



*Transformative Leaders*



CAREER SERVICES

# **Full Time MBA Short CVs**

CLASS OF 2008/2010

**ESADE** Business School

Ramon Llull University



## Letter from the Career Services Director

As one of the top international business schools in the world, we are pleased to be recognised for developing exceptional talent. Knowing that recruiters continue to benefit from the multicultural diversity found on-campus and prize the competencies and values we develop, motivates us to keep improving and innovating year after year.

With renewed energy and confidence, we are pleased to present ESADE Business School's 2008-2010 Full Time MBA candidates who will be available for corporate internships and projects as of early June 2009. As a low risk and cost effective channel, internships are an ideal opportunity for employers to receive a quality deliverable at a fraction of the market rate.

Taking students through each step of the business cycle, the Full Time MBA draws upon innovative, strategic and entrepreneurial thinking as tools for gaining competitive advantage. Parallel to the demanding curriculum, a strong focus is placed on the development of leadership competencies to ensure candidates stand out as effective international managers.

Given the diverse cultural mix on-campus, candidates emerge with a global outlook reinforced through constant teamwork during the programme.

The results speak for themselves; as ESADE Business School has been ranked the #1 business school worldwide in the Wall Street Journal for the second year running based on the responses of over 3,000 recruiters around the globe.

Given the relatively small programme size, the Career Services team is able to provide flexible and tailored recruitment services and is always open to new ideas. We look forward to working with you and helping your company meet its MBA recruitment needs!

Kind regards,

**Camila de Wit**

*Director, Admissions and Career Services  
ESADE Business School*





## Availability of MBA candidates for projects and internships



“The ESADE MBA has provided me with innovative management tools in order to make informed decisions. I was able to put those tools into practice during a 3-month summer internship at Vale Brazil, one of the world’s largest mining and mineral extraction multinationals. It was a challenging experience covering a post acquisition due diligence project as well as a procurement synergy assessment which also gave me the opportunity to work in a new country, including several business trips around Brazil. Upon my return to Barcelona, I secured a second internship at Albia, a strategy consulting firm, on a European project. Combining the part time internship with the MBA’s second year classes is demanding, but it enables me to keep applying my newly acquired knowledge to real business cases and sustain the steep learning curve.”

**Vinod Raghothamarao** (India)  
Full Time MBA '2009.

2008	2009	2009
September	June	October
<b>First Year</b>	<b>Summer</b>	<b>Second year</b>
<b>No possibility</b> of an internship during the first year of the program.	<b>Full-time</b> (in any country)	<b>Part-time</b> (Barcelona or cities where students can go on exchange or complete a double degree) <ul style="list-style-type: none"> <li>• Full day once or twice a week depending on student availability.</li> <li>• Half day 3-5 times a week (mornings or afternoons).</li> </ul>
		April





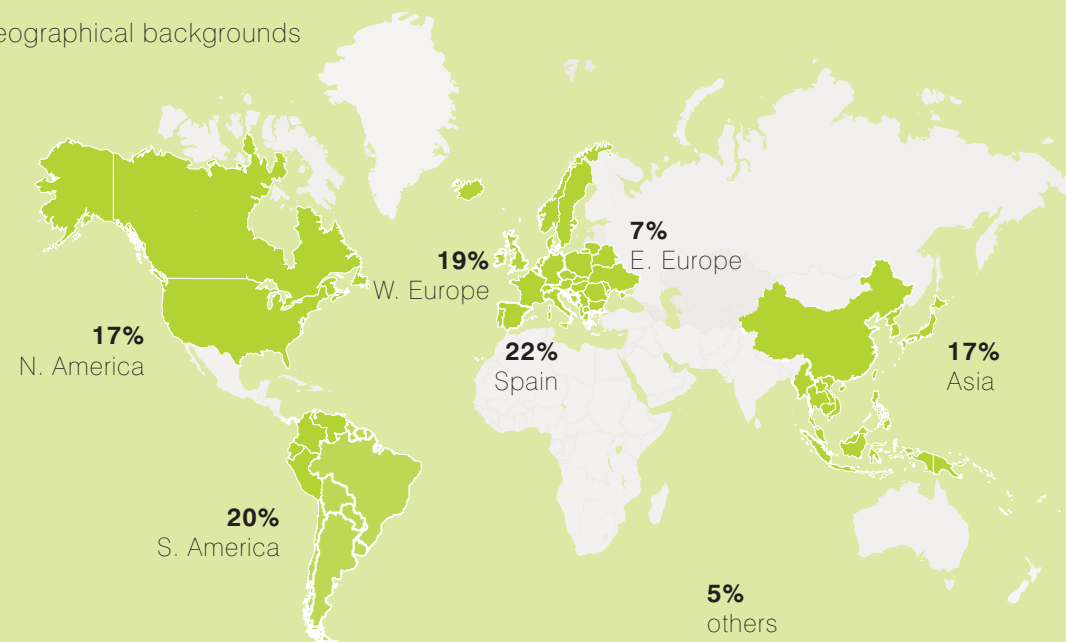
“My interest in investment banking came from the exposure to venture capital and the IPO process that I gained as a Chief Technology Officer pre-MBA. With the support of Career Services, I secured an internship at Goldman Sachs in London, where I spent 10 weeks working in close-knit teams on mergers and acquisitions, as well as client service projects. I was amazed at the resources that were available at Goldman Sachs and how eager my colleagues were to share their experiences. The firm created opportunities for all Summer Associates to gain direct exposure to senior management. We even spent a day volunteering as part of the Community Teamworks project. The work was challenging and rewarding, and I felt included as an integral part of the team. I could not have asked for a better learning experience.”

