

# The IMD MBA

Master of Business Administration  
Class of 2021



**1<sup>st</sup>**  
INTERNATIONAL  
1-YEAR MBA PROGRAM  
**Forbes** 2019

**1<sup>st</sup>**  
EUROPEAN  
B-SCHOOLS MBA RANKING  
**Bloomberg Businessweek** 2019-20

  
REAL LEARNING. REAL IMPACT

**1<sup>ST</sup>**  
2012-2020  
WORLDWIDE  
OPEN PROGRAMS  
9 YEARS IN A ROW  
**Financial Times**

# The IMD MBA – 1 year program

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

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

## Entrepreneurial Start-up Projects

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

In Switzerland

## Digital Lab

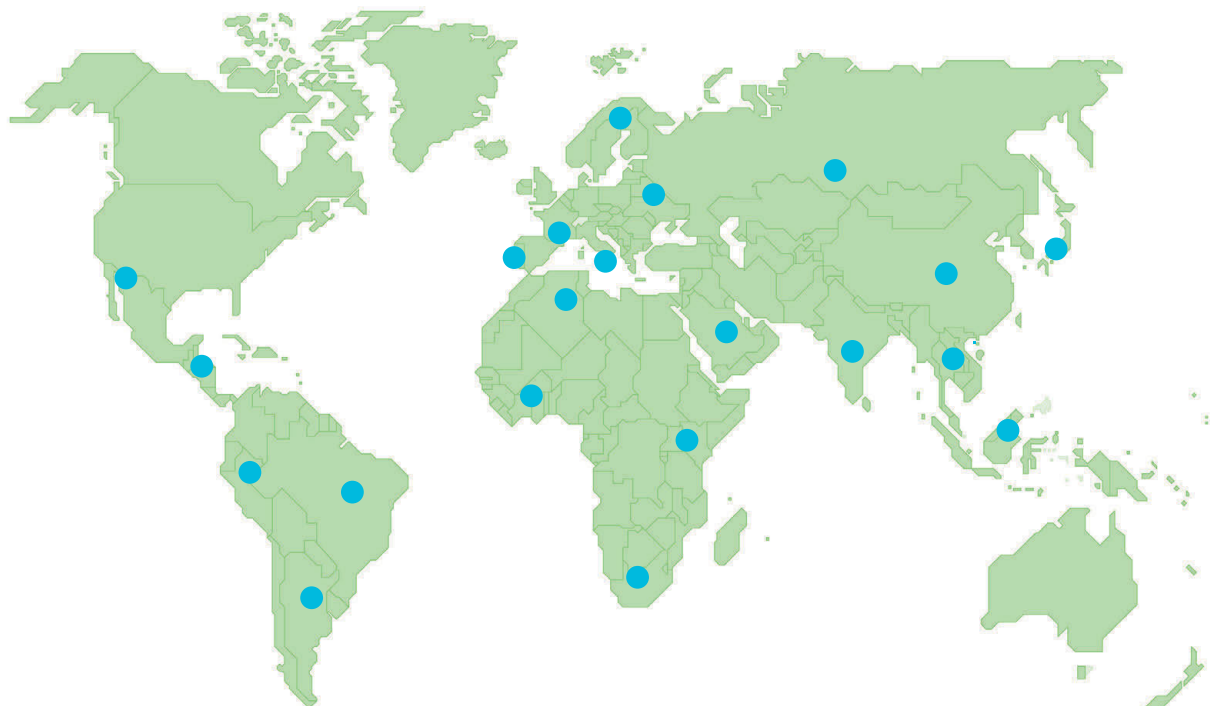
Accelerates digital technology expertise and hands-on programming skills [1 week]

In Switzerland

## Innovation Lab

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

In Switzerland



## Discovery Expedition

Exposes the class to global innovative tech hubs addressing business transformation [2 weeks]

Worldwide

## International Consulting Projects (ICPs)

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

Worldwide

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

# Class of 2021 – diverse and experienced

## Class enrollment

98

Women	35 %
% of the class between 28 to 32 years old	80 %
Average years of work experience (min. 2)	7

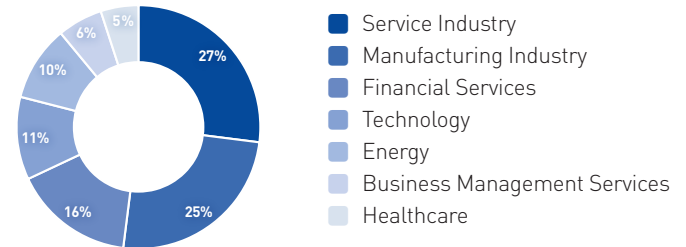
## International diversity

Western Europe	28 %
East and Central Asia	18 %
South Asia	15 %
Africa & Middle East	11 %
Latin America	11 %
North America	8 %
Eastern Europe	6 %
South East Asia	2 %
Oceania	1 %

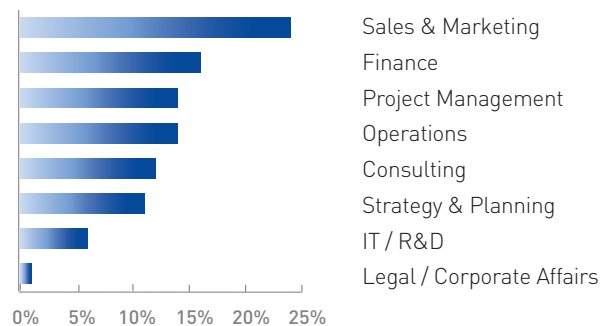
## Nationalities represented

Australia	Lebanon
Austria	Malaysia
Belgium	Mexico
Brazil	Netherlands
Canada	Nigeria
China	Norway
Colombia	Peru
Croatia	Portugal
Dominican Republic	Russia
Egypt	Saudi Arabia
Finland	Singapore
France	Slovenia
Germany	South Africa
Greece	Spain
Haiti	Switzerland
India	Togo
Israel	Turkey
Italy	UK
Japan	USA
Kazakhstan	

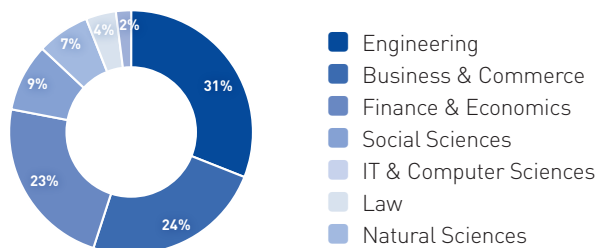
## Industry background



## Functions



## Educational background



# IMD MBA 2021 class profile



## Himani Agarwal

**Nationality** Indian  
**Contact** himani.agarwal@mba2021.imd.org  
**Languages** English, Hindi  
**Degrees** PG Dip in Information Technology, IIT Kharagpur, India; BTech Computer Science, Uttar Pradesh Technical University, Lucknow, India

**10 years' experience in project and service management, process improvement in multinational organizations in the technology industry**

### Project Manager, British Telecom, India

- Spearheaded global program to recall 10k faulty hardware from 100 countries; recovered client relationship, zero business impact, achieved \$7.5m savings
- Led key transformational projects delivery; aided company win seven years, \$1bn contract
- Coached multicultural service delivery teams, enhanced cross-border communication with international vendors, achieving 99% SLA compliance
- Managed end-to-end global transition of service desk for 500 sites; facilitated knowledge transfer and onboarding new users across different countries

### Project Specialist, Sun Life Financial, India

- Delivered software projects of \$5m within triple constraint of time, cost and scope; analyzed clients' requirements, estimated project budget
- Implemented process improvement and standardized project management processes, achieving \$400k cost saving p.a.



## Annica Ahlström

**Nationality** Finnish  
**Contact** annica.ahlstrom@mba2021.imd.org  
**Languages** English, Swedish, Finnish, French (G), Spanish (B)  
**Degrees** MSc Water and Environmental Engineering, Aalto University, Finland; BSc Civil and Environmental Engineering, Aalto University, Finland

**5 years of ESG consulting and assurance of non-financial information in international organizations across various industries**

### Senior Associate - Sustainability and Climate Change, PwC, Finland

- Supervised multiple engagements simultaneously and led project teams of up to three people; managed client communication and budgets of €250k
- Coordinated 20+ full sales cycles and drafted proposals; closed deals totaling €350k
- Onboarded and coached eight junior team members; organized training for 20+ people

### Associate - Sustainability and Climate Change, PwC, Finland

- Analyzed and evaluated non-financial data for seven of Finland's ten largest companies
- Reviewed reporting processes for accuracy and consistency; identified weaknesses and provided specific recommendations to management for 25+ engagements
- Led PwC's Corporate Responsibility Barometer Report project

### ESG Specialist (Pre-MBA Intern), Aktia Asset Management Oy, Finland

- Implemented measures for EU Sustainable Finance Taxonomy and Disclosure Directive
- Evaluated ESG investment principles for seven financial market participants



## Shruthi Arul

**Nationality** Indian, UAE Resident  
**Contact** shruthi.arul@mba2021.imd.org  
**Languages** English, Tamil, Hindi (G)  
**Degrees** BTech, Anna University, Chennai, India

**10 years' software implementation experience in development, testing and team leadership in the IT industry, and international family business in marketing**

### Senior Systems Engineer, IBM, India

- Collaborated with 12 teams across India and the USA to enable Linux on \$200m IBM Power9 systems, which runs the world's fastest supercomputers
- Headed automation for testing of two components uncovering 30 stop-ship defects saving repair costs of 93% with projected client revenue of \$6bn

### Software Engineer, IBM, India

- Drove storage development to launch \$30m Smart analytics systems generating insights for Fortune 500 customers; collaborated with teams across Asia, USA and Europe

### Marketing Director, Genius Park/Sahara Nursery, UAE

- Spearheaded marketing activities and developed branding strategies to promote family-run enterprise globally; increased sales revenue by 300%
- Led cross-cultural teams of 15+ to host various international competitions in UAE with 300 participants from 18 countries



## Eseosa Asemota

**Nationality** Nigerian  
**Contact** eseosa.asekota@mba2021.imd.org  
**Languages** English, French (B)  
**Degrees** BSc Accounting, University of Benin, Nigeria

**10 years' experience in the financial services industry with a focus on branding, customer experience and marketing for tech products**

### Brand Manager, Access Bank Plc, Nigeria

- Led market launch for new banking subsidiaries across Africa; provided support to business development and employee change management
- Co-developed user journey and marketing strategy for a new mobile banking application; onboarded 5m+ customers within eight months

### Senior Banking Officer, Access Bank Plc, Nigeria

- Spearheaded communications for Access Bank/Diamond Bank merger; directed customer engagement for IT cutover; grew customer base by 304%
- Developed the bank's innovation portal (Basement); incubated several products including PayDay loan, now disbursing of up to \$26m daily

### Assistant Banking Officer/Banking Officer, Access Bank Plc, Nigeria

- Co-planned Access Conference series; hosted world political and business leaders
- Assisted in reviewing processes; proposed and implemented revisions and developed SOPs



## Mohammad Barghouthy

**Nationality** Egyptian, KSA Resident  
**Contact** mohammad.barghouthy@mba2021.imd.org  
**Languages** English, Arabic, German (G)  
**Degrees** BSc (Magna Cum Laude) Mechanical Engineering, The American University in Cairo, Egypt

**4 years' leadership experience in project management in the construction industry in healthcare and hospitality services**

### Mechanical Manager, UltraTech, Kingdom of Saudi Arabia (KSA)

- Managed technical and commercial activities in 20-story five-star hotel as part of a multi-billion-dollar project
- Evaluated project and proposed lump-sum offer valued at \$12.5m

### Project Manager, Hashem Contracting and Trading Corp, KSA

- Led team of eight engineers to handover a \$20m HVAC project for a 350-bed hospital project
- Analyzed and reviewed contract terms and "bill of quantities"; increased profits by 35% amounting to ~\$1m

### Project Engineer, Hashem Contracting and Trading Corp, KSA

- Investigated major design change and conducted cost reduction study saving 40% of wasted equipment
- Designed and implemented dedicated smoke management system sub-project with an estimated cost budget of \$1m



## Johnny Barhouche

**Nationality** Lebanese  
**Contact** johnny.barhouche@mba2021.imd.org  
**Languages** English, French, Arabic  
**Degrees** BEng Civil Engineering, Saint Joseph University, Lebanon

**12 years of experience in project and commercial management in the construction industry, focusing on cost optimization to drive bottom line growth**

### Senior Cost Consultant, Batco, UAE

- Drove restructuring of estimation and tendering processes; participated in negotiations with vendors and preparation of ongoing bids
- Collaborated with IT to upgrade bid management platform; integrated processes such as cost control and final pricing for proposals
- Advised teams on projects as internal consultant to maximize cash-flow

### Office Controls Manager, Federici Stirling Batco, Oman

- Led the end-to-end bid process for projects in combined value of \$1bn+
- Evaluated contract agreements, cash-flows and financial reports for running projects, \$360m in combined value

### Construction Manager, Federici Stirling Batco, Oman

- Oversaw construction of three military camps for the Ministry of Defense, valued at \$54m; established strong client relationships

# IMD MBA 2021 class profile



## Laurent Bédu

**Nationality** French  
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**Languages** English, French, Dutch (B), Italian (B), Spanish (B)  
**Degrees** MEng, ISEN Lille, France;  
MA, Audencia Nantes, France

**8 years' experience in supply chain management and operations in the consumer goods industry within multinational companies**

### Central Category Planner, Jacobs Douwe Egberts (JDE), The Netherlands

- Led supply planning of unionized factory during six transition periods
- Collaborated with cross-functional team for €45m investment plan to upgrade factory technologies and transfer production line
- Identified synergies across resources and set-up cycles; reduced inventory by three days, portfolio by 50% on six production units

### Category Planner, Supply Lead Pre-Merger, JDE, The Netherlands

- Drove supply chain for heavily constrained factory during coffee business merger; executed changes in outsourcing, integration and process set-up
- Implemented four new co-manufacturers and defined S&OP and service agreement; increased demand absorption by >20% within a year

