 2011 Dentsu TV Award.
- Secured new mobile-related clients by linking TV ads to mobile phone ads, increasing their effectiveness by 100%; received the 2009 Dentsu TV award.

### Media Planner, Dentsu, Japan
- Created an advertising selection index to optimize a client’s timing of their TV ads; convincing the client to spend ¥1.5bn in TV ads budget exclusively.
- Achieved record high monthly revenues of ¥1.5bn by effectively matching clients’ desired commercial spots and TV stations’ desired spots.

### Assistant Manager, Nomura Research Institute, Japan
- Organized recruitment seminars for university graduates and managed trainings for 300 JbiC.

### Systems Engineer, Nomura Research Institute, Japan
- As a member of the division-wide ISO MSC project team, facilitated evaluation of the company’s infrastructure teams, managed team dynamics and resolved conflicts to successfully gain IT Service Management certification in two years.

### Assistant Manager, Nomura Research Institute, Japan
- Developed and launched a financial literacy training project, benefiting 1,000 local people.
- Public procurement process and coordinated a contract negotiation.
- Led a reform of the office management system for the disbursement of 10 loan infrastructure projects; achieved disbursement ($180m) and enhanced teamwork.

### Principal Commercial Advisor, BG Group, Brazil
- Initiated and project-managed first energy policy consultation at the Office; key recommendations adopted by the Ministry of Energy.

### Senior Manager of Business Development, ENPARK, UAE
- Led a multifunctional team of 17 and achieved 10x sales growth in five years to $10m.
- Opened the Xiamen regional office, established sales network, led sales team of four, developed 50+ new accounts and built a new key customer relationship.
- Managed a market entry strategy for new industrial software product into engine industry.

### Representative, JICA Pakistan Office, Pakistan
- Led negotiations and designed large-scale up to $50m multi-partner R&D agreements, including some of the largest private R&D projects in Brazil.
- Designed commercial frameworks & commercialization strategies for new technologies.
- Managed over ten R&D contracts worth $40m in total, involving 20+ partners.

### Deputy Assistant Director, South Asian Development, JICA, Japan
- Led negotiations and designed large-scale up to $50m multi-partner R&D agreements, including some of the largest private R&D projects in Brazil.
- Designed commercial frameworks & commercialization strategies for new technologies.
- Managed over ten R&D contracts worth $40m in total, involving 20+ partners.

### Officer, Human Resources Department, JBIG, Japan
- Organized recruitment seminars for university graduates and managed trainings for 300 JbiC staff based on hierarchical level.

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IMD MBA

The skills to know
The confidence to act
The humility to lead

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If you would like to post jobs for MBAs and/or search for their online CV (free of charge): https://imd-csm.symplicity.com/employers/

KEY DATES FOR ON-CAMPUS RECRUITMENT 2016

» Company Presentations June 09 and 10 / August 18 and 19
» First-Round Interviews September 12–23
» Career Fairs September 12 and 19

CONTACT US

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