**Zev Lowe** (Malaysia)  
Full-Time MBA, 2009



## 18-month MBA Class Profile 2008-10

### Geographical backgrounds



### Companies that have recently recruited our students:

Adidas · Alcatel · Alfa Consulting · Almirall · Alstom · American Express · Arthur D. Little · Auna · Bacardi-Martini · Bank of America Barclays · Bayer · BBVA · Bloomberg · BNP Paribas · Campofrio · Capgemini · Citigroup · Coca-Cola · Convatec (Grupo Bristol-Myers) Credit Suisse · Daemon Quest · Danone · Décathlon · Delta Partners Deutsche Bank · Deutsche Post World Net · Europraxis Consulting · F.C. Barcelona · Fortis · General Electric · Goldman Sachs · Grupo Lar Hewlett Packard · HSBC · IMG · Ingersoll Rand · Jesús del Pozo · Johnson & Johnson · Kimberley-Clark Corporation · KPMG · L'Oréal · La Caixa · Lear · LVMH · Morgan Stanley · Nike · Novartis · NRG Comunicaciones · Oliver Wyman · Pepsico · Puig Beauty & Fashion Group · Quadis · RACC Reckitt Benkiser · Roche Diagnostics · Roland Berger · Santander · Sanyo · Sara Lee International · Siemens Management Consulting · Sun Microsystems · Syngenta · Televent · The Boston Consulting Group (BCG) The Colomer Group · The Node Company · TUI · UBS · Unilever Valoris

**115**

18-month MBA students

**74%**

Male

**27%**

Female

**28**

Average age upon entry

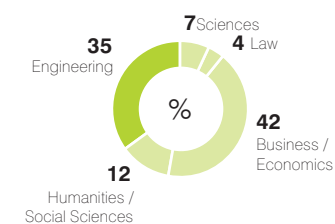
**5,9**

Average work experience (years)

**34**

Countries represented

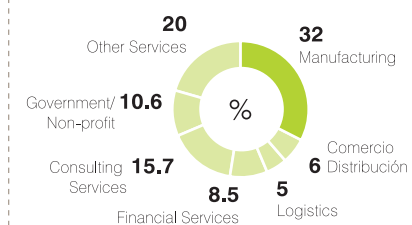
### Academic backgrounds



### Functional backgrounds



### Sector backgrounds







## Some examples of former summer projects

### Finance

- Company analysis and valuation for its purchase by an investor group.
- Feasibility study for the establishment of a branch in another country.
- Client balance sheet analysis for the renewal of credit lines.
- Development of new services based on in-house market analysis.
- Commercial property development investment evaluation.

### Consulting

- Strategy definition for the relocation of production facilities to several low cost countries.
- Development of pricing strategies for new product launches in key markets.
- Design of an integrated e-commerce model within a B2B company.



### Human Resources

- Design and introduction of a new remuneration system for the sales force within a specific division.
- Study of the recruitment, training and motivation processes of the sales force in a direct sales company.
- Development of an executive remuneration and assessment model.
- Reorganization of a small company's internal structure: definition of tasks, responsibilities and assessment methods.

### Marketing

- International market research projects.
- Establishment of export operations.
- Study of the sales and distribution network in several countries.
- Organization of promotional and advertising campaigns.
- Feasibility study and action plan for the launch of a new product.
- Identification of potential markets.

### Operations

- Improvement of stock management systems in several industries.
- Study of the movement of materials in a factory, and their transport.
- Analysis and assessment of production processes, minimizing waste.
- Determination of raw material needs, purchasing process improvements and design of new policies.





## Some guidelines

### Remuneration

Companies are encouraged to remunerate internships and projects on the basis of the candidate's experience, scope of the project, as well as the level of responsibility you are asking of the candidate. Expenses associated with the project (travel, hotel, food) should be covered by the company.

### Legal considerations - ESADE Foundation

During the MBA programme, ESADE facilitates the hiring of candidates for internships or projects through an agreement between the ESADE Foundation and the company. Under the agreement, the company continues the education of the student through on-the-job activities and donates the student's remuneration for the project to a scholarship fund created by ESADE to help finance the student's MBA. ESADE in turn pays the candidate who is not considered a company employee but rather a student carrying out a project as an integral part of the MBA program. **The company is therefore exempt from having to pay social security or health insurance** for the candidate and the amount paid may be tax deductible depending on country legislations. Companies should add 4% to the net amount the student will receive to pay for income tax deductions and administration fees. Given the nature of the agreement between both parties, the ESADE Foundation is unable to issue an invoice, but will send the company a certificate of donation.



### Health Coverage

Throughout the internship or company project candidates are covered by an accident and civil liability insurance policy, given that for all intents and purposes they continue to be ESADE students.

### Services for Businesses

ESADE Business School's Career Services team offers companies the following MBA recruitment services for internships, projects and full-time recruitment:

- Talent Recruitment Events:
  - Fall MBA Career Week
  - Winter MBA Career Week
- Corporate Presentations
- On-campus interviews
- Telephone and videoconference interview facilities
- Publication of Job Offers online: [www.talent.esade.edu](http://www.talent.esade.edu)
- On-line CV search: [www.esade.jobs](http://www.esade.jobs)