### Supply Network Planner, Diageo, The Netherlands

- Oversaw and monitored three design deployments across 30 global markets



## Prasun Kumar Bhaiya

**Nationality** Indian  
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**Languages** English, Hindi, Kannada (G), French (B)  
**Degrees** MBA, IIFT Delhi, India;  
BEng, RVCE Bangalore, India

**6 years' experience in sales and strategy roles in the telecom and FMCG industries**

### Manager, E-Commerce Sales Development, L'Oréal, India

- Set up strategy and planning function for L'Oréal's e-commerce business
- Instituted cross-functional planning process to streamline forecasting, promotions and new launches with 26% improvement in forecast accuracy
- Led the design and launch of customised e-commerce promotional packs resulting in 30% lower sales promotion spends

### Manager, Sales (Modern Trade and E-Commerce), Marico, India

- Managed FMCG sales for modern retail and e-commerce channels across eight states and six categories leading a team of five junior managers
- Delivered 78% growth in 2018-2019 becoming the fastest growing sales team

### Deputy Manager, Prepaid, Vodafone, India

- Formulated the national sales and distribution strategy for the prepaid business serving 150m customers through 2m retail partners



## Love Bhutani

**Nationality** Indian  
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**Languages** English, Hindi, Punjabi (G), German (B)  
**Degrees** PGDM, IMT Ghaziabad, India;  
BTech, YMCA IE, Faridabad, India

**11 years of business development, client consulting and leadership experience across various industries**

### Assistant Vice President, Cushman & Wakefield, India

- Developed strategies for marquee clients based across Asia, Europe and North America; delivered 100% revenue growth over three years and expanded the lease portfolio to \$14m
- Coordinated with C-suite executives to drive business decisions using data and analytics
- Built high-performance team of seven executives; coached two to lead own teams

### Senior Manager, Cushman & Wakefield, India

- Led three-member team for commercial negotiations to secure large portfolio; achieved \$3.2m additional revenues for India, South Korea and Russia regions in multiple service lines
- Coordinated and oversaw the team for deployment of property search software providing real time status of key assets; reduced time for proposal submission by 70%

### Founder and CEO, Peach Your Skill, India

- Founded the company from ground up; developed the organization's strategy and product mix to mentor job seekers through an online platform



## Campbell John Brown

**Nationality** Australian, British  
**Contact** campbell.brown@mba2021.imd.org  
**Languages** English, Mandarin (G)  
**Degrees** MA Economics, Fudan University, China;  
BSc Economics and BAppFin, Macquarie University, Australia

**9 years providing strategy, analytics and digital consulting to public sector and finance industries**

### Client Strategy Director, Decision Inc, Australia

- Developed relationships with clients to ideate, propose, win, and manage delivery of €1m+ new consulting yearly
- Managed a team of 12 consultants to achieve key client NPS of >30
- Identified strategic frameworks to deliver work in information strategy, digital analytics, transparency, risk analytics and industry transformation
- Drove executive teams' approach to client selection and management
- Won and led firm's largest consulting engagement, building a platform to automate regulatory activity for 100+ insurers in a €2.5bn insurance scheme

### Managing Consultant, Insurance, Decision Inc, Australia

- Built industry collateral to improve revenue from insurers from 20% to 40%
- Delivered analytics, forecasting, and strategy consulting engagements driving organizational change for clients in the insurance industry



## Caroline Burrus

**Nationality** Swiss, German  
**Contact** caroline.burrus@mba2021.imd.org  
**Languages** English, French, German  
**Degrees** BSc International Hospitality Management, Ecole hôtelière de Lausanne (EHL), Switzerland

**6 years' experience in business development, marketing and operations management in the insurance, well-being and sports industries**

### Project Manager, Groupe Burrus, France and Switzerland

- Created and implemented group-wide corporate and employer brand identity
- Co-built with HRD the HR Road Map, including 15 critical projects to execute by 2023
- Led Flex Office project team; increased building capacity by 20%, reaching 560 employees

### Marketing and Sales Enablement Director, Qualibroker, Switzerland

- Defined sales strategy, enhanced customer value proposition and analytics
- Set up marketing department, improved market presence by unifying three brands, introduced employee advocacy and internal communications processes
- Evaluated processes and implemented Teams, telephony, scanning and CRM

### Client Success Manager, Virgin Pulse, Switzerland

- Managed 50+ global accounts worth \$1m revenues; secured highest customer retention rate and created sales toolkit for French market
- Identified and implemented training for five FTEs, shaping a strong multinational sales team



## Harita Byluppala

**Nationality** Indian, Swiss B Permit  
**Contact** harita.byluppala@mba2021.imd.org  
**Languages** English, Telugu, Hindi, Tamil, German (B)  
**Degrees** MSc Chemical Engineering, OSU, USA;  
BTech, S.V. University, Tirupati, India

**9 years' international experience in manufacturing operations with focus on digital transformation and process optimization in consumer goods industry**

### Digital Manufacturing Specialist, Nestlé R&D, Switzerland

- Designed, developed and executed Industry 4.0 pilot with proven potential savings of CHF 30m p.a. with < 1% investment
- Collaborated with stakeholders from shopfloor to zone heads in deploying technologies across factories; improved operational efficiency by 8%
- Presented digital projects to business heads on a regular basis and to C-suite
- Created global community of 50+ engineers to enhance digital manufacturing competence; analyzed skill gap and built training modules

### Technical Consultant, Aeva, India/Switzerland

- Established F&B portfolio in Digital Twin vertical generating \$5m+ business
- Spearheaded 13 projects in 12 countries; each project contributed to ~10% reduction in commissioning time of factories with \$200m CAPEX investment
- Trained and headed a team of seven project engineers

# IMD MBA 2021 class profile



## Franck Calleeuw

**Nationality** French, Swiss B Permit  
**Contact** franck.calleeuw@mba2021.imd.org  
**Languages** English, French, Spanish (G), Portuguese (G), Arabic (B)  
**Degrees** MEng Industrial Engineering, Grenoble Institute of Technology, France;  
Associate Degree in Industrial Engineering, University Lyon I, France

**8 years' experience in supply chain management in diverse industries, focused on building transversal planning structures from the ground-up**

### Demand and Supply Planner, Archer Daniels Midland, Switzerland

- Designed end-to-end sales, inventory and operations planning processes in collaboration with C-suite, resulting in 15%+ service level improvement
- Led team of multifunctional experts to implement an Advanced Planning Software to support forecasting activities, under supervision of the ExCom

### Process and Project Engineer, Laboratoires Bailleul International, Switzerland

- Implemented collaborative demand planning process and supply chain KPI reporting system to optimize performance and maximize customer satisfaction
- Managed the design and rollout of SAP and serialization systems across global subsidiaries on time and budget despite tight regulatory constraints

### Demand Planner, Bjorg, Bonnetterre & Cie, France

- Developed top-down statistical model to convert sales and marketing strategies into a detailed volume and value forecast for building group's budget



## Juan José Campuzano

**Nationality** Mexican  
**Contact** juan jose.campuzano@mba2021.imd.org  
**Languages** English, Spanish, French (B)  
**Degrees** BSc Digital Systems and Robotics Engineering, ITESM, Mexico;  
Foreign Exchange, Unitec Institute of Technology, New Zealand

**4 years of experience in digital technology in various industries focusing on defining strategy to improve processes and products**

### IoT and Industry 4.0 Coordinator, Arca Continental, Mexico

- Established global strategy to collect and analyze digital manufacturing data; designed rollout plan for 40 plants across five countries
- Led a multidisciplinary project for commercial and technical departments to gather data from 190k coolers and monitor asset usage and performance
- Collaborated with procurement team to define selection metrics for strategic partnership with vendor; reviewed several proposals
- Presented project status to C-suite executives and business unit directors

### Electrical Hardware Engineer, John Deere, Mexico

- Identified and analyzed defective parts to determine causes of failure; proposed improvements resulting in zero recurrences within six months
- Reviewed and implemented new parts to product data management system; improved product quality and reduced procurement costs by \$17k p.a.



## Pierre Carles

**Nationality** French, Swiss C Permit  
**Contact** pierre.carles@mba2021.imd.org  
**Languages** English, French, German (G), Italian (B)  
**Degrees** MEng ESTACA, France;  
MA Management, Paris-Dauphine University (Dual Degree), France;  
MEng IIT Madras, India

**8 years in the automotive industry with a focus on cross-functional project management and mechatronic systems**

### Automotive Project Manager, Sonceboz, Switzerland

- Defined industrial strategies aligned with customer milestones; managed budget and strengthened project profitability
- Drove innovative actuator programs in collaboration with 40+ external and internal stakeholders; managed ten project team members
- Defined and implemented cost reduction actions during program ramp-up; reduced cost by 15%; defined an enterprise-wide saving roadmap for 2021

### Supplier Quality Engineer, Sonceboz, Switzerland

- Monitored and ensured quality planning of 25+ components, interacting with contractors; defined component development methodologies
- Performed 20+ international audits per year and managed quality crises
- Negotiated compensations with supplier executive committees



## Costantino Carli

**Nationality** Italian  
**Contact** costantino.carli@mba2021.imd.org  
**Languages** English, Italian, French, Spanish (G)  
**Degrees** Bachelor of Business Law, University of Novedrate, Italy

**7 years of international experience in commercial operations, marketing and business development in the healthcare industry**

### Senior Global Market Analyst, Guerbet Group, France

- Drove division's analytics, go-to-market strategies and intelligence with a budgetary spending of \$200k+ p.a., contributing to an YOY growth of 11%
- Delivered business intelligence reports and led change management cross-functional projects for Interventional Imaging unit, generating \$90m p.a.

### Business Analyst NA Market, Bracco Imaging, USA

- Led business analytics projects, improving sales forecast accuracy by 25%
- Developed tools for product launches, generating \$10m+ sales in first year
- Evaluated ROI and scope of marketing campaigns (\$1m+ p.a.) for C-suite
- Coached teams on advised strategies, raising customer acquisition by 15%

### Business Developer, FarmaValue, Costa Rica

- Managed team of 12 for prescription drugs operations, doubling YOY sales
- Negotiated an 8% rebate with major distributors, reducing COGS by \$1m p.a.



## Yiwen Chen

**Nationality** Chinese  
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**Languages** English, Mandarin, Japanese (B), French (B)  
**Degrees** MA Management, HEC Paris, France;  
BCom, University of Sydney, Australia

**6 years of experience in technology consulting across various industries and digitalization in the consumer goods industry**

### Manager, Zhejiang Panda Trading Co, Ltd, China

- Established online sales strategies and new e-commerce team, developed diversification plans with five suppliers, reducing inventory cost by 20%
- Organized offline promotional exhibitions; increased new accounts by 8% and established relationships with 10+ potential clients
- Collaborated with multi-channel networks to define marketing strategies; achieved 3k+ followers and 5k+ visits on social platforms

### Consultant, Caggemini Invent, China

- Redesigned supply chain model of parts trading for automotive OEM to reduce customer waiting time at dealerships; led implementation phase
- Developed change management process to launch new systems for clients across Asia

### Associate Consultant, Caggemini Invent, China

- Coordinated multi-business functions to streamline system integrations



## Marios Michail Codos

**Nationality** Greek  
**Contact** marios.codos@mba2021.imd.org  
**Languages** English, Greek, German (B)  
**Degrees** BSc/MEng Mechanical Engineering, Aristotle University, Greece

**4 years' start-up experience in project management, innovation and business development in the aeronautics and manufacturing industries**

### Leading Seaman, Hellenic Navy, Greece

- Developed automated unbiased task assigner in unfavorable bureaucratic environment; eliminated complaints and two-hour daily routine

### Mechanical Engineer, SAS Tech (formerly OMI Aero), Greece

- Persuaded management to consolidate activities and achieved €96k p.a. revenue by leasing 70% of private facility; reduced operational costs by 43%
- Established project tracking guidelines; digitalized inventory management linking projects with components and identified €20k unrecorded inventory
- Headed €100k hybrid drone project combining rocket propulsion and electric motors; designed 3D blueprints and performed FEA/CFD analysis

### Operations Head, G&I Codos Manufacturing Co, Greece

- Initiated and executed downsizing plan; liquidated low-utilized assets for €100k, leased property for 108k p.a. and reduced operational costs by 56%

# IMD MBA 2021 class profile



## Carlos de Aubeyzon

**Nationality** Peruvian, Spanish  
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**Languages** English, Spanish  
**Degrees** BS Entrepreneurship with Minor in Marketing, Suffolk University, USA

**8 years' experience in strategy planning and product development in the construction and mining industries**

### Commercial Vice President, Modepsa, Peru

- Drove sales, imports, and local purchases; generated \$12m annual revenue
- Developed and negotiated up to 20 mining contracts with an average value of \$500k
- Analyzed key suppliers in Asia and initiated strategic changes; negotiated payment terms and reduced 12-month company cash-flow gap by 50%
- Led transition of new ERP software for the company; completed transition on time
- Headed and recruited staff to implement triple ISO certification; Modepsa became the first South American company to receive the certification in the bolt industry

### Sales Manager, Modepsa, Peru

- Supervised sales team of 12; managed key clients, achieving monthly sales of \$1m
- Presented sales forecast and performance monitoring monthly to CEO

### Marketing Manager, Linio Peru, Peru

- Ran online and partnership sales channels; increased sales targets by \$122k MOM



## Charles de Cerjat

**Nationality** Swiss, French  
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**Languages** English, French, German (B)  
**Degrees** Master 2 Business & Tax Law, Paris I University and HEC Paris, France;  
MA Law, Paris II University, France;  
BA Law, University of Cambridge, UK

**6 years' experience in project management and public affairs in the financial services and energy trading industries**

### Group Regulatory Officer, Pictet Group, Switzerland

- Pioneered the creation of a new unit with resources rising 3X in two years, establishing a centralized advisory team to C-suite on regulatory affairs
- Coordinated groupwide regulatory and public policy activities; designed and administered monitoring platforms with reporting from 15 divisions
- Headed impact analysis on ESG initiatives fortifying the Group's sustainable finance strategy

### Project Manager COO Office, Bank Lombard Odier, Switzerland

- Steered CEO sponsored project with multidisciplinary team of 20 people
- Created a high-margin reporting service for external asset managers; presented at launch events with 120+ clients and prospects