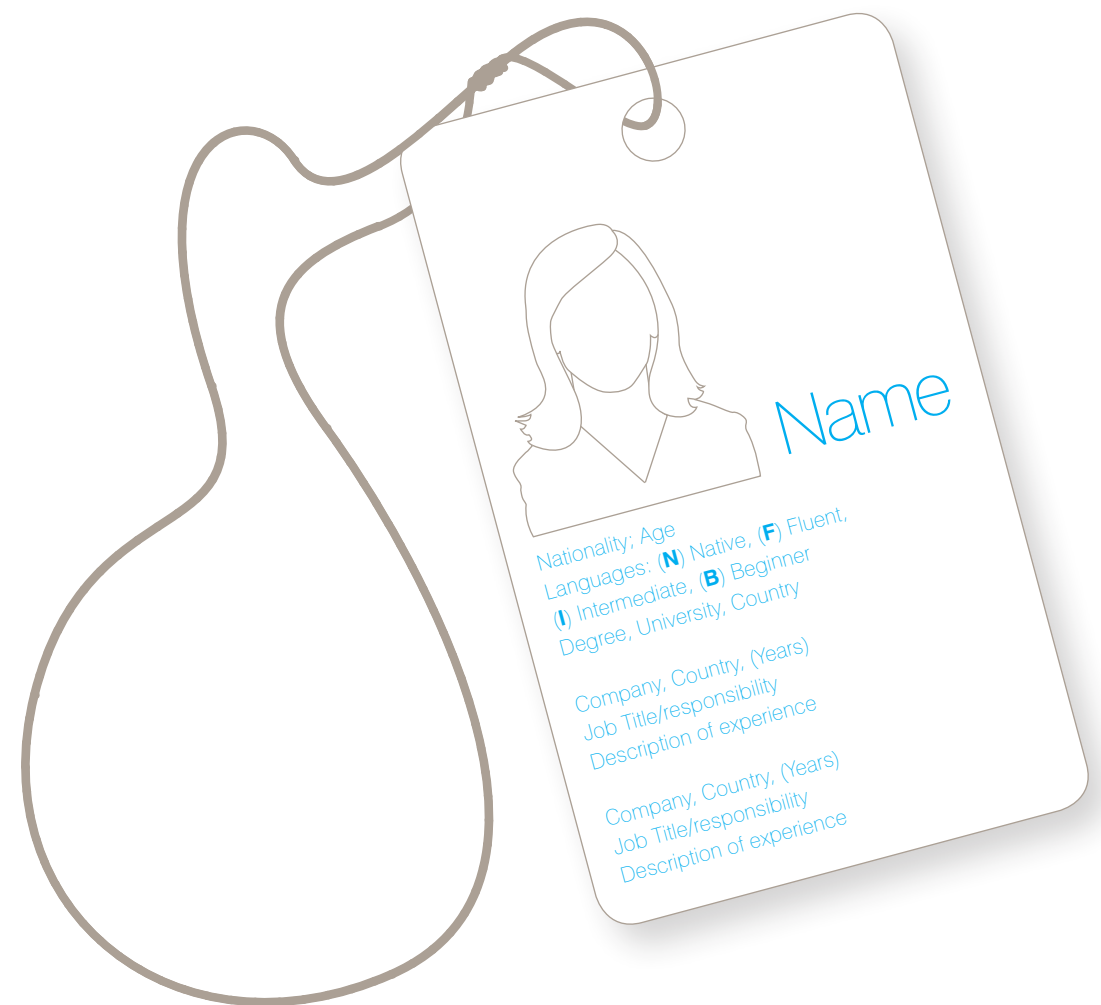
### Visa Requirements

Visas are arranged by the student in cooperation with the company depending on the needs and regulations of the country where the student will realize the project. In Spain, there are no visa requirements for internships and company projects for the duration of the MBA program.

## Class Profiles 2008/2010

In the following pages you will find the short CVs for ESADE Business School's first year MBA students.

For a structural guide, please see the CV template below.





A

**Abaza,  
Irina**

Croatian: 32  
 Languages: Croatian (N), English (F), Spanish (F), Catalan (I), German (B)  
 Doctorate degree, University Pompeu Fabra, Spain  
 MSc in Biomedical Research, UPF, Spain  
 BSc in Molecular Biology, University of Zagreb, Croatia

[Center for Genomic Regulation, Spain \(5 yrs\)](#)

**Researcher**

Responsible for scientific project on gene expression. Publications in international, peer-reviewed journals. Best MSc work in 2005. The RNA Society Scaringe Award runner-up. Instrumental for project funding.

[University of Osijek, Croatia \(1.5 yrs\)](#)

**Senior Assistant in DNA Forensic and Biochemistry Lab**

Teaching, devising novel diagnostics, parental tests and human remains identification.

**Alghreri,  
Waled**

Saudi Arabian: 25  
 Languages: Arabic (N), English (F), Spanish (B)  
 B.S. in Finance, Virginia Tech, United States

[Saudi Aramco, Saudi Arabia \(3 yrs\)](#)

**Cash Management-Financial Analyst**

Managed and invested corporate and subsidiary cash balances in both local and global markets (multi billion account).

Analyzed and executed arbitrage trades in Money & FX markets.

**Asset Management-Financial Analyst**

Reduced overall fees through fee negotiation (\$3M annually), creation of cost center and cost measurement reporting. Evaluated and recommended contribution requirements to set up \$10 billion company foundation.

A

**Alonso,  
Sergio**

Spanish: 28  
 Languages: Spanish (N), Catalan (N), English (F), French (B)

Master in Quality Management, UPC, Spain  
 Degree in Business Administration, Universitat Pompeu Fabra, Spain

[Comtec, Spain \(3.5 yrs\)](#)

**Consultant**

Undertook consulting projects, negotiated commercial proposals with clients, assumed technical and organizational management of the projects while coordinating a 4-person team.

[Nuñez y Navarro Group, Spain, \(2 yrs\)](#)

**Controller Junior**

Budget oversight of the group. Report and review of the Financial Statements.

**Amaro Melo,  
Bruno**

Brazilian: 27  
 Languages: Portuguese (N), English (F), Spanish (F)  
 BA in Business, Fundação Getulio Vargas (FGV), Brazil

[Harbin Plásticos \(Plastics Industry\), Brazil \(2.5 yrs\)](#)

**General Manager**

Led company to a 20% sales increase while managing a team of 110 people. Created a new sales division achieving 5% in revenue growth, including international sales in Mexico and South America. Led cross functional teams and an external consulting firm to improve operations efficiency by 15%.

[Deloitte Consulting \(Risk Services\), Brazil \(1.5 yrs\)](#)

**Analyst**

Evaluated internal risks and developed controls in the Banking Sector.

**Adrados Planell,  
Manuel Ignacio**

Spanish: 30  
 Languages: Spanish (N), Catalan (N), English (F)  
 Industrial Engineering, UdG, Spain

[Interparking Hispania S.A., Spain \(2 yrs\)](#)

**Area Director**

Managed 6.5M€ sales and team of 37. Lead strategical organizational and communication projects in headquarters.

[Industrias Cosmic S.A.U., China \(2 yrs\)](#)

**Researcher**

Project Manager Factory Construction  
 Project supervision & budget control. Lead projects in production, purchase, engineering & quality dept. being a link between them and suppliers.

**Alghuneim,  
Mishal**

Saudi Arabian: 25  
 Languages: Arabic (N), English (F), Spanish (I)  
 Bachelors in Mechanical Engineering, Northeastern University, USA

[Erum Jewellery, Saudi Arabia \(1.5 yrs\)](#)

**Director of Manufacturing**

Spearheaded the expansion and automation of the fabrication facility.

Collaborate with training institutions to develop technical methodologies to increase productability and efficiency.

Administer day to day personnel responsibilities.

Review facility purchase orders.

Work on strategy business plans with top management for expansion in the region.

Contribute to HR, by interviewing and allocating employees.

**Álvarez Pérez-Ayala,  
César**

Mexican/Spanish: 26  
 Languages: Spanish (N), English (F)  
 Postgraduate degree in Taxation, Universidad Panamericana, Mexico  
 Degree in Public Accountancy, Universidad Panamericana, Mexico

[KPMG Cárdenas Dosal, S.C., Mexico \(4 yrs\)](#)

**Senior Tax Supervisor, Tax & Legal Services**

In charge of leading and managing an autonomous team responsible for ensuring tax compliance and optimization. Exceeded goals for 2007-2008.

[KPMG LLC, USA \(1 yr, Winner of nationwide internship\)](#)

**Senior Tax Associate, International Corporate Services**

Member of the "US-Mexico Crossborder" group responsible for managing international tax projects. Led and supervised a team of legal professionals.

**Anand,  
Chetan**

Indian: 24  
 Languages: English (F), Spanish (B), Hindi (N)  
 BE in Computer Engineering, Panjab University, India

[Evalueserve, India \(1.5 yrs\)](#)

**Business Analyst**

Led market feasibility & market entry strategies studies in various geographies managing a team of 5. Youngest employee to be in charge of project worth €100,000.

[Newgen Softwares Technology, India \(1 yr\)](#)

**Business System Analyst**

Responsible for project planning, execution and support monitoring of software products (Document Management, CRM etc.) for Finance sector.



## A



Arango,  
Natalia Margarita

Colombian: 25  
Languages: Spanish (N), English (F)  
Business Administration, EAFIT University, Colombia

[Latinturs Travel Agency, Colombia \(2.5 yrs\)](#)

#### Managing Director

Performed thorough analysis of all areas of the company in order to design and implement organizational change. Effective implementation of new processes resulted in an increase in monthly sales and indicators of management of over 35%. Managed a team of 20 people throughout organizational change phase. Coordinated and controlled daily business activities and led in the opening of three new branches.



Arora,  
Dushyant

Indian: 29  
Languages: Hindi (N), English (F), Spanish (B),  
Punjabi (I), Gujrati (I), Marathi (I)  
Bachelor of Commerce, Bhavans college,  
Mumbai University, India

[Kailash Immitation Jewellery, India \(7.5 yrs\)](#)

#### Wholesale Trader

Managed a family business dealing in fashion jewellery and accessories. Procured goods from manufacturers and supplied those to retailers. Responsible for business's strategic planning and turnaround. Successfully led the change in the direction of business from high-volume low-margins goods to high-end fashion jewellery and accessories. Increased the profitability of the business by 60%.



Arisó,  
Alec

Spanish: 28  
Spanish (N), Catalan (N), English (F), French (B)  
Degree in Industrial Engineering, UPC, Spain

[Hitachi Consulting, Spain \(1 yr\)](#)

#### Senior Consultant

Oversaw a team responsible for developing an integrated financial tool for a European leader in infrastructure management.

[Institut Cerdà, Spain \(1 yr\)](#)

#### Senior Consultant

As Senior Consultant, performed market analyses and business opportunity studies for public and private clients, including the Catalan government.

[Everbis Consulting, Spain \(2 yrs\)](#)

#### Analyst



Augusto,  
Bernardo

Portuguese: 30  
Languages: Portuguese (N), English (F), Spanish (F), French (I)  
Mechanical Engineering, Instituto Superior Tecnico,  
Portugal

[BrandsOn, Portugal \(1.5 yrs\)](#)

#### Project Manager

Responsible for the Media, Tourism and Real Estate sectors. Lead the strategic marketing projects for the largest Media corporation in Portugal, resulting in a 12% increase in sales within a market declining at -6%.

[L'Oreal, Portugal \(4 yrs\)](#)

#### Brand Manager (Consumer Goods)

Responsible for the planning of 3 industry leading brands. Consistent growth of 4% market share, representing a 15% increase in sales. Managed a team of 4.

## B



Bagó,  
Hernán Luciano

Argentinian: 33  
Languages: Spanish (N), English (F)  
Degree in Business Administration,  
Catholic University, Argentina

[Laboratorios Bagó S.A., Argentina \(8 yrs\)](#)

#### New Business Development Manager (1.5 yrs)

Led Joint Venture with Spanish partner. Launched two new businesses in aesthetic surgery market worth \$3.2MM. Managed team responsible for product licences.

[Haras Firmamento, Agrofarm S.A., Argentina \(4 yrs\)](#)

#### Marketing Junior Manager

Improved sales force productivity by applying new market research tools. Created marketing campaigns to launch new products.