### Senior Consultant, EY, Switzerland

- Directed transformation for banks and energy traders to comply with \$2bn disruptive legal framework; organized due diligence in \$6bn M&A deal



## Nicolas de Toledo

**Nationality** Swiss, French  
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**Languages** English, French, Mandarin (G), Spanish (G), German (B)  
**Degrees** BA Political Science, Economics and East Asian Languages, McGill University, Canada

**7 years' entrepreneurial experience organizing executive learning expeditions in China, analyzing tech trends and fostering innovation within institutions**

### Managing Director, Mosaiq SA, China/Switzerland

- Founded and managed Switzerland and China-based legal entities, investors relations, multicultural team of five, sales and operations in both countries
- Designed and organized \$2m-worth of learning expeditions and C-suite delegations for Fortune 500, governments and international organizations
- Facilitated partnership discussions with China's top-tier experts and companies such as Bytedance, Alibaba and Tencent
- Presented at various public speaking events including universities, chambers of commerce, workshops and television

### Director, ICL Shanghai Co Ltd, China/Switzerland

- Secured seed funding (\$800k valuation), acquired fourth industry player, and led due-diligence and merger with largest competitor
- Launched an award-finalist social project and raised \$200k+ sponsorship



## Olga Dimitrenko

**Nationality** Russian  
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**Languages** English, Russian  
**Degrees** Bachelor of Applied Mathematics and Informatics, Dostoevsky Omsk State University, Russia

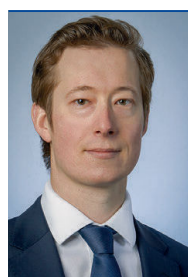
**13 years' experience in the software development industry with a focus on sales, account management, and project management**

### Account Director, Luxoft a DXC technology company, Russia

- Led custom software development services sales from commercial proposal to contracting to B2B clients across Russia, CIS and the USA
- Designed and implemented account development strategy; increased client base to two new clients with revenues valued at \$4m
- Collaborated with technical team to control quality of provided services; enhanced client satisfaction rate by 84%
- Liaison between C-suite and key client stakeholders; communicated regularly with top management; substituted director during his absence

### Project Manager, Luxoft a DXC technology company, Russia

- Led 10+ custom software development projects with clients in multiple industries across the USA, Russia and Europe
- Developed project implementation strategy in proposals to new clients



## Andreas Eilertsen

**Nationality** Norwegian  
**Contact** andreas.eilertsen@mba2021.imd.org  
**Languages** English, Norwegian  
**Degrees** BSc (Hons) Investment and Financial Risk Management, Cass Business School, UK

**9 years of investment banking experience, advising on almost \$100bn of M&A and capital market transactions across multiple countries and sectors**

### Executive Director, UBS Investment Bank, UK

- Spearheaded part of the oil and gas sector coverage in EMEA, overseeing deal origination and execution

### Director, UBS Investment Bank, UK

- Lead on multiple accounts in the EMEA oil and gas sector (including content lead for part of the sector)
- Managed deal coordination with multidisciplinary teams across countries

### Associate Director, UBS Investment Bank, UK

- Drove day-to-day deal execution, with a cross sector-focus on the Nordics
- Worked closely with C-suite executives, advising on a broad range of transactions (e.g. public takeovers, acquisitions, IPOs, financings etc.)

### Analyst, Bank of America Merrill Lynch, UK

- Performed modelling, analysis, and due diligence on EMEA oil and gas firms



## Yuki Endo

**Nationality** Japanese  
**Contact** yuki.endo@mba2021.imd.org  
**Languages** English, Japanese  
**Degrees** BCom, Doshisha University, Japan

**11 years of international experience in general management, product management and B2C marketing**

### Senior Product Manager, Fujifilm North America, USA

- Developed and executed marketing strategy of the instant photography business to drive sales growth; doubled sales to grow the category to \$300m+ in three years
- Headed a factory automation project consisting of 10+ global members to improve profitability by >100%

### Manager, Corporate Planning and Marketing, Fujifilm Canada, Canada

- Led business model transformation of the digital camera business to improve profit margin by >10%; achieved positive profit for first time in 20+ years
- Directed cross-functional supply chain optimization project; improved out of stock ratio from over 20% to less than 3%

### Associate, Photo Imaging Division, Fujifilm Corporation, Japan

- Set up instant photography business in East Asia; grew into core business and expanded globally, contributing to 50% of the division's revenue

# IMD MBA 2021 class profile



## Christian Erana

**Nationality** Canadian  
**Contact** christian.erana@mba2021.imd.org  
**Languages** English, French (G), Tagalog (B)  
**Degrees** CFA Charterholder, CFA Institute; BCom, University of Calgary, Canada

**8 years of experience in corporate finance working externally in capital markets and internally in strategy and corporate development**

### Corporate Planning and Development Analyst, Seven Generations Energy Ltd, Canada

- Managed budgets of up to €1.5bn, forecasted cash flows ranging of up to €2.5bn
- Collaborated with three analysts to develop and execute corporate strategies; initiated a share buyback and led renegotiation for a third-party distribution contract
- Presented M&A evaluations and business development analysis to executive board members including the completion of a €5.3bn merger

### Institutional Equity Research Associate, AltaCorp Capital Inc, Canada

- Built and maintained 20+ financial models leading to valuation and comparison of companies under coverage
- Produced research publications, quarterly updates, thematic research, initiation reports; presented investment recommendations to portfolio managers
- Managed onboarding and training of up to 15 new hires from various industry backgrounds; and directed junior level associates during group projects



## Luy Fonseca

**Nationality** Brazilian  
**Contact** luy.fonseca@mba2021.imd.org  
**Languages** English, Portuguese  
**Degrees** PG Dip Management, Fundação Getúlio Vargas, Brazil; BEng Mechanical Engineering, ISECENSA, Brazil

**13 years of operations, business development and competitive strategy experience in the energy sector with a focus on high-end technologies**

### Sales Manager and Key Account Manager, Aker Solutions, Brazil

- Co-led investment business case for construction and operation of the first services base in Guyana, potential to increase global revenue by 10%
- Headed negotiations for a first-of-kind services frame agreement contract between Brazil's unit and TOTAL SA, major International Oil Company
- Created partnership strategy to reduce CAPEX needed by \$15m+, allowing company to compete in strategic project from Petrobras

### Sales Specialist, Aker Solutions, Brazil

- Spearheaded a \$50m+ CAPEX and OPEX plan for a major subsea project resulting in company entering a new market segment
- Developed asset maintenance strategy and collaborated with key supplier reducing cost base by \$3.8m; increased competitiveness at tender phase



## Andri Fritz

**Nationality** Swiss  
**Contact** andri.fritz@mba2021.imd.org  
**Languages** English, German, French (G), Italian (B), Mandarin (B)  
**Degrees** MSc/BSc Mechanical Engineering, ETHZ, Switzerland

**7 years' international manufacturing and supply chain management experience in the industrial sector**

### Senior Project Manager, Mettler Toledo International Inc, Switzerland

- Co-defined global supply chain strategy based on 2025 vision and led PMO for roll-out
- Implemented Lean principles across three factories located on same site in Switzerland, based on total cost decision process to design material flows; total savings potential of CHF 2m
- Guided and coordinated implementation of two major footprint optimization projects: new factory layout in the USA and new factory in the UK

### Head of Engineering, Franke Water Systems AG, Switzerland

- Led three teams to industrialize two new product lines based on new platform, to design and manufacture production tools and to maintain CHF 60m machine park
- Developed a machinery, equipment and infrastructure investment plan, enabling single click budgeting and maintenance planning
- Improved company's product launch plan through capacity planning; successful launch of new design platform and two product lines



## Rodrigo Galarza Galdós

**Nationality** Peruvian  
**Contact** rodrigo.galarza@mba2021.imd.org  
**Languages** English, Spanish  
**Degrees** BEng Industrial Engineering, Universidad Nacional Mayor de San Marcos, Peru

**7 years' experience in corporate finance, business valuation and business strategy in the education and retail industries in emerging markets**

### CFO, Innova Schools, Mexico

- Co-designed start-up's ten-year business plan, raising capital of \$80m
- Set up finance department, implemented processes, led a six-member team
- Defined and implemented the \$19m annual budget working with cross-department teams; presented to Board of Directors

### Senior Financial Analyst, Oechsle, Peru

- Developed and negotiated new indebtedness sources and raised \$15m from mutual funds, improving maturity and rates by ~250 bps
- Collaborated with Nexus Group team (PE fund, AUM ~\$2bn) to build the financial model for exit of its 10% shares in the valuation process

### Financial Analyst, Innova Schools, Peru

- Partnered with CFO to develop securitized bond program valued at \$150m
- Refinanced a \$10m bridge loan with leading bank



## Laura Gomez

**Nationality** Spanish  
**Contact** laura.gomez@mba2021.imd.org  
**Languages** English, Spanish, French (B), German (B)  
**Degrees** MEng/BEng Civil Engineering, University of Granada, Spain

**7 years' international experience in business development, sales and project management in the manufacturing and transportation industries**

### Sales Manager, ATARFIL, USA

- Acquired first mining project for the USA market; promoted company through engineering firms to build profitable client relationships

### Senior Sales Manager, ATARFIL, Australia/Spain

- Drove sales plan and business development, contributing \$8.5m to business
- Coordinated with internal multidisciplinary teams; ensured smooth kick-off and strategy planning of new firm procured in Australia
- Led team of two-members; developed client relationships to optimize sales

### Deputy Project Manager and Transport Consultant, AECOM, UK

- Headed delivery of high-quality solutions within defined time and budget; monitored projects collaborating with a team of engineering consultants
- Developed traffic modelling schemes and analyzed traffic data; improved processes and feasibility studies of project proposals



## Alicia Gong

**Nationality** American  
**Contact** alicia.gong@mba2021.imd.org  
**Languages** English, French (B)  
**Degrees** BSc Business Administration, University of Colorado at Boulder, USA

**8 years' experience managing ultra-high net worth client relationships and equity portfolio administration in private wealth management**

### Registered Client Service Associate, UBS Financial Services, USA

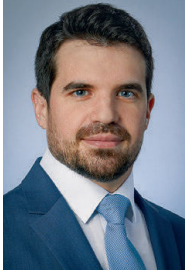
- Led team of three trading \$675m equity portfolio; generated \$5.5m+ revenues p.a.
- Re-aligned service model to \$10m+ clients leading to \$130m+ assets in 2020
- Calculated and created complex interest reporting model for \$10m litigation
- Partnered with UBS leaders and launched a regional UBS Women's Network with 70+ members focusing on the advancement of women in finance

### Analyst, Goldman Sachs, USA

- Assessed firm regulatory leverage and risk for all asset transfers within \$360bn+ Private Wealth Management Division with primary coverage to New York, Goldman Sachs' partners sales desks
- Redesigned, implemented and executed a six-month training program to bridge knowledge between two global teams located in the USA and India
- Recruited and mentored analysts as a junior recruiting board member through strategic relations reaching 1.5k+ undergraduate business students



# IMD MBA 2021 class profile



## Antonio González Hijas

**Nationality** Spanish  
**Contact** antonio.gonzalez@mba2021.imd.org  
**Languages** English, Spanish, German (G), French (B)  
**Degrees** MA Consultancy, EOI, Spain;  
MEng, Universidad Pontificia Comillas, Spain

**10 years' experience in transformation projects and operations management in the manufacturing industry**

### Manufacturing Excellence Project Manager, MaxamCorp Holding SL, Spain

- Headed operation activities and trained employees; managed transformation and continuous improvement activities globally
- Led Lean implementation in Poland; improved line effectiveness by 10%
- Supervised Lean project managers in Lean implementation and workshops

### Operations Manager, Indefunsa SAL, Spain

- Headed cross-functional team of 20+ across operational areas
- Implemented standardized processes and reduced lead times by ~30%
- Developed and executed a cost-reduction strategy to improve forecast orders with suppliers; achieved 10% cost savings in supply chain

### Operations and Program Manager, Aciturri Aeronáutica SL, Spain

- Directed plan to recover key client valued at €5m; transformed operative improving on-time delivery from 60% to 95%



## Abhay Goyal

**Nationality** Indian  
**Contact** abhay.goyal@mba2021.imd.org  
**Languages** English, Hindi, Punjabi (B)  
**Degrees** BEng Electronics and Communication, TIET Patiala, India

**12 years' experience in leading product marketing and technology solutions teams within multinational companies across India and the UAE**

### Solutions Marketing Manager, Digital Channels and Retail IoT, Etisalat, UAE

- Managed products, with \$90m annual revenues, catering to omni-channel customer engagement using Smart Messaging, Chatbots and OTT platforms
- Developed marketing dashboard for C-suite; produced performance insights
- Pioneered blockchain based consent management system, first in MEA region, for 10m mobile subscribers in response to a government regulation

### Manager, Product Excellence, Etisalat, UAE

- Collaborated with cross-functional teams to implement product enhancements; led to improved customer experience and cost savings of \$1.4m

### Solution Architect, Business Support Systems, Etisalat, UAE

- Spearheaded migration project, saving \$4m by optimising OPEX/CAPEX

### Senior Solutions Integration, Ericsson, India

- Led team of 20+ for transformation projects impacting 200m customers



## Simone Grancini

**Nationality** Italian, Swiss C Permit  
**Contact** simone.grancini@mba2021.imd.org  
**Languages** English, Italian, German, French (B)  
**Degrees** MSc Management Engineering, Politecnico di Milano, Italy and ETH Zurich, Switzerland;  
BSc Management Engineering, Politecnico di Milano, Italy

**8 years' multicultural experience in global product management and marketing in the home appliances and construction industries**

### Senior Global Product Manager, Vorwerk International & Co KmG, Switzerland

- Managed launch of new product resulting in 60% increase in units sold
- Developed and performed market research to define customer requirements
- Guided the R&D team within agile project management to design products

### Global Product Manager, Hilti AG, Liechtenstein

- Directed the launch of three new products; increased product lines sales by 50% and CHF 300m product portfolio by 20%
- Defined product strategy and roadmap resulting in a differentiated portfolio
- Designed a global marketing campaign with a budget of CHF 60k