Ben-Dayán,  
Ornit

Israeli: 29  
Languages: Hebrew (N), English (F), Spanish (B)  
Industrial engineering and management,  
Ort Braude, Israel

[Taro Pharmaceutical Industries, Israel \(5 yrs\)](#)

#### Team Leader (1.5 yrs)

Led the Lean Transformation in the Operations division, saving an annual \$3.5 M. Defined organizational vision and goals, managed a team of 3 engineers.

#### Senior Industrial Engineer (3.5 yrs)

Led cross-functional teams in productivity enhancement and cost reduction projects, bringing to an increase of 30% in production efficiency. Defined and implemented an organizational metrics system.



Battle Delgado,  
Albert

Spanish: 29  
Languages: Spanish (N), Catalan (N), English (F),  
French (B)  
BA. in Business Administration, University Ramon  
LLull (IQS), Spain

[Grupo Godó, Communication group, Spain \(2 yrs\)](#)

#### Product Manager and Market Analyst

Performed marketing analyses to identify opportunities. Led to +15% sales.

[PriceWaterhouseCoopers, Spain \(3yrs\)](#)

#### Audit & Advisory Senior

Planned, developed, coached, and led teams in audit services.

[Danone, Spain \(1 yr\)](#)

#### Controller Junior

Reported purchasing results to management. Led cost reducing project.



Bezzina,  
Trevor

British: 31  
Languages: English (N), Spanish (I), French (B)  
BSc (Joint Hons) in IT and Marketing, Middlesex  
University, UK

[World Careers Network, UK \(2 yrs\)](#)

#### Account Manager

Strategic contact for several key accounts. Provided best-practice consulting and managed the design and implementation of global e-recruitment systems. Secured new and renewed contracts worth over £1/4 million.

[Frost & Sullivan, UK \(3 yrs\)](#)

#### Eurasia Production Manager

Implemented a key operational migration to India achieving both cost savings and efficiency gains of over 60%. Led a team of 11 across 3 offices.



## B

**Bochatay,  
Christophe**

Swiss/French: 33  
Languages: French (N), English (F), German (F)  
BA Hons in Economics, New York University, USA

[World Vision International - KosInvest, Kosovo \(1 yr\)](#)  
**Transitional Development Consultant**

Oversaw transformation from a credit focused organization to a licensed deposit-taking microfinance institution. Conducted institutional assessment, established transformation plan and budget, developed new deposit product.

[Banque SYZ&CO - Oyster Funds, Switzerland \(4.5 yrs\)](#)  
**Head of Research & Product Development**

Management Team member, responsible for €2bn in mutual funds investments, developed new products, increased assets by 190%.

**Bossuyt,  
Klaas**

Belgian: 28  
Languages: Dutch (N), English (F), French (F), Spanish (F), German (B)  
Civil Engineer, option Computer Sciences, KU Leuven, Belgium

[NorthgateArinso, Spain \(1.5 yrs\)](#)  
**Consultant**

Focus on SAP HR payroll implementation at Nestlé Iberia. Managed the data transfer in the Iberian Payroll implementation project at Nestlé.

[OpenHR & Arinso International, Belgium \(2 yrs\)](#)  
**Consultant**

Implemented several SAP powered intranet websites at Fortis. Responsible for the contact with the client to determine the user requirements. Led a team of two for the implementation, deployment and support.

**Bonnel,  
David**

French: 33  
Languages: French (N), English (F), Spanish (I)  
Mechanical Engineering Degree at ENSEEIHT, Toulouse, France

[AIRBUS, France \(5 yrs\)](#)

**Group Leader - Aeronautical Engineering**

Managed a team of 8 engineers responsible for propulsion system integration (A380 Aircraft). Conducted ground and flight test analysis. Negotiated technical requirements with engine manufacturers (Rolls-Royce and Engine Alliance) during aircraft development phase.

[Pratt & Whitney, Connecticut, USA \(5 yrs\)](#)

**Task Leader - PW6000 Program: new engine development**

Coordinated a team of 4 engineers in charge of engine control design.

**Buloz,  
Sofia**

Venezuelan: 31  
Languages: Spanish (N), English (N), Catalan (B)  
Journalism, Universidad de Barcelona, Spain  
Lawyer, Universidad Central de Venezuela, Venezuela

[Oswaldo Buloz Saleh & Asociados, Venezuela \(5 yrs\)](#)  
**Litigator Lawyer, Junior Associate**

Created strategic solutions, and managed the corporate image for my firm and clients. Agreement negotiation. Draw up of press statements. Led civil, commercial, and bankruptcy trials. Managed national and international, institutional and corporate relations for my firm.

## BC

**Cabrera Zamorano,  
Alejandro**

Colombian: 29  
Languages: Spanish (N), English (F)  
Economics and International Business, ICESI, Colombia

[Colombian Senate, Colombia \(2 yrs\)](#)

**Political and Economical Analyst**

Led a team of 6. Analyzed and created official legislative projects.

[World Bank, Colombia \(10 months\)](#)

**Country Manager Assistant**

Contributed with creation of Country Strategy 2006.

[GC2 Carvajal, Colombia \(2 yrs\)](#)

**Financial Analyst**

Developed annual budget, worked in R&D, implemented Oracle data base.

**Cervin,  
William**

US American: 28  
Languages: English (N), Spanish (B), German (B)  
BS in Industrial Distribution, Texas A&M University, USA

[BAE Systems, USA \(1.5 yrs\)](#)

**Team Leader**

Led team to identify key indicators influencing stability in Afghanistan, model the impact of those variables, source reliable data inputs, and track ongoing stability in the region using custom US\$2.25 million information system.

[Department of Defense, USA \(2.5 yrs\)](#)

**Action Officer**

Informed and advised senior decision makers in U.S. Government of action plans for Europe, Latin America, Africa, Middle East, and Central/East Asia.