### Global Trainee, Hilti AG, Italy

- Analyzed market research and identified a new business with 20-30% of on top sales
- Conducted financial assessment to monitor sales KPIs; streamlined reports by 80%
- Built and developed client relationships with key customers; expanded engaged customer base by 10% and achieved sales targets of 113%



## Setika Gupta

**Nationality** Indian  
**Contact** setika.gupta@mba2021.imd.org  
**Languages** English, Hindi, Urdu (B)  
**Degrees** BTech, National Institute of Technology, Srinagar, India

**7 years' experience in project management, supply chain and business process re-engineering in the oil and gas industry with a focus on operations' optimization**

### Assistant Manager, Indian Oil Corporation Limited (IOCL), Northern and Western India

- Led a team of six vendors to execute process automation at 200+ petroleum retail outlets; reduced transgressions and increased service standards
- Analyzed and guided two start-ups on eco-friendly Bio-Toilets and Smart Fuel Kiosks, under IOCL start-up scheme; secured purchase order of ~\$1m for each
- Spearheaded skill development initiative; developed e-learning modules on technical business activities, upskilled 700+ professionals

### Engineering Officer, IOCL, Central and Northern India

- Implemented Terminal Automation System at a product handling facility, achieved 20% improvement in operational efficiency and turnaround time
- Managed supply chain operations across 250+ retail outlets and armed forces' installations, during turbulent external factors and market volatility



## Yukari Hayasaka

**Nationality** Japanese  
**Contact** yukari.hayasaka@mba2021.imd.org  
**Languages** English, Japanese  
**Degrees** BA Language and Culture, Osaka University, Japan

**8 years' experience in marketing and business strategy in the consumer goods industry, with focus on new business model start-ups**

### E-Commerce Strategy Manager, Nestlé, Japan

- Launched new D2C partnership; acquired 30k new members to the B2C platform; generated incremental sales of CHF 3m
- Developed business plan and product strategy for beverage system; coordinated with cross-functional teams in Japan, Switzerland and France

### Marketing Business Manager, Nestlé, Japan

- Introduced new online business model for beverage system; achieved double-digit growth for three consecutive years
- Collaborated with global R&D team to implement new product strategy; generated CHF 2m sales during first fiscal year
- Formulated CRM program for online members; enhanced retention rates by 10% and increased members from 15k to 62k in three years



## Abhishek Jakate

**Nationality** Swiss  
**Contact** abhishek.jakate@mba2021.imd.org  
**Languages** English, Marathi, Hindi, German (G), French (B)  
**Degrees** BSc Hospitality Management, Ecole hôtelière de Lausanne (EHL), Switzerland

**7 years' experience in consulting with a focus on customer experience strategy, organizational change and operations in the hospitality and service industries**

### Consultant, EHL Advisory Services, Switzerland

- Developed a customer experience measurement metric and managed implementation in the retail, hospitality and banking sectors
- Led the service design gap analysis for a health care client; improved service culture score by 60% within one year
- Co-created a hospitality concept with go-to-market and business development strategy; converted the concept into a line of business

### Associate, EHL Advisory Services, Switzerland

- Designed business model for a luxury automaker; market entry in hospitality
- Defined L&D strategy for a hotel chain and identified capability gaps

### Business Controller, M.W. Hotels, Switzerland

- Re-negotiated credit terms with bankers and suppliers, increased liquidity by 40%; secured company's existence and jobs of all staff

# IMD MBA 2021 class profile



## Emma James

**Nationality** American  
**Contact** emma.james@mba2021.imd.org  
**Languages** English, Spanish (B)  
**Degrees** BA Philosophy Politics and Economics, University of Pennsylvania, USA

**6 years' experience in project and operations management with high growth public and private companies in the international healthcare industry**

### Global Client Services Manager, Clincierge, USA

- Supervised staff of ten and 50 contractors located in the USA, APAC and EMEA
- Analyzed emerging demand and designed new service; projecting \$5m p.a.
- Executed department growth strategy; created new positions, trained and evaluated personnel, doubled department size

### Global Study Manager, Clincierge, USA

- Developed and increased a contract with oncology client from \$300k to \$15m
- Created excel algorithm to automate company-wide process for billing; saved 300 staff hours in first month of use

### Operations Manager, Public Health Management Corporation, USA

- Managed finances and federal compliance for three locations; increased staff retention by 25% with 98% compliance rate
- Guided team in grant applications; achieved \$2m in additional funding



## Jamie Mathew John

**Nationality** Indian  
**Contact** jamiemathew.john@mba2021.imd.org  
**Languages** English, Hindi, Malayalam (B)  
**Degrees** BEng, University of Pune, India

**6 years' experience in a global technology company focusing on continuous improvement and developing analytical solutions**

### Business Analyst II, Amazon Development Centre India Pvt Ltd, India

- Expanded Deal Optimization Tool (DOT) to North America and Japan; increased user base to 3.5k+ employees worldwide
- Formulated and implemented new features for DOT based on user engagement; released 20 new features over six months
- Established a centralized working mechanism for business analysts

### Business Analyst I, Amazon Development Centre India Pvt Ltd, India

- Built and launched DOT to improve workflow for promotions on Amazon Retail websites in Europe, potential to save 4.5% time for 1k+ employees
- Co-led cross-site team of seven members to develop BI solutions, saved 6% time for account managers in Europe
- Developed multiple tech/analytical solutions that delivered 4% time saving for 700+ account managers in Europe



## Canay Kara

**Nationality** Turkish  
**Contact** canay.kara@mba2021.imd.org  
**Languages** English, Turkish, German (B), French (B)  
**Degrees** BArch (full scholarship), Yeditepe University, Turkey; MArch, METU, Turkey

**5 years' multidisciplinary experience in start-up companies, branding and advertising agencies**

### Founder, Voxhyle, UK

- Set up a brand agency, connecting companies with specialized designers
- Developed clients in Turkey; assisted in expanding business across Europe

### Communications Strategist, Alaaddin Adworks, Turkey

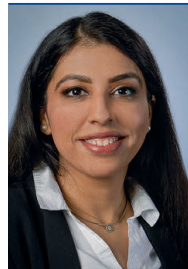
- Acted as interim strategy director; provided in-depth market analyses and created campaign strategies for ~20 clients mainly in banking and FMCG
- Monitored, measured and reported digital performance for eight clients

### Business Developer and Junior Strategist, Saffron Brand Consultants, Turkey

- Managed regional clients; co-acquired five new clients worth €500k revenue
- Collaborated with international cross-functional team; contributed to brand analysis and strategy development with clients mainly in banking and FMCG

### Managing Member, FileMap, USA

- Co-led client and investor relations, user research and design development



## Smrita Khanna

**Nationality** Indian  
**Contact** smrita.khanna@mba2021.imd.org  
**Languages** English, Hindi, Punjabi  
**Degrees** CFA, CFA Institute, USA; Cost and Management Accountant, ICAI, India; BSc (Hons) Zoology, Delhi University, India

**10 years' diversified experience in financial planning, operational analysis and M&A with global business conglomerates in diverse industries**

### Financial Planning and Analysis Manager, Al Futtaim-Group Finance, UAE

- Drove yearly budgets, quarterly forecasts and formulated strategic plan guidelines for 250 Al Futtaim group entities
- Analyzed business feasibility studies, M&A and expansion projects valued at \$1m+; issued recommendation to C-suite; monitored post acquisition status

### Financial Analyst and Revenue Controller, Al Futtaim Engineering, UAE

- Headed revenue control team of five-associates; managed \$300m revenue p.a. and streamlined processes to prevent revenue leakage
- Spearheaded IFRS15 and 'Cost to Complete' implementation projects to identify potential risks and additional cost implications

### Assistant Manager, Lanco Infratech, India

- Supervised finance and accounts team handling two construction projects valued at \$260m



## Graciana Khouri

**Nationality** French, Lebanese  
**Contact** graciana.khouri@mba2021.imd.org  
**Languages** English, French, Arabic, Spanish (G), Italian (B)  
**Degrees** BEng Electrical Engineering, Notre Dame University, Lebanon

**6 years' multidisciplinary experience in the renewable energy sector**

### Solar Unit Deputy, RCG Liban, Lebanon

- Set up solar department offering Photo-Voltaic systems; led 15-member team and generated revenues worth \$2m in two years
- Collaborated with Procurement and Marketing teams to redesign sale processes
- Negotiated deal with Schneider Solar division to expand market portfolio; led sales team and acquired four new customers

### Commissioning Electrical Engineer, RCG International, Global

- Oversaw maintenance for propulsion system on various cruise ships; coordinated with superintendent and reduced risk of failure by 95%
- Guided ten-member team to install and modify electric drives, troubleshooting malfunctions under challenging conditions

### Test Engineer, RCG France, France

- Trained employees with latest drive technology; conducted factory test with clients



## Dmitry Koval

**Nationality** Russian, Israeli  
**Contact** dmitry.koval@mba2021.imd.org  
**Languages** English, Russian, French (G)  
**Degrees** MA Economics, New Economic School, Russia; MS (Hons) Mathematics Lomonosov Moscow State University, Russia

**9 years' experience in the mining and metals industry with a focus on operation transformation and launching new technologies**

### Head of Operations Excellence, Eurasian Energy Corporation (EEC), Kazakhstan

- Headed team of five members to identify potential process improvements; implemented projects increasing cash flow by \$7m p.a.
- Led transformation projects to improve core process management; trained 300+ employees in Lean Management

### Analyst, Eurasian Resource Group (ERG), Kazakhstan

- Initiated and implemented several projects aimed at cost reduction across four assets, resulted in \$30m+ additional cash flow p.a.
- Implemented process for benchmarking on key metrics; analyzed operational gaps; delivered performance results to top management

### Project Manager, Polyus Gold, Russia

- Realized 25+ initiatives in mining operations; reduced costs by \$8.3m

# IMD MBA 2021 class profile



## Ravi Kundalia

**Nationality** Indian  
**Contact** ravi.kundalia@mba2021.imd.org  
**Languages** English, Hindi, Rajasthani  
**Degrees** BA Mathematics and Economics, New York University, USA

**8 years' experience in corporate strategy and operations in the manufacturing industry, primarily in family business**

### Executive Director, Radiant-Astha Group, India

- Analyzed and implemented strategic initiatives in the wire and cable business; achieved \$45m profitable sales growth over five-years at 13% YOY
- Identified areas of improvement to enhance employee engagement; collaborated with HR and HODs to segment BUs with autonomous agile teams
- Evaluated gaps and opportunities in profit center optimization and automation processes; negotiated purchase contracts worth \$8m+
- Collaborated with cross-functional stakeholders and led civil construction projects of 500k+ ft2 built-up area in five-years for industrial and office use

### Management Trainee, RSCC Wire & Cable LLC, USA

- Strategized with Indian and American operations, and led the go-to-market plan for a \$4m new product line from the existing Indian joint venture



## Marly Levene

**Nationality** Canadian  
**Contact** marly.levene@mba2021.imd.org  
**Languages** English, French (G)  
**Degrees** BEng (Dean's List) Civil, McGill University, Canada

**8 years' leadership and project management experience with a focus on strategic planning across multidisciplinary teams**

### Senior Development Manager, TAS, Canada

- Managed cross-functional teams over real estate development project lifecycles; oversaw budgeting, scheduling and reporting to meet corporate objectives and maximize returns
- Initiated and executed new processes and procedures; created new team framework to optimize resources and facilitate team growth

### Development Manager, TAS, Canada

- Developed and implemented project approval strategies by management of multidisciplinary consultant team and collaboration with authorities
- Led relations and strategic negotiations with joint venture partners and stakeholders

### Associate Project Manager, Mattamy Homes, Canada

- Facilitated team communication and strategic planning to achieve project objectives and milestones, optimize processes and improve workflow
- Selected as high-potential talent for executive mentorship program



## Hongyu Li

**Nationality** Chinese, Swiss B Permit  
**Contact** hongyu.li@mba2021.imd.org  
**Languages** English, Mandarin, French (B)  
**Degrees** MA Simultaneous Interpretation, Dalian University of Foreign Languages, China

**5 years of experience in Sino-Swiss business development and entrepreneurship**

### Founder and CEO, Sinoglade International Consulting, China

- Developed business ties for Swiss companies in China, defined and executed clients' market entry strategies, resulting in four joint ventures
- Organized conferences in China and Switzerland, and 30+ client visits

### Business Development Director for Mainland China, CMA, Switzerland

- Leveraged Chinese client relationships to identify potential investors; introduced 15+ new clients to the CMA group
- Identified 15 potential partners in China for CMA; set up eight contracts and two city partnerships between CMA and China

### Manager of Overseas Department, Fargo Fortune Investment Co Ltd, China

- Managed 15 overseas key accounts to increase cross-cultural awareness
- Introduced client development program for foreign companies, doubling existing portfolios from six to 11 clients



## Érika Lucchesi

**Nationality** Brazilian, Italian  
**Contact** erika.lucchesi@mba2021.imd.org  
**Languages** English, Portuguese, Spanish  
**Degrees** BSc Economics, University of Campinas, Brazil

**6 years' experience in equity research across multiple geographies in the oil and gas, cement and construction sectors**

### Equity Associate Director, UBS, Brazil

- Conducted in-depth research of 15+ stocks; achieved first place in Institutional Investor's 2020 oil and gas research team ranking
- Built primary coverage of five LATAM stocks across several sectors
- Coordinated cross-region and cross-sector equity reports providing holistic approach to investors' asset allocation decisions

### Equity Associate, HSBC, USA

- Co-authored 100+ analytical reports with in-depth views for stocks recommendation; achieved readership of 3k+
- Enhanced firm's brand by participating in analysts' roadshows and organizing investors meetings with policy makers and C-suite

### Equity Analyst, HSBC, USA

- Managed financial models, stock pitches and key deliverables to institutional clients



## Sanjukta Mahajan

**Nationality** Indian, Swiss B Permit  
**Contact** sanjukta.mahajan@mba2021.imd.org  
**Languages** English, Hindi, Bengali, French (B)  
**Degrees** BA Economics, Symbiosis International, Pune, India; MBA, Amity Business School, Noida, India

**8 years' experience in marketing, project management and business consulting for healthcare, IT and international non-profit industries**

### Project Manager, WIN, Switzerland

- Developed the annual strategy and growth plan to enhance presence in Middle East and Asia, increased revenue by 15%+
- Led digital and offline marketing initiatives including website design, digital and print campaigns and engagement of 20k+ customers through CRM tools
- Managed relationships with 20+ organizations and 100+ speakers which included leaders of Fortune 500 companies and international non-profits

### Senior Consultant, EY, India

- Launched multi-million-dollar global governance program for a Fortune 50 IT client across 100+ countries; set up a delivery team of 30+ members

### Associate Consultant, KPMG, India

- Conducted business process reviews and risk assessment for healthcare company; acquired new business from the client for three consecutive quarters



## Matea Majher

**Nationality** Croatian  
**Contact** matea.majher@mba2021.imd.org  
**Languages** English, Croatian, German (B)  
**Degrees** MA Finance, Faculty of Economics and Business Zagreb, Croatia; BSc Economics, Faculty of Economics and Business Zagreb, Croatia

**7 years' experience in business strategy, sales and relationship management in the finance industry**

### Corporate Sales Development Expert, Croatian Postal Bank, Croatia

- Implemented new sales strategy and set-up; improved operating performance by 15% YOY in top corporate and SME segment
- Created customized sales structure; developed acquisition criteria and forecasted sales revenue; introduced two new client segments
- Coordinated direct audit by ECB due to implementation of Euro in Croatia

### Special Banking Arrangements and EU Funds Expert, Unicredit Group, Croatia

- Moderated 10+ events promoting EU funds opportunities; enhanced clients' expertise on EU funding and financial instruments
- Managed development of innovative digital solution to match SMEs with financing opportunities; reached 2,5k users and financing of 300+ projects

### Key Account Manager, Unicredit Group, Croatia

- Managed a four-member team; increased portfolio profitability by 5% p.a.

# IMD MBA 2021 class profile



## Dmitry Makarov

**Nationality** Finnish, Russian  
**Contact** dmitry.makarov@mba2021.imd.org  
**Languages** English, Russian, Finnish (G), Swedish (B), French (B)  
**Degrees** MSc, KTH, Sweden;  
BEng, Kemi-Tornio University of Applied Sciences, Finland

**12 years of experience in the mining, automotive and automation industries in software engineering and leadership positions developing digital products**

### Engineering Team Leader/Product Owner, ABB, Finland

- Led 12-member team of software engineers; developed an IoT edge computing platform bringing the cloud to edges of customer networks
- Communicated with stakeholders, identified use cases and requirements; devised product road map and prioritized work backlog; planned releases
- Employed agile project management methods; developed and improved team processes; collected feedback and analyzed client value delivered

### Senior Software Engineer, Rightware, Finland

- Streamlined UI development by introducing reactive programming paradigm
- Facilitated migration to a modern version control system; coached teams

### Product Engineer, Mionex, Finland

- Implemented a conveyor belt condition monitoring system software
- Minimized downtime; produced annual savings of €1.5m+ per conveyor



## Rafael Martins

**Nationality** Brazilian  
**Contact** rafael.martins@mba2021.imd.org  
**Languages** English, Portuguese  
**Degrees** BEng Production, Federal Fluminense University, Brazil

**5 years of operations and logistics experience in the retail industry working with international companies**

### Operations Manager, C&A, Brazil

- Managed unit of \$4m revenue p.a.; led cross-functional teams of 30+ people; achieved 8% increase in sales during pandemic
- Enhanced digital experience; achieved 10% of the unit revenue

### Operations and Project Consultant, C&A, Brazil

- Collaborated with McKinsey & Co on project to create new operations and customer experience processes
- Coordinated with 24 regional managers to implement processes across Brazil; achieved NPS 80+
- Oversaw and trained 500+ staff across Brazil; increased sales by 20% p.a.

### Audit Supervisor, Ancar Ivanhoe, Brazil

- Developed and implemented a project to change outsourced audit team to organic team; increased shopping center sales by 20% in the first year



## Yasuhito Maruyama

**Nationality** Japanese  
**Contact** yasuhito.maruyama@mba2021.imd.org  
**Languages** English, Japanese  
**Degrees** BSc Economics, Meiji University, Japan

**9 years' experience in private equity, investment banking, and audit across various industries**

### Deputy Director, Japan Investment Fund Inc, Japan

- Led \$30m leveraged buyout deal; managed 10+ specialists during due diligence, arranged LBO loan, and convinced the investment committee
- Analyzed business, competitor, and market for 50+ potential investing companies in various industries and evaluated investments

### Senior Associate, Regional Economy Vitalization Corporation of Japan, Japan

- Improved performance of an invested company through new business development, streamlining R&D investments, and cost reductions

### Associate, SMBC Nikko Securities Inc, Japan

- Executed \$1.3bn divestiture of a Japanese company to a global PE firm

### Senior Associate, KPMG AZSA LLC, Japan

- Coached and mentored four subordinates and optimized task allotments of an audit team; reduced 10% audit hours and met client's demand



## Rüdiger Mendritzki

**Nationality** German, Brazilian, Swiss C Permit  
**Contact** ruediger.mendritzki@mba2021.imd.org  
**Languages** English, German, Portuguese, French (G), Spanish (B)  
**Degrees** BA HSG in Business Administration, University of St. Gallen, Switzerland

**6 years of experience in investment banking, advising clients across different industries on M&A, financing, and other strategic transactions**

### Investment Banking Associate, Credit Suisse, Switzerland

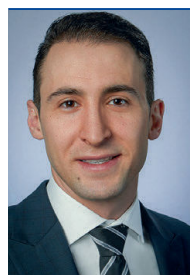
- Executed several M&A transactions, such as the public takeover of a leading Spanish financial infrastructure group and the take-private of a Swiss utility
- Supported clients in raising CHF 10bn+ of financing through IPOs and other public and private equity and debt capital markets transactions
- Led cross-functional teams during valuation, due diligence and the preparation of IR/PR materials, and collaborated on negotiations

### Investment Banking Analyst, Credit Suisse, Switzerland

- Advised corporates and sponsors on 10+ transactions, including the creation of the global leader in travel retail and the IPO of a logistics company

### Corporate Development Analyst, Tecan, Switzerland

- Identified potential acquisition targets and designed and implemented the monitoring of the financial performance of key peers



## Nikolaj Mihajlov

**Nationality** Dutch  
**Contact** nikolaj.mihajlov@mba2021.imd.org  
**Languages** English, Dutch, Serbian, German  
**Degrees** MSc International Management, Tilburg University, The Netherlands;  
BSc International Business Administration, Tilburg University, The Netherlands

**8 years' experience in finance with a focus on financial planning analysis and Lean implementation, working in cross-cultural teams across various industries**

### Treasury Controller, Vanderlande (Toyota Group), The Netherlands

- Led multidisciplinary team as project manager in automation project; reorganized management reporting standards
- Managed accounting, compliance, and reporting activities for company; reported to group's treasury director
- Implemented new payment system resulting in cost reduction and major procure-to-pay process improvements

### Group Reporting Manager, Vlisco, The Netherlands

- Coordinated and executed budget and month-end meetings with C-suite
- Collaborated with C-suite to redefine reporting structure based on KPI's

### Financial Analyst, ASML, The Netherlands

- Improved team KPI's performance by implementing a macro for processing quotes and orders, allowing for accurate, complete and in-time follow up



## Matija Milotič

**Nationality** Slovene  
**Contact** matija.milotic@mba2021.imd.org  
**Languages** English, Slovene, Italian, Croatian/Serbian, French (B), Russian (B)  
**Degrees** BSc International Relations, University of Ljubljana, Slovenia

**10 years of experience in solving complex problems in multi-cultural environments with focus on contract negotiation and business development**

### Head of Business Relationship and Contract Management Department, Trading Division, GEN-I d.o.o., Slovenia

- Managed a four-member team to negotiate and execute complex energy origination contracts across Europe
- Built and developed relationship with clients to enable a €1.2bn trading business via multiple energy commodities
- Facilitated market expansion and business development of the trading division into Ukraine, Poland and Georgia

### Contract Management Associate, Trading Division, GEN-I d.o.o., Slovenia

- Conducted contract harmonization with focus on hedging and market access solutions for large-scale energy producers in Eastern Europe
- Coordinated with trading desk heads, legal and compliance on implementing regulatory and control related projects to drive business priorities

# IMD MBA 2021 class profile



## Shinya Moriuchi

**Nationality** Japanese  
**Contact** shinya.moriuchi@mba2021.imd.org  
**Languages** English, Japanese  
**Degrees** BEng Civil Engineering, Hiroshima University, Japan

**5 years' international experience in management advisory, sales and marketing across different industries**

### Management Consultant, Accenture, Japan

- Managed post-merger integration of global pharma company; enhanced productivity and maintained project's schedule and budget
- Analyzed and redefined replenishment strategy for customer demand for perishable food items; increased sales by \$1.5bn and reduced inventory by \$0.5bn
- Drove financial transformation project merging several accounting and approval systems to automate processes; led to anticipated saving of \$10m

### Sales Marketing Manager, Benesse Corporation, Japan

- Led sales team of ten and collaborated with product team to improve product quality; extended contract with 90% of existing clients
- Launched online platform for English lessons; won 200 deals with educational institutions across Asia; achieved \$3m revenues
- Formulated and executed digital sales strategies; doubled regional sales targets to \$2m



## Juan Pablo Muñoz Vilchis

**Nationality** Mexican  
**Contact** juanpablo.muniz@mba2021.imd.org  
**Languages** English, Spanish, French (B)  
**Degrees** Bachelor of Law, Iberoamericana University, Mexico

**6 years of experience in human capital management and organizational culture transformation for LATAM start-ups**

### Human Resources/Capital Manager, Loyalty Solutions, Mexico

- Developed result-oriented organizational culture and implementation procedures to attract competitive talent and optimize existing work force
- Coordinated HR onboarding activity; developed company strategy

### Advisor for Human Resources & Legal Affairs, Troquer Fashion, Mexico

- Updated legal and fiscal situation ensuring compliance with local regulation
- Developed and enforced multiple HR policies, ensuring employee efficiency

### Professional Development Manager & Legal Counsel, Ignite Commerce, Mexico

- Spearheaded organizational culture development to ensure employee growth, motivation, and continuity; managed OD and HR divisions of ~60 people
- Led, structured, and executed off-boarding for 60% of customer care team
- Served as Counsel for ventures concerning administrative, corporate, and labor law



## Amanjit Singh Narwal

**Nationality** Indian  
**Contact** aman.narwal@mba2021.imd.org  
**Languages** English, Hindi, Punjabi  
**Degrees** Grad Certificates Global SCM and Int'l Business (Hons), Seneca College, Canada; BSc Aviation Studies, University of Petroleum and Energy Studies, India

**9 years' experience working with start-ups in general management and business development roles in the hospitality, education and cryptocurrency industries**

### Partner and Managing Director, Ashiyaan Hospitality LLP, India

- Established start-up and headed operations, defined business model and cost control strategy; managed stakeholders and negotiated contracts
- Sustained operating profit margin of >30% for four years; generated \$100k+ revenue and spearheaded an expansion project of \$700k+

### Business Development Head, Klarity.in, India

- Designed go-to-market strategy and B2B CRM for ed-tech start-up; grew customer base to 23 B-Schools, 3.5k students in two years
- Renegotiated psychometric evaluation price; reduced cost per student by 36%

### Co-Director, Secondary Markets, Trestor Infotech, Canada

- Built and led diverse ten-member team; developed client partnerships; participated in exhibitions and initiated various marketing activities
- Forged a network of 550+ retail partners (currency exchanges) in 58 countries



## Temitope (Temi) Orekoya

**Nationality** Nigerian  
**Contact** temitope.orekoya@mba2021.imd.org  
**Languages** English, French (B)  
**Degrees** BSc Geography, University of Lagos, Nigeria

**10 years' international experience in HR in the energy industry managing talent and employee experience, data analysis and business transitions**

### Global People Analytics & Talent Partner, Baker Hughes, a GE company, UAE

- Designed and implemented People Analytics strategy for global HR teams
- Collaborated with global leaders to make evidence-based decisions and generate actionable insights; honed business efficiency by 50%+
- Spearheaded execution and adoption of performance initiatives for ~5k employees in MENAT; achieved 90% adoption rate

### People Operations Leader, UAE, GE, UAE

- Deployed and executed HR operations strategies for UAE and five Gulf countries, seven business and ~3k employees; supervised a team of three
- Facilitated process simplifications; increased HR metrics by 50%; boosted team credibility by 70%; collaborated with and led teams in M&A projects

### HR Operations Manager, East and West Africa, GE, Nigeria

- Led teams in nine countries; standardized processes; revamped HR services



## Aijan Ormantay

**Nationality** Kazakh  
**Contact** aijan.ormantay@mba2021.imd.org  
**Languages** English, Kazakh, Russian, French (B)  
**Degrees** MSc Finance, Cass Business School, UK; BSc (Hons) Economics, Kazakh-British Technical University, Kazakhstan

**11 years' experience in financial analysis, sales and strategy in the pharmaceutical and oil and gas industries, working in multicultural environment**

### Commercial Excellence Analyst, Sandoz, Kazakhstan

- Trained teams, coordinated events in two countries for global CRM project
- Spearheaded new bonus policy implementation; increased teams' motivation contributing to 31% YOY sales growth

### Strategy and Finance Manager, Med and Pharma Info Centre LLP, Kazakhstan

- Redesigned strategy, enhanced client acquisition process and CRM activities; boosted sales by 2X in a year turning loss-making entity profitable
- Launched remote working and online services to save company costs by 17%

### Senior Manager, Financial Planning and Analysis, KazTransOil JSC, Kazakhstan

- Advised C-suite in decision-making processes and preparing presentations
- Led project on company reorganization to increase assets and cost efficiency resulting in strategic \$63m contract and significant profit growth
- Mentored 20 colleagues; optimized processes: cut overtime by ~45h p.m.