**Canal Barnils,  
José M<sup>a</sup>**

Spanish: 26  
Languages: Spanish (N), Catalan (N), English (F)  
Business Administration, Universidad Internacional de Cataluña, España

[Banco Banif. Grupo Banco Santander, España \(1 yr\)](#)

**Private Banker**

Managed a €22M portfolio. Surpassed new client objective by 50%. Only 16% of the colleague pool achieved similar levels. Product speaker: analyzed newly developed products, coached the team and implemented them.

[Deutsche Bank Private Wealth Management, Spain \(1 yr\)](#)

**Assistant of Vice-president**

Assisted the vice-president to manage a portfolio of €238M.

**Chamorro,  
Sergio**

Nicaraguan/US American: 28  
Languages: Spanish (N), English (F), French (I)  
BA in Economics, University of Virginia, United States of America

[Banco de Credito Centroamericano, Nicaragua \(2 yrs\)](#)

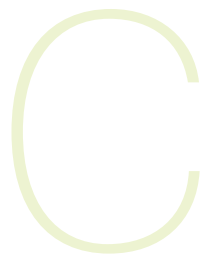
**Business Executive (1 yr)**

Responsible for managing the relationships with US\$300k+ corporate clients maximizing profit and guaranting smooth relationships with the bank. **Vice-President International Department (1 yr)** Ensured excellent international image and relationships with foreign banks.

[Washington Mutual Bank, USA \(2 yrs\)](#)

**Assistant Financial Center Manager**





Chen,  
Paul Po Yuan

British/Taiwanese: 30  
Languages: English (N), Chinese (F), Italian (I), Spanish (B)  
PgDL and LPC, The College of Law, UK  
Bsc Hons Economics, UCL, UK

[ShyangTseng Footwear Co. Ltd, Guangzhou China \(3 yrs\)](#)  
**Executive Assistant to President**

Identified new businesses that increased turnover by 30% and implemented cost control program that reduced overhead spending by 12% over 3 years.

[Eversheds LLP London, UK \(2 yrs\)](#)

**Trainee Solicitor**

Advised coporations and government institutions on Intellectual Property, Financial, and International Arbitration issues.



Cole,  
Luke

US American/Permanent resident of Japan: 27  
Languages: English (N), Japanese (F), Spanish (B)  
International Business/Management, University of South Carolina, USA

[Hot Topic, Inc. \(2.5 yrs\)](#)

**Accountant**

Responsible for all fixed asset reporting and identified variances between the forecast and actuals; provided recommendations and alerted department managers and executives to potential over-expenditures; assisted in the reallocation of funds updating the forecast.

**Inventory Control Coordinator**

Initiated and coordinated biannual nationwide physical inventory for over 800 stores and 2 distribution centers, reducing shrink by 8% annually.



Conde,  
Luis

Spanish: 29  
Languages: Spanish (N), English (F), French (F), Catalan (F)  
Bachelor of Engineering (Naval Architect), AMC, Tasmania, Australia

[Ricard Teixidor & Associates, Spain \(9 months\)](#)  
**Naval Architect**

In charge for the preliminary design of a sailing yacht with cost approaching \$18M. Lead the management, development, and coordination of the project.

[Xavi Cardell Yacht Design, Spain \(1.5 yrs\)](#)

**Naval Architect**

Planification and implementation of a new design methodology which increased design effectiveness reducing manpower costs.



Connell,  
Matthew

US American/Irish: 29  
Languages: English (N), Spanish (N), Catalan (F), Portuguese (I), French (I)  
BSc Arch, University of Virginia, USA

[Supreme Court of Virginia, USA \(1 yr\)](#)

**Project Manager**

Restructured the 18th District Court's interpreter staffing process. Increased staff from 2 to 9, while reducing overall costs by 20% and maintaining full service.

[UCLA Medical Center, USA \(1.5 yrs\)](#)

**Program Manager**

Reorganized and coached UCLA Hospital's 50-student interpreter program, significantly increasing efficiency and output.

[Language Service, Technical University of Catalonia \(UPC\), Spain \(3 yrs\)](#)



Cronwall,  
Max

Swedish: 25  
Languages: Swedish (N), Spanish (F), English (F)  
Bachelor in Business Administration, Boston University, USA

[Whirlpool Corporation, US & UK \(2 yrs\)](#)

**Trade Marketing & Key Account Specialist, UK (1 yr)**

Managed promotional activities that led to additional sales of 4% and £4.5 million in revenues. Project leader for Eurocucina Event held in Milan (150 Trade Partners, Budget: £200,000).

**Product Specialist, US (1 yr)**

Responsible for the product portfolio in the refrigeration category for the Andean, Central American and Caribbean markets. Introduced and marketed a new product line of air conditioners (forecasted 40,000 units for the year).



Crous,  
Antonio

Spanish: 27  
Languages: Spanish (N), Catalan (N), English (F)  
Degree in Business Administration, UIC, Spain

[Almirall \(1 yr\)](#)

**Division Controller**

Marketing Controller for two divisions (€300M turnover). Profitability analysis of marketing actions, support product launches and management decisions.

[Deloitte - Strategy & Operations \(2 yrs\) / Accenture \(1 yr\)](#)

**Consultant**

Led teams to develop projects within Marketing & Sales (effective sales force, scorecards, customer services, targeting), Finance (process improvements, savings) and Operations (planning, production).



Cuffi Estévez,  
Carlos

Spanish: 28  
Languages: Spanish (N), English (F), Italian (I), French (B), German (B)  
Telecommunication Engineering, Univ. Politècnica de Catalunya, Spain

[Everis Consulting, Spain and Italy \(4 yrs\)](#)

**Senior Consultant (1 yr)**

Project Leader for analysis and deployment for an 8-person team. Re-engineered Marketing, Sales and Finance processes in Congress Management for a worldwide Pharmaceutical leader, directly affecting all the Field Force.

**Analyst Consultant (3 yrs)**

Coordinated a 6-person team responsible for Gas Natural's Intranet restructuring project (for 8,000 employees) and generated a new corporate-level internal image.



Cunha Rego Lobo  
de Carvalho,  
Diogo

Portuguese: 34  
Languages: Portuguese (N), English (F), Spanish (F), French (B)  
Marketing Management, Instituto Superior de Economia e Gestão, Portugal  
Business Administration, Universidade Lusíada, Portugal

[Nurun, Spain \(1.7 yrs\)](#)

**Account Manager**

Managed the web analytics department and a team of 2. Development of web analytics reports for Microsoft Web pages, Products and Services; Increased sales on the major client (MSN); Managed the reports for EMEA, Latin America and Asia.

[M-real Iberia, S.A., Spain \(1 year\)](#)

**Marketing support to all Business Areas of the company**



D



da Costa Andrade,  
Stephan

German: 28  
Languages: French (N), English (F), Portuguese (I), German (I), Spanish (B)  
Master Industrial Engineering, Texas A&M University, USA  
Master Industrial Engineering, Grenoble Institute of Technology, France

[UPS Supply Chain Solutions, Belgium and Switzerland \(4 yrs\)](#)

**Senior Analyst, EMEA Headquarters**

Led and mentored team of analysts within the strategic standardization of a distribution service. Spearheaded paradigm shift across Europe for cost efficient growth and optimal customer requirements satisfaction.  
Secured buy-in and pro-active collaboration of local and central internal stakeholders through the implementation and roll-out of a new information system. Managed pricing proposals including largest EMEA bid won within years of service. Gained recognized modeling expertise for EMEA. Involved as lead or support for internal and external consulting projects (up to €1M contracts).



de la Mata Vazquez,  
Enrique

Spanish: 29  
Languages: Spanish (N), English (F), French (B)  
MA in Quality Management, Business School San Pablo CEU, España  
BA in Business Administration, Universidad San Pablo CEU, España

[Lartec, Desarrollos Inteligentes S.L, Spain \(1yr\)](#)

**Sales Manager**

Manage different sales processes and channels for the Smart house Sector.

[Unica, Universal Cleaning Activities, Spain \(3 yrs\)](#)

**Head, Quality Management Department**

Manage a group of 5 people to implement quality and environmental management systems to improve the core business processes. Lead business development projects: cultural integration, software development, ratio use.



Dani,  
Nidhi

Indian: 26  
Languages: Hindi (N), English (F), Spanish (B)  
Masters of Technology, Indian Institute of Technology, New Delhi, India  
Bachelor in Civil Engineering, Punjab Engineering College, India

[Risk Management Solutions, India \(3 yrs\)](#)

**Senior Executive (Bids)**

Handled international competitive bidding for catastrophic risk management. Won 75% of proposals created in the past two years.  
Led cross-functional and international teams to create winning proposals in aggressive timelines, exceeding revenue targets by 100% in FY07-08. Created bids management system to track performance metrics; helping refine company strategy in client focus and market recognition.



DeSa,  
Tania

Canadian: 28  
Languages: English (N), French (B), Spanish (B)  
Honours Bachelor of Business Admin, Wilfrid Laurier University, Canada

[Pfizer Global Pharmaceuticals, Canada \(2.5 yrs\)](#)

**Pharmaceutical Sales Representative**

Employed customized selling strategies to exceed sales quota of CAD\$25 Million. Team lead for new product launch; trained & developed national clients as Product Champions; managed project budgets of CAD\$20,000; implemented business plan.

[MDS Pharma Services \(1 yr\)](#)

**Global Product Manager**

Developed marketing plan for Global Central Lab and ECG business units. Collaborated with Asian offices to launch new business unit in Singapore.

D F



Dixon,  
Kathleen

US American: 28  
Languages: English (N), Spanish (F)  
Bachelor of Arts in International Affairs, University of Virginia, USA

[Herbalife International of America, Inc, USA \(1 yr\)](#)

**Government Affairs Specialist**

Analyzed added costs of pending regulatory changes. Communicated impact to senior management. Enacted lobbying strategies to maximize profit in the US and 65 international markets using high-level US government influence.

[The Direct Selling Association, USA \(3 yrs\)](#)

**International Coordinator**

Lobbied international trade, regulatory and market entry issues representing 40 multinational consumer product companies.



Durodola,  
Adesope Adegunle

Nigerian: 28  
Languages: Yoruba/English (N), French (B), Spanish (B)  
B.Sc.(Hons) Geology, Obafemi Awolowo University, Nigeria

[Globacom Nigeria Limited, Nigeria \(1.5 yrs\)](#)

**Key Account / Sales Representative**

Consistently met and exceeded set targets. Closed a deal with one of Globacom's major accounts worth €500,000 monthly in sales volume. Increased the sales volume of two of Globacom's accounts by 1000%.

[British American Tobacco Nigeria Limited \(10 months\)](#)

**Trade Marketing Representative**

Built new relationships and brought in new business, growing overall business in my territory with 25 new customers and an increase in sales volume of 40%.



D'Souza,  
Amitabh Donny

Indian: 30  
Languages: English (N), Hindi (F), Marathi (I), Konkani (I), Spanish (B)  
Bachelor of Arts (Economics / Commerce), University of Mumbai, India. Navigating Officer License, LBS CAMSAR Nautical College (Mumbai), India

[Chevron Shipping Company, U.S.A. \(2 yrs\)](#)

**Senior Navigating Officer (on crude oil tanker ship)**

Managed cross-functional team of 12 on the largest ship (€75M) in the fleet. Analysed risk and implemented the cargo, maintenance and navigation plan.

[Tanker Pacific Management \(Singapore\) Pte. Ltd., Singapore \(9 yrs\)](#)

**Sr. Navigating Off. (3 yrs), Jr. Navigating Off. (2 yrs), Trainee Off. (4 yrs)**

Assisted in planning, budgeting (€2.5M) and executing 3 ship repair projects. Led ship safety team and supervised 200 workers in an Indonesian shipyard.



Faria Jove,  
Antonio

US American/Puerto Rican: 27  
Languages: Spanish (N), English (N)  
BA in Finance, University of Puerto Rico - Mayaguez Campus, Puerto Rico

[Newedge USA, LLC. \(6 yrs\)](#)

**Vice President - Fixed Income Institutional Sales and Trading**

Executed orders for institutional traders dealing in fixed income markets. Focused on United States, European and Canadian cash, futures and REPO markets.

Introduced and maintained profitable customer relationships with Latin American counterparties, increasing our group revenues by 27%.

Conducted market research and generated trade ideas involving derivative products.

Monitored customer's positions and collaborated on entry and exit strategies.



## F

**Fernández Campos,  
Gonzalo**

Spanish: 26  
Languages: Spanish (N), English (F)  
Graduate in Law (specialising in Economic Law)  
Deusto University, Spain

**MANGO, Spain (2 year)**

**Global vision of the company by working in several departments**

Department of Retail Supervision and Coordination: management-supervision of spanish store, sales analysis, cost optimisation, stock control. Other departments: Legal (checking, drawing up contracts, international due diligence for sales of companies). Auditing (budget control, trading account analysis of national and international corporate stores, profitability analysis of possible store openings). Financial Relation (treasury forecasts, negotiation and drawing up of contracts for the group's financing operation).

**CUATRECASAS, Spain (6 months)**

**Legal internship focusing on litigation****Ferrer Goncalves,  
David**

Venezuelan: 27 (Applying for Portuguese nationality)  
Languages: Spanish (N), English (F), Portuguese (F), French (B)  
Marketing Communications Management, Univ. Metropolitana, Venezuela. Computer Engineering, Universidad Simón Bolívar, Venezuela

**Procter & Gamble Latin America, Venezuela / Brazil (5 yrs)**

**Client Manager - Global Business Services, Venezuela (2 yrs)**

Managed the commercial relationship and joint business plan for the Home Care unit. Improved the client satisfaction from 8.9 to 9.1/10 in 1 yr.

**Interactive Marketing and Business Analyst, Venezuela / Brazil (3 yrs)**

Analysis of market and consumer data for improving decision making of marketing managers. Development of digital marketing and new media strategies for laundry brands.

**Fischer,  
Bradley**

British/US American: 32  
Languages: English (N), Italian (F), German (I), Spanish (B)  
B. Eng. Hons in Mechanical Engineering, University Of Glasgow, UK

**Electrolux Professional AG, Switzerland (4yrs)**

**R&D Project Manager**

Managed introduction of over 200 different models for the US market in 1 year, opening a new market and providing 2M CHF in additional sales. Led team of 3 direct reports.

**Whirlpool Europe, Italy (5yrs)**

**Senior Mechanical Engineer**

Managed new product introduction of projects with capital investments of up to \$3M. Led team of 3 direct reports. Reduced service call rate by 30%.

**Funosas,  
Ruben**

Spanish: 29  
Languages: Spanish (N), Catalan(N), English (F), German (F), French (B)  
Telecommunications Engineering, Ramon Llull "La Salle", Spain  
Technical Electrical Engineering, Ramon Llull "La Salle", Spain

**Askon ConsultingGroup (ALTRAN), Germany, (4 yrs)**

**Consultant (4 yrs)**

Led strategy, planning and implementation of compatibility communication process for a top automotive firm. Reduced critical warrant costs worldwide and planed a new internal and supplier validation workflow.

Managed the system validation team (4 people).

**Pre-sales Consultant (1 yr)**

Increased company positioning through new project acquisition.

## G

**Gabriel Bouscayrol,  
José Rodrigo**

Guatemalan: 24  
Languages: Spanish (N), English (F)  
BA in Managerial Studies and Economics, Rice University, United States

**Cementos Progreso, Guatemala (2 yrs)**

**Financial and Strategic Planning Analyst**

Conducted strategic analysis and business plan yearly updates. Helped designed the long-term strategy of the company. Led several projects. Responsible for generating financial statements.

**Transformadora Metalúrgica, Guatemala (1 yr)**

**Assistant to the General Manager**

Oversaw improvements in all areas of the company. Reduced production times and costs by 15%. Increased sales by 20%.

**García Bolós,  
Juan**

Spanish: 28  
Languages: Spanish (N), English (F), German (F), Catalan (F)  
MSc. in Electrical Engineering, Polytechnic University Valencia, Spain

**Panasonic Automotive Systems Europe GmbH, Germany (2 yrs)**

**Project Leader - Development Engineer**

Led a team of 5 engineers in a cost-down project for a German carmaker. I was the customer interface, managed the technical development and supervised external suppliers.

**Robert Bosch GmbH, Germany (3 yrs)**

**Development Engineer**

Coordinated an R&D team of 7 engineers in the development of a prototype for the automotive industry shown at the international Fair IFA in Berlin.

**Gashti,  
Sara**

US American: 25  
Languages: Farsi (N), English (F), Spanish (B), Arabic (B)  
Bachelor of Science, Butler University, USA

**Northwestern University, USA (4 Yrs)**

**Research Program Coordinator**

Coordinated and managed the planning and implementation of a broad based cancer screening program. Directed teams of doctors, researchers, volunteers and government regulators through federal approval process for new medical products. Presented the latest research results to the international medical community. Led a team of professionals in the development of breakthrough discoveries in the prostate cancer field.

**P. Gette,  
José, SJ**

Argentinian: 35  
Languages: Spanish (N), English (I), Russian (B)  
Degree in Philosophy and Theology, University of Salvador, Argentina

**Member of the Society of Jesus**

**Salvador