## Douglas Petry

**Nationality** American  
**Contact** douglas.petry@mba2021.imd.org  
**Languages** English, German (B)  
**Degrees** BA, Tufts University, USA

**9 years' entrepreneurial experience in operations, marketing, and strategic planning in the food and beverage and hospitality sectors**

### Partner and Founder, Galaxie Bar, USA

- Defined and implemented strategic marketing plan; grew internal revenue by 15% in F19
- Re-established brand guidelines with management to maintain and evolve brand identity, creating better brand recognition among customers

### Consultant, Hell or High Water Bar, USA

- Developed operational and management protocols for high-end bar concept
- Established inventory management system, various sustainability measures and marketing strategy; achieved consistent profitability after 12 months

### Brand and Operations Manager, Miracle Holiday Pop-Up Bar, USA

- Generated content for social media channels; managed targeted paid promotions
- Grew revenue by 390% over a four-year period through strategic marketing programs and delivering a quality customer experience
- Hired and trained multicultural team to excel in a fast-paced environment

# IMD MBA 2021 class profile



## Frederic Poncin

**Nationality** Swiss, Belgian  
**Contact** frederic.poncin@mba2021.imd.org  
**Languages** English, French, Portuguese (G), German (G)  
**Degrees** MSc International Business development;  
One-year exchange program Shanghai University of  
Int'l Business and Economics, China

**5 years of experience in supply chain management with a focus on purchasing and logistics in the foodservice industry**

### Supply Chain Manager, Board Member, Newrest NC, New Caledonia

- Managed purchasing activity worth \$15m+; negotiated with 50+ local suppliers to reduce facility management cost by 10% and food cost by 5%
- Directed CSR strategy through waste recovery optimization, transforming 100+ tons of food waste into bio-fertilizer; led company into zero non-reusable plastic in 2020
- Selected as pilot for supply chain department and collaborated with C-suite; awarded ISO 22000:2018, and ISO 9001:2015 quality management certification

### Supply Chain Manager, Board Member, Newrest Angola, Angola

- Headed multicultural team of 40 members in three strategic bases
- Co-led with CFO cash flow management under local currency depreciation crisis; increased EBITDA by 110%
- Streamlined offshore logistic strategy to optimize lead time by 44% container rotation for oil and gas contracts; reduced slow moving items by 8%



## Santiago Restrepo

**Nationality** Portuguese, Colombian  
**Contact** santiago.restrepo@mba2021.imd.org  
**Languages** English, Spanish, Portuguese, French (B)  
**Degrees** BSc Economics Finance, Bentley University, USA

**5 years of consulting and finance experience in the financial, consumer goods and energy sectors**

### Senior Consultant, Roland Berger, Brazil

- Designed and implemented integration of seven banking services companies of a cooperative system; reduced costs by \$10m+; led multidisciplinary team

### Consultant, Roland Berger, Mexico/Brazil

- Formulated ten-year strategic plan for the Mexican Footwear Industry, with a focus on revenue generation, export and cost control
- Evaluated and prioritized new business models for local beverage distributor
- Designed transformation initiatives for a development bank

### Business Analyst, Roland Berger, Portugal/Mexico

- Designed and executed strategic and expansion plan of leading private energy player in Mexico

### Financial Planning Analyst, Johnson and Johnson, Colombia

- Supported management planning and decision-making process; recommended pricing strategies based on financial performance



## Adrien Reymondet

**Nationality** French, Canadian  
**Contact** adrien.reymondet@mba2021.imd.org  
**Languages** English, French, German (G)  
**Degrees** MEng Civil Engineering and Urban Planning, INSA Lyon, France

**6 years' experience in project management and business development in the construction industry in Europe and Southeast Asia**

### Managing Director, B-DNA Pte Ltd, Singapore

- Appointed to oversee general management and renew the team by hiring four employees; handled annual turnover of €400k, reported to Board of Directors
- Set up new business offerings in business development, R&D and marketing
- Won a €350k pilot project in Vietnam leading to a €20m building project
- Negotiated a Memorandum of Understanding (MoU) with a Singaporean architectural firm
- Headed market search on smart building industry in Singapore for Belgium's largest firm in home automation

### Construction Project Manager, AAVO Architects, Belgium

- Directed drafters and engineers on designs of cold storage buildings
- Developed work schedules, drove procurement on 10+ construction trades
- Coordinated works on site and resolved issues between contractors to deliver project on time and within budget; conducted weekly client meetings



## Alexandre Ringwald

**Nationality** French  
**Contact** alexandre.ringwald@mba2021.imd.org  
**Languages** English, French, Spanish (B)  
**Degrees** MSc/BSc Microengineering, EPFL, Switzerland

**5 years' experience in R&D and product development in the optical, watchmaking and mechanical industries**

### New Production Development Engineer, Fischer Connectors SA, Switzerland

- Led product development team of up to ten people to implement defined strategies for technology and research
- Collaborated with multidisciplinary departments and teams to develop new R&D products and manufacturing processes

### Mechanical Designer, Fischer Connectors SA, Switzerland

- Managed project teams up to five people for the development of prototypes

### Research and Development Engineer, MMT SA, Switzerland

- Designed and developed test benches for the watches' electronic modules

### Research and Development Engineer Intern, Ondax Inc, USA

- Conducted the automation of robot-assisted production processes
- Published in the SPIE Journal on the development of solution for crystallinity measurement using spectroscopy



## Ihab Rizk

**Nationality** Egyptian, Dominican, UAE and Qatar Resident  
**Contact** ihab.rizk@mba2021.imd.org  
**Languages** English, Arabic, Spanish (B)  
**Degrees** BSc Mechanical Engineering, Texas A&M University (TAMU), USA

**7 years' experience in digital product design and operations management across the tech start-up, development and oil and gas sectors**

### Founder and Product Manager, Quesst Technologies, Egypt and Gulf Corporation Council (GCC)

- Founded a hyperlocal crowdsourced Q&A start-up; oversaw company's strategy, product management and business development
- Designed product architecture, user flows and UI/UX; guided core team of five, moving from idea to product within six months using agile workflows

### Senior Monitoring and Evaluation (M&E) Officer, Education Above All, Qatar

- Developed M&E frameworks and managed implementation of out-of-school children projects with \$3.8m+ annual budget
- Created program operations methodology and rolled out four digital products, handling 6k+ cases p.a. and improving productivity by 150%+

### Field Engineer, Schlumberger Overseas, Qatar

- Led teams of four in 64+ advanced logging operations to five key international clients, generating \$6m+ in revenue and >95% satisfaction rating



## Jessica Ellen Roberts

**Nationality** South African  
**Contact** jessica.roberts@mba2021.imd.org  
**Languages** English, Afrikaans (G), French (B)  
**Degrees** MPhil Mathematical Finance, University of Cape Town, South Africa;  
BBusSci Actuarial Science, University of Cape Town, South Africa

**4 years' experience in the banking industry working in data science, quantitative analysis, and trading**

### Quantitative Analyst, Nedbank Limited, South Africa

- Planned and implemented first systemized and sustainable data and reporting strategy for Markets in a three-person multidisciplinary team
- Drove special project to investigate value chain of FX sales business, resulted in new extensive projects to rework client engagement model
- Developed, instructed, and participated in first analytics training program for Markets
- Awarded Top Achievers Award for CIB Markets in 2018 and recognized for "commitment to quality, impactful work and collaboration with respect"

### Graduate Quantitative Analyst, Nedbank Limited, South Africa

- Implemented in coordination with multidisciplinary teams a new valuation method fundamentally shifting view of risk for Markets
- Collaborated with multidisciplinary team of finance and strategy and led Markets approach to improve client intelligence tool

# IMD MBA 2021 class profile



## David Roe

**Nationality** British  
**Contact** david.roe@mba2021.imd.org  
**Languages** English, French (B)  
**Degrees** MEng (Hons) Engineering, Durham University, Durham, UK

**8 years' experience in engineering roles across the oil and gas and emerging agri-tech sectors, focussing on strategic leadership with entrepreneurial mindset**

### Lead Engineer, Better Origin, UK

- Spearheaded development of start-up's first ever product, project managed multidisciplinary team to achieve on-time, high quality delivery
- Operated as acting CTO to direct company strategy, transformed business from R&D to revenue generating; presented to VCs to secure investment

### Senior Reliability Engineer, BP, UK

- Led cross-functional workstreams with diverse teams to establish reliability and maintenance systems and strategies for new operating facility
- Pioneered comprehensive improvement of maintenance processes, secured buy-in from senior leadership, achieved step-change in company strategy

### Reliability Engineer, BP, UK

- Delivered sustained improvement in plant reliability to multiple assets, increasing annual revenue between \$8m - \$14m per asset



## Georges Roessler

**Nationality** Austrian  
**Contact** georges.roessler@mba2021.imd.org  
**Languages** English, French, German, Spanish, Italian (B)  
**Degrees** MSc/BSc Mechanical Engineering, EPFL, Switzerland

**6 years' experience in the energy industry with a focus on renewable energies, investment strategy and digital transformation**

### Consultant, AWK Group, Switzerland

- Led team of six to implement innovative trading tools, opening new markets for a utility
- Negotiated with software vendors, increasing delivery quality for client
- Defined and originated three additional client mandates in the energy industry and mentored junior consultants

### Strategy Analyst, BKW Energie AG, Switzerland

- Developed an investment strategy for the executive board to strengthen the wind, solar and hydropower portfolios
- Standardized asset valuation models for various technologies across countries, portfolio worth CHF 2.8bn, 100+ assets

### Project Manager, BKW Energie AG, Switzerland

- Co-managed construction of one of Switzerland's largest solar power plants, CHF 13m budget providing sustainable energy for 1,5k+ households p.a.



## Sebastian Rosas Solari

**Nationality** Peruvian  
**Contact** sebastian.rosassolari@mba2021.imd.org  
**Languages** English, Spanish  
**Degrees** MA Commercial Management and Marketing, Pacifico Business School, Peru; BEng, University of Lima, Peru

**9 years of experience in sales and marketing in the consumer goods industry**

### Marketing Manager, Cepas & Cavas Asociados, Peru

- Developed business strategy plan to define product development, CRM and logistics, acquired specific tools to measure the same
- Aligned cross-department marketing plans; coordinated imports and selection of wines targeting specific key customers

### Marketing Manager, Chef to Go, Peru

- Designed and defined commercial structure and sales strategy; led team of 11; achieved \$38k sales in four months and projected 58% growth by EOY
- Introduced new products improving productivity by 78% and increasing business liquidity

### Sales Intelligence Analyst, Mondelez International, Peru

- Executed cost to serve analysis to modify national sales structure
- Coordinated the Perfect store project and P4P program, proposed merchandising and the development of the Bolivian market



## Alia Farina Rosly

**Nationality** Malaysian  
**Contact** aliafarina.rosly@mba2021.imd.org  
**Languages** English, Malay, Indonesian (G), Japanese (B), French (B)  
**Degrees** BA (Hons) Accounting and Finance (Dual Degree), University of West England, UK/ Taylor's University, Malaysia

**6 years of experience in strategy development and implementation in the electronics and manufacturing industry**

### Consulting Analyst, Frost & Sullivan, Malaysia

- Led international cross-functional team from Nepal, India, Japan and Malaysia to design client's strategic application solution
- Managed multiple global projects from business development leads to final execution, valued at \$8m from the electronics and manufacturing industries
- Headed project operations to redesign product solutions and revenue streams; includes pipeline, team and client management
- Presented insights to C-suite executives to implement business strategies

### Procurement Manager, Furos Trading, Malaysia

- Directed company's supply and operations including asset inventory recording for sales and proposal purposes for the defence industry
- Developed solution models to reduce technological gaps in the national defence industry worth \$5m; project discontinued due to budget constraint



## Frances Rousseau

**Nationality** South African  
**Contact** frances.rousseau@mba2021.imd.org  
**Languages** English, Afrikaans (B)  
**Degrees** MCom Economics (Cum Laude), University of Stellenbosch, South Africa; MA Economics, University of Amsterdam, The Netherlands; BA (Cum Laude), University of Stellenbosch, South Africa

**4 years' experience in management consulting and private equity in development finance, agriculture and fintech sectors**

### Independent Consultant, South Africa

- Set up two non-profit entities on behalf of financial sector player in Africa
- Developed and drove a COVID-19 information response strategy for the governing body of agricultural unions in the SADC region
- Designed long-term growth strategy for a wellness client, focused on product development and market penetration to enhance profitability

### Senior Associate, Agis Investments, South Africa

- Designed growth strategies for multiple African clients; led diverse teams under capacity constraints, balancing bottom-up and top-down demands
- Managed multiple workstreams and teams, generating resource efficiency, running technical training; delivered measurable value (savings) for clients
- Formulated and implemented recruiting strategy for Agis, balancing drive towards high-quality recruitment with significant budget constraints



## Ricardo Sánchez

**Nationality** Mexican  
**Contact** ricardo.sanchez@mba2021.imd.org  
**Languages** English, Spanish, German (G), French (B), Portuguese (B)  
**Degrees** BA Finance and Accounting, ITESM, México

**10 years' experience leading multi-functional teams, finance controlling and internal and external audits in the manufacturing industry**

### Plant Controller, Smurfit Kappa, Mexico

- Co-led transformation of new facility from an annual operational loss of \$2m to \$3m+ profit in under two years, including expansion to new markets
- Headed a cross-functional team of 20+ people across operational and administrative functions, improved process efficiencies with new standards
- Coordinated and evaluated implementation of a \$10m+ investment

### Senior Internal Auditor, Smurfit Kappa, Mexico

- Drove and executed 15+ financial audits across 11 countries in the Americas
- Presented enhancements and risks to C-suite executives of different countries in North and South America

### Auditor, PwC, Mexico

- Coordinated audits for multinational companies; trained five new colleagues
- Reviewed companies under different accounting standards including the USA GAAP and IFRS

# IMD MBA 2021 class profile



## Pearce Sanders

**Nationality** Canadian  
**Contact** pearce.sanders@mba2021.imd.org  
**Languages** English, French (B)  
**Degrees** PG Dip Int'l Construction Management, University of Bath, UK;  
BA (Dean's List) Hydrology and Geography, TRU, Canada

**9 years' international experience in consulting environments and delivery of major capital projects and infrastructure across the energy, and commercial sectors**

### Senior Consultant and Project Manager, Mott MacDonald, Canada/USA

- Led five staff and sub-consultants, supervising a \$3m engagement for the Canadian Government and major banks on a \$2bn powerline
- Won and managed a \$300k+ highway asset OPEX and CAPEX modelling project, with 40%+ profit margins
- Chosen as NA lead for an internal Global Infrastructure & Economics Practice

### Senior Consultant and Project Manager, Aurecon, Australia/New Zealand

- Resolved conflictual contractor-owner situation on a \$100m project, resulted in re-negotiating fees: \$120k+
- Built strong client relationships, resulted in contracts valued at \$500k+

### Senior Field Engineer, Flatiron, HOCHTIEF, Canada/USA

- Promoted to lead controller for design coordination and closeout of a \$500m power project
- Implemented new concrete methods and planning, saving ~\$1m in costs



## Kwadzo Anou Sewonu

**Nationality** French, Togolese  
**Contact** anou.sewonu@mba2021.imd.org  
**Languages** English, French, Ewé  
**Degrees** PhD MRI Physics, Université de Lorraine, France;  
MSc Medical Imaging Physics, University of Tours, France;  
BSc Physics and Material Science, University of Tours, France

**11 years' experience in medical device and medical imaging technology with focus on entrepreneurship, digital strategy, and business development**

### Executive Chairman, Head of Operations, Spin Up SAS, France

- Co-founded and grew medical physics and engineering consulting company specialized in Magnetic Resonance Imaging (MRI) safety
- Conceptualized business strategy and operating processes; established synergies between R&D and sales targeting 15% client growth

### Senior R&D Project Manager, Alara Expertise, France

- Led three-year R&D project to improve cutting-edge stent, resulting in achieving 90% device efficiency in MRI and revising marketing strategy
- Advised 23 referral hospitals on protocols for patients with medical devices

### Postdoc Scientist, Institute of Cardiovascular and Metabolic Diseases, France

- Designed MRI-compatible testbeds and 3D data-analysis environment
- Authored four scientific articles; invited speaker at two conferences



## Svetlana Shestopalova

**Nationality** Russian  
**Contact** svetlana.shestopalova@mba2021.imd.org  
**Languages** English, Russian, French (G), Italian (G)  
**Degrees** BSc (Hons) Sociology, Moscow State Linguistic University, Russia

**10 years' experience in product management, sales strategy and market research in the consumer goods industry**

### Sales Operations Manager, Whirlpool, Russia

- Introduced strategic planning process and enhanced cross-department coordination; prolonged forecasting horizon from three to 18 months
- Developed strategy and led distribution project, developed existing and acquired new clients; resulted in 40% growth of sales

### Senior Category Manager, Whirlpool, Russia

- Launched several new brands; gained 2% of market share for Stinol, increased company profit by €2m with private labels for clients
- Collaborated with EMEA management, secured investments for new ranges; freezers gained 6.4% market share, Whirlpool range raised profits by €0.4m

### Product Manager, Indesit Company, Russia

- Initiated projects, collaborated with cross-functional teams to launch them; new platform grew market share by 7%, new colors increased profits by €1.5m



## Dai (Times) Shi

**Nationality** Chinese, Korean Resident  
**Contact** times.shi@mba2021.imd.org  
**Languages** English, Mandarin, Korean  
**Degrees** MEng Electronic Engineering, Inha University, Republic of Korea;  
BSc (Hons) Electronic Engineering, Inha University, Republic of Korea

**8 years' cross-functional strategic marketing and design engineering experience in the semiconductor industry**

### Manager, Samsung Electronics, Republic of Korea

- Led internal consulting project to identify and analyse global demand and unstable forecasts of major clients; identified \$100m+ new investment
- Initiated multidisciplinary team of five to estimate cost of unprofitable process, coordinating with COO to raise profit by 20%

### Assistant Manager, Samsung Electronics, Republic of Korea

- Led cross-functional work stream to revise revenue growth strategy for main process; introduced two key criteria to exceed target annual revenue by 30%
- Collaborated with cross-functional team and defined three key target specifications to roll out new process, anticipating CAGR of 40% until 2024

### Engineer, Samsung Electronics, Republic of Korea

- Identified critical form factor of a \$350m project to reduce chip cost by 30%
- Evaluated state-of-art process to reduce launch time by three months



## Aksinia S. Stavskaya

**Nationality** Russian, Canadian, Swiss B Permit, Estonian E-Resident  
**Contact** aksinia.stavskaya@mba2021.imd.org  
**Languages** English, Russian, German (B)  
**Degrees** MA Finance, Harvard University, USA;  
BCom Management, Ryerson University, Canada

**10 years' experience as entrepreneur with a focus on business strategy and growth in the recruitment sector across industries**

### President, Women CAN Foundation, Canada

- Built a team to establish UN Women presence in Canada, with a goal to promote gender equality and women empowerment
- Led team in preparation and submission of a proposal to UN Women and a Biennial Partner Plan (pending UN Women's approval)

### Founder and CEO, FIND Staffing Solutions, Canada

- Built IT staff augmentation services company specialized mainly in government contracts; scaled the company to eight staff and 40 contractors
- Initiated growth strategy; raised \$0.5m to build in-house recruitment software

### Consultant, ADGA Group, Canada

- Developed and managed financial and technical proposals in response to RFPs, RFQs, RFRs



## Max Stevenson

**Nationality** British  
**Contact** max.stevenson@mba2021.imd.org  
**Languages** English, French (B), Spanish (B)  
**Degrees** Chartered Bankers Diploma, UK;  
BA (Hons) Human & Political Geography, Durham University, UK

**10 years' experience in M&A corporate finance, debt structured finance and portfolio management**

### Assistant Director, Deloitte, M&A Corporate Finance, UK

- Delivered corporate finance lead advisory services on buy and sell side deals
- Managed valuations, deal structuring, project management and negotiations
- Advised on 25+ transactions in the last four years, including a global chemical conglomerate on its \$625m acquisition of a USA-based corporate
- Led the analysis and execution of M&A strategies, including an international industrial company's \$300m Lebanese distributor search
- Mentored and coached junior team members

### Associate Director, Royal Bank of Scotland (RBS), UK

- Managed a portfolio of 27 industrial corporate clients
- Analyzed credit risk across the portfolio, providing structured debt solutions

### Finance and Marketing Assistant, Nestlé, Switzerland

- Designed and implemented the rollout of a new merchandising concept



# IMD MBA 2021 class profile



## Lingxin (Sienna) Sui

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**Contact** sienna.sui@mba2021.imd.org  
**Languages** English, Mandarin, Cantonese (B)  
**Degrees** MA Urban Design, Cardiff University, UK;  
BEng Urban Planning, Shandong Jianzhu University, China

**11 years' project management, business development and design experience in the creative design and real estate industries**

### Project and Practice Development Manager, Oval Partnership Ltd, Hong Kong

- Managed cross-functional teams of up to seven in 270+ new business leads; won international design competitions with teams across regions
- Created corporate business strategy and corporate relationships with international organizations, resulting in 150% increase in new market sales

### Business Development and PR Supervisor, Haskoll Ltd, China

- Developed CRM system to build and analyze clients, and project their development directions, resulting in 15% increase in client return
- Initiated CSR project to provide local artists with a platform to promote products; managed budget and organized event, received award

### Urban Designer and Project Manager, DDON Associates, China

- Supervised multicultural team of up to six on project execution; promoted community engagement and preservation model for redevelopment of a village



## John Michael Sutton

**Nationality** American  
**Contact** john.sutton@mba2021.imd.org  
**Languages** English, French (G), Italian (B)  
**Degrees** BBA International Business, Auburn University, USA

**7 years' experience in financial management and operations innovation in the financial services and consulting industries**

### Finance Team Lead, Boston Consulting Group, USA

- Led efforts to centralize North American core financial functions to a single support hub from 12 local offices
- Served as primary lead on project to design and deploy RPA in North American offices, leading to 67% reduction in cost per transaction over two-year span
- Managed a team of ten finance and analytics professionals
- Directed data literacy and analytics training for North American finance staff; designed and launched a global business analytics proficiency program

### Operations Manager, Credigy, USA

- Headed a team of five analytics and operations professionals; oversaw client relations, pre-acquisition due diligence, and business operations
- Redesigned core operations functions, resulting in 80% reduction in cost per transaction for portfolio management activities



## Arun Taneja

**Nationality** Indian, UAE Resident  
**Contact** arun.taneja@mba2021.imd.org  
**Languages** English, Hindi  
**Degrees** MA Human Resource Management, IIT Kharagpur, India;  
BTech Computer Science, JIIT Noida, India

**10 years' experience in consulting, human capital transformation, analytics, and technology across industries in MEA and Asia-Pacific**

### Senior Consultant, Aon, UAE

- Led multicultural teams delivering projects on organization development, total rewards, talent assessments and human capital strategy design
- Advised the Board of Directors and C-suite of UAE's largest Family business on its talent strategy in order to drive the culture of pay-for-performance
- Revamped the go-to market strategy and built team capabilities, making it customer centric, led to a revenue growth of 200% YOY at Aon

### Assistant Manager, Maersk Global Services Centres, India/China/Philippines

- Set up and developed HR analytics centre of excellence from ground up; led process improvements, resulting in \$700k savings

### Software Engineer, Infosys Technologies, India

- Drove the onboarding process of a financial services client; coached colleagues on finance know-how; recognized by Infosys for service excellence



## Takashi Torigoe

**Nationality** Japanese  
**Contact** takashi.torigoe@mba2021.imd.org  
**Languages** English, Japanese  
**Degrees** BSc Business Administration, High Point University, USA

**10 years' multinational experience in management and internal consulting in the automotive industry**

### Senior Associate, Toyota Tsusho Corporation, Japan

- Headed multicultural team across 17 countries to enhance customer retention for Toyota Jamaica; increased revenues by \$16m p.a.
- Evaluated and designed divisional strategy for automotive dealer management system of 100+ divisional subsidiaries in 60+ countries
- Initiated data driven CRM enhancement project for Toyota distributors

### Associate, Toyota Tsusho Corporation, Japan

- Managed sales and marketing of seven South Pacific Toyota distributors
- Coordinated with global multidisciplinary teams and lobbied with Fiji government to negotiate emission control requirements

### Assistant to the President, Toyota Global City, Philippines

- Managed daily operation and reported results to GHQ as overseas officer
- Executed feasibility study and established new dealership in the Philippines



## Rohit Kashyap Vattipalli

**Nationality** Indian, Singapore Resident  
**Contact** rohit.vattipalli@mba2021.imd.org  
**Languages** English, Telugu, Hindi (G), German (B)  
**Degrees** BTech Mechanical Engineering, Acharya Nagarjuna University, India

**12 years' experience in enterprise data strategy consulting, ERP data migration and project management for clients across Asia-Pacific region**

### Senior Consultant, BackOffice Associates Asia Pte Ltd, Singapore

- Launched data strategy consulting practice and generated an additional revenue of \$3.2m between 2018 and 2020
- Presented data governance roadmaps and solutions to C-suite clients across Asia-Pacific region and closed deals worth \$9.3m between 2017 and 2020
- Managed a team of seven consultants responsible for bid management and data strategy consulting delivery

### Consultant, Deloitte Consulting India Pvt Ltd, India

- Led a team of five programmers on development of project estimator software to help bid-management teams respond to tenders 4x faster

### Systems Engineer, Infosys Technologies Ltd, India

- Migrated 200k current and historical personnel data from legacy to new HR software by writing data transformation programs



## Lionel Vaucher

**Nationality** Swiss  
**Contact** lionel.vaucher@mba2021.imd.org  
**Languages** English, French, German, Spanish (B)  
**Degrees** BBA, Bern University of Applied Sciences, Switzerland;  
Chartered Alternative Investment Analyst (CAIA)

**7 years of financial markets experience focused on business development within investment management**

### Global Emerging Markets Product Strategist, BlackRock, UK

- Raised \$2bn+ in assets for BlackRock Global Emerging Markets strategy, multiplying assets under management by 130% over 18 months
- Developed framework to conduct market and competitors' research; enabled 200+ EMEA relationship managers to improve client engagement
- Marketed and defended a range of 20 Emerging Markets funds, from country-specific to global emerging markets and across investment styles

### Relationship Manager, BlackRock, Switzerland

- Led due diligences across asset classes on complex client mandates
- Analyzed market and sales data to formulate channel's strategy to drive growth in Switzerland

### First Lieutenant, Swiss Armed Forces, Switzerland

- Planned and coordinated company-wide exercises for a troop of 140 soldiers and 50 vehicles as Deputy Company Commander, during 490 days on duty

# IMD MBA 2021 class profile



## Dwarakesh Venkatesan

**Nationality** Indian  
**Contact** dwarakesh.venkatesan@mba2021.imd.org  
**Languages** English, Tamil, Hindi, Malayalam (B)  
**Degrees** BTECH Civil Engineering, NIT Tiruchirappalli, India

**11 years of experience in corporate development, business strategy and commercial sales across the healthcare industry**

### Head, Business Development, Abbott Laboratories (Diabetes Care), India

- Led licensing deals with large pharma MNCs in the Diabetes space to expand coverage and patient access
- Forged strategic partnerships and alliances across e-commerce, insurance, home health and telemedicine companies

### Senior Manager, International Business, Healthium Medtech Pvt. Ltd, India

- Recommended M&A opportunities in Arthroscopy and Anti-Microbial technology worth \$4m for inorganic growth

### Program Manager, Abbott Laboratories, India

- Created new 'out-of-hospital' segment, generating \$1m in additional revenues
- Defined and implemented five year go-to-market strategies for 14 BUs

### Business Associate, ZS Associates, India

- Set up 'Hi-Tech' industries vertical for ZS, increased client base 5X in two years



## Carla Venter

**Nationality** South African, Swiss B Permit  
**Contact** carla.venter@mba2021.imd.org  
**Languages** English, Afrikaans, Dutch (B)  
**Degrees** Chartered Accountant, South African Institute of Chartered Accountants (SAICA); BAcc (Cum Laude), University of the Free State, South Africa

**6 years' financial services experience across various industries including fintech start-ups, private equity, insurance and banking**

### Finance Manager, Geneva Management Group, UK

- Led finance function for CHF 900m private equity real estate portfolio; managed CHF 100m annual cashflow for eight development projects
- Managed multidisciplinary team of six-members across multiple jurisdictions
- Restructured asset management fee arrangement resulting in 40% increase
- Implemented KPI reporting to executives and oversaw investor reporting

### Assistant Manager, Deloitte, UK/The Netherlands

- Advised two major French banks on governance and controls around benchmark reporting; team of four earning fees of CHF 800k per project
- Reviewed derivatives for a leading bank in the Netherlands as part of Deloitte's largest project in Europe for 2018, fees were circa CHF 12m p.a.

### Supervisor, KPMG, South Africa

- Team lead on multiple external audits for public financial services and fintech clients



## Maxim Vereykin

**Nationality** Russian  
**Contact** maxim.vereykin@mba2021.imd.org  
**Languages** English, Russian  
**Degrees** MEng/BEng, Moscow Power Engineering Institute, Russia

**8 years of international experience in commercial management and sales operations across a range of industries including oil and gas, energy and digital**

### Commercial Manager Digital, General Electric, UAE

- Led cross-functional teams; generated 14% of global commercial revenue and exceeded target order by 15% in 2020
- Co-created and executed commercial go-live strategy for new market, achieving 30% growth in regional revenue in 2020

### Proposal Manager Gas Plants, General Electric, Russia

- Developed \$200m commercial pipeline; negotiated and secured committed deals in Russia and CIS valued at \$150m
- Managed strategic multimillion-dollar service agreement renegotiation; spearheaded commercial and financial strategy doubling deal value

### Contract Risk Manager, General Electric, Russia

- Standardized portfolio of contractual templates for business worth \$20m p.a.; spearheaded company-wide adoption; reduced deal closure cycle by 30% YOY



## Luigi Voltaire

**Nationality** Haitian  
**Contact** luigi.voltaire@mba2021.imd.org  
**Languages** English, French, Creole, Spanish (G)  
**Degrees** BA (Hons) Economics, University of Toronto, Canada

**6 years' business development, project management and innovation implementation experience in the automotive, technology and construction industries**

### Head of Business Development (Founder), Koteyo, Haiti

- Pitched Koteyo execution and raised \$200k+ seed capital from regional investors to launch technology
- Onboarded 20+ companies into the innovative transit advertising platform; achieved 63% YOY revenue growth
- Headed operations team of 19 to expand transportation fleet to 350+ buses

### Director of Operations, Archivolt Construction, Haiti

- Negotiated five client accounts generating \$6m+ in new constructions p.a.
- Executed 14 building projects on time while reducing material waste by 26%

### Senior Credit Analyst, Nissan Corporate Finance, Canada

- Led financing expansion of 12 new dealerships in Western Canada
- Conducted impact analysis for C-suite executives, resulting in loan origination process optimization and \$2.4m expected cost savings p.a.



## Cheryl Wang

**Nationality** Singaporean  
**Contact** cheryl.wang@mba2021.imd.org  
**Languages** English, Mandarin  
**Degrees** CFA Level II Pass, CFA Institute, USA; Chartered Valuer (CVA) Level III Pass, IVAS, Singapore; Chartered Accountant (CA), ISCA, Singapore; BAcc (Hons), Nanyang Technological University, Singapore

**8 years of corporate strategy, valuations and financial modelling experience in various industries including technology, trans logistics, healthcare and consumer products**

### Strategy and Transactions Manager, EY, Singapore/China

- Analyzed \$1.5bn fairness opinion of de-SPAC healthcare acquisition on NYSE
- Built valuation model to acquire \$2bn SEA fintech leader in competitive bid
- Advised senior management of listed logistics company on prioritizing growth strategies with implications on financing needs, credit rating and cash release areas
- Conducted VC portfolio valuations in Hangzhou, China
- Co-led financial modelling workstream of \$50bn transport infrastructure feasibility study in Bangkok, Thailand, collaborating with consortium of nine firms
- Valued patents of an aviation start-up to raise bank financing

### Investment Manager, Singapore Post, Singapore

- Implemented JV to partially divest \$80m asset, resulting in 5X value, PIRR 15%; provided end-to-end analyst support from deal origination to legal drafting
- Worked with BU leaders to research and evaluate inorganic opportunities



## Jing (Emma) Wang

**Nationality** Chinese  
**Contact** jing.wang@mba2021.imd.org  
**Languages** English, Mandarin, Cantonese  
**Degrees** MAcc, University of Southern California, USA; BA (Hons), Sun Yat-sen University, China

**10 years' experience in financial statement audit, venture capital and start-ups with a focus on financial planning and business development**

### Co-Founder, Xtrail, China

- Managed ten-member team overlooking marketing, customer service, product design, supplier sourcing, recruiting and finance
- Identified targeted channels to achieve 15% cost per sales for high end travel product
- Coordinated with state authorities over six months to reach exclusive outdoor activity operating rights agreement with "Lakeside Great Wall" national park

### Investment Manager, LongCapital, China

- Sourced and led \$5m series A investment in music instrument practice online start-up; investment of 20X return based on latest valuation
- Completed early-stage investments totalling \$9m in six start-ups in the education and business service sectors as key investment manager

### Associate Manager, Marcum Bernstein & Pinchuk, China

- Led team of five in audit of listed pharmaceutical company with \$80m revenue

# IMD MBA 2021 class profile



## Liang (Leon) Wang

**Nationality** Chinese  
**Contact** liang.wang@mba2021.imd.org  
**Languages** English, Mandarin, German (B), Korean (B)  
**Degrees** BA International Political Economics, Central University of Finance and Economics, China;  
Exchange Program, Chonbuk National University, South Korea

**5 years' experience in finance and technology industries with a focus on business and data analysis**

### Senior Data Analyst, Baidu, China

- Monitored the internet advertising business for the group independently
- Designed a model to identify advertising potential of key clients
- Delivered insights on two revenue growth projects with time-series analysis
- Provided data support for 2020 financial guidance using various tools

### Co-Founder and Chief Marketing Officer, ProWrite, China

- Built interview coaching and career consulting service lines
- Developed customer relationships with seven major study-abroad agencies
- Onboarded 39 consultants to provide coaching services to 2.5k+ graduates

### Analyst, China International Capital Corporation, China

- Published 20+ research reports on various China mutual and private funds
- Assisted sales team in managing portfolios of High-Net-Worth Individuals, and in launching up to \$12m block trading and private placement



## XiaoYang Wu

**Nationality** Chinese, Japanese Resident  
**Contact** xiaoyang.wu@mba2021.imd.org  
**Languages** English, Mandarin, Japanese  
**Degrees** MEng, Tohoku University, Japan;  
BEng, Southeast University ChengXian College, China

**5 years of experience in research and development, technical consulting and sales with multinational companies in the automotive and IT industries**

### Solutions Consultant, Siemens Digital Industries Software, Japan

- Collaborated with sales teams to drive strategic sales activities and achieved \$1.5m revenue under constraints of COVID-19 pandemic
- Led evaluation of implementing Siemens after-sales solutions targeting 200k dealerships; shortened lead-time by 30% over previous process
- Developed Java plugins through API, solved customers' pain points in both design and manufacturing domain and accelerated development process

### EV/HEV Charging System Engineer, Nissan Motor Co Ltd, Japan

- Participated in standardization activities to save development costs and promoted in-house standards consistent with international norms
- Developed Electric Vehicle (EV) charging systems, using application scenarios creation, electrical system design and in-vehicle network design



## Chao Yang

**Nationality** Chinese  
**Contact** chao.yang@mba2021.imd.org  
**Languages** English, Mandarin  
**Degrees** MSc Material Science, University of Science and Technology Beijing, China

**8 years' global marketing and product development experience in the new energy and infrastructure industry across APAC, Europe, and North America**

### Senior Solution Manager, Panasonic China & Northeast Asia Company, China

- Managed seven strategy partnerships across USA, Spain, and India; won Li-ion battery projects valued at \$9m, contributing to 40% of the company's revenue
- Headed technical engineering team to develop five series battery system solutions, covering e-mobility and industrial energy storage system
- Implemented projects with cross-functional teams from launch to delivery, including contract negotiation, commercial analysis, and risk management

### Project Manager, China National Technical Imp & Exp Corp, Philippines/China

- Developed eight engineering projects across South Asia and Africa, including \$200m energy project in the Philippines and \$34m solar project in Egypt
- Led 30+ engineers' team to coordinate with multinational teams in international procurement and engineering, contributing \$25m profit
- Built relationships with public authorities to acquire new projects



## Chen (Rita) Yuan

**Nationality** Chinese, USA Resident, Hong Kong Resident  
**Contact** rita.yuan@mba2021.imd.org  
**Languages** English, Mandarin, Cantonese  
**Degrees** BSc Business Administration, University of Southern California, USA

**5 years' project management experience in risk advisory service with private sectors, and in sales, investment and development in the real estate industry**

### Licensed Realtor in Sales and Investment Project, BQ Realty Inc, USA

- Increased 40% of annual customer base by deploying strategic analysis of profit and loss, ROI and competitive market value assessments
- Negotiated and closed eight residential property contracts within one year worth \$10m
- Realized 20% annual returns through leading and organizing a residential investment project of redevelopment valued at \$7m

### Risk Assurance Senior, PricewaterhouseCoopers (PwC), USA

- Saved 15% of budget by leading up to three cross-broader associates for projects in South America, India and the USA in the technology industry and start-ups
- Identified key risks and controls, evaluated internal controls design and developed testing approach; organized meetings with process owners and oversaw reporting
- Managed Business Process Reengineering project in IT for pre-IPO company

# IMD MBA 2021 class profile



The following participant will be returning to his company upon graduation

## Suliman Alsabty

**Nationality** Saudi Arabian  
**Contact** suliman.alsabty@mba2021.imd.org  
**Languages** English, Arabic  
**Degrees** BBA Accounting, PSU, USA;  
Mini MBA, Queen's University, Canada;  
Credit Program, J.P. Morgan, USA;  
Middle Managers Training Program, Stanford University, USA

**7 years' finance experience with a focus on credit relationship management, financial statement analysis and investments**

### Credit Team Leader - Acting, Saudi Industrial Development Fund, Saudi Arabia

- Managed team of seven credit analysts with outstanding amount of \$2.7bn for pharmaceutical and medical supplies industrial projects
- Monitored credit reports, outstanding balances, collections, and minimized bad debts
- Collaborated with various government authorities and reviewed discussions, improved client experience

### Senior Credit Analyst, Saudi Industrial Development Fund, Saudi Arabia

- Evaluated credit reports, collections and chargebacks of wholesale accounts
- Prepared and presented reports to senior management providing updates on operations and performance reviews for various projects
- Supervised and trained three junior credit analysts on evaluating credit reports and analysis
- Planned cash managements, presented plans to address cost drivers for next year



The following participant will be returning to his company upon graduation

## Yoshiki Ishikawa

**Nationality** Japanese  
**Contact** yoshiki.ishikawa@mba2021.imd.org  
**Languages** English, Japanese  
**Degrees** Bachelor of Law, Nagoya University, Japan

**11 years' experience in designing global marketing strategy in the automotive industry and investments planning in Asia**

### Sales and Marketing Manager, AGC Inc, Japan

- Developed five-year global business strategy for automotive parts; defined actions to utilize patent rights to maintain competitive edge
- Headed cross-functional marketing teams in Belgium and Germany to establish market plans and identify target segments
- Conducted market survey by visiting potential customers' decision-making units in China and analyzed market potential

### Project Manager, AGC Inc, Japan

- Led joint-venture negotiations for a solar battery business with a Chinese company; prepared financial modelling to analyze its profitability
- Drove project to set-up sales subsidiary in India; responsible for regulatory clearance, accounting and tax planning



The following participant will be returning to his company upon graduation

## Hiroki Shioda

**Nationality** Japanese  
**Contact** hiroki.shioda@mba2021.imd.org  
**Languages** English, Japanese  
**Degrees** MEng Mechanical Engineering and Intelligent Systems, The University of Electro-Communications, Japan;  
BEng Systems Engineering, The University of Electro-Communications, Japan

**9 years' experience in IT consulting and project management in the investment banking and securities industries**

### IT Consultant, Nomura Research Institute Ltd, Japan

- Led global development team of ten; built new in-house \$3m CRM system for Japan's leading securities firm; managed agile development system
- Spearheaded business requirements phase, facilitated client decision making process, and collaborated with multidisciplinary teams and client
- Conducted in-depth analysis of client's failed third-party CRM platform project, built strategy for new system; accepted by client CIO
- Identified potential risks in client administrative work and proposed smooth new workflow and effective use of IT to client

### System Engineer, Nomura Research Institute Ltd, Japan

- Drove all phases of \$3m project and managed global team of 18
- Designed software for \$10m back office redevelopment project in securities for company's retail business



## 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.

Period	Recruiting Activity
Mid-March	<b>Class profile brochure</b> A brief overview of the individual profiles in the class.
April onwards	<b>Online CV Book</b> 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.
June and August	<b>Company presentations</b> 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.
September	<b>Global Talent Forum</b> Designed to be a great recruiting and networking platform, it offers you the possibility to enhance your visibility on campus and meet with talented individuals from 35+ countries.
September	<b>First round interviews</b> Conduct initial interviews at IMD or use our conferencing facilities. During a two-week period, our MBAs are focused on exploring career opportunities and no classes are scheduled.
October/November	<b>Final round interviews</b> Second round and additional interviews generally take place at your premises, to allow MBAs to experience your company culture.
Ongoing	<b>Online platform / job postings</b> Register on our online platform to post jobs for our current class or MBA alumni, access CVs and manage interview schedules. Our team will also be happy to facilitate the process.

Please get in touch with our Career Development Team to discuss your recruiting needs at [mbatalent@imd.org](mailto:mbatalent@imd.org) or call +41 21 618 03 39.

Discover more  
[www.imd.org/mba](http://www.imd.org/mba)



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## Real Learning Real Impact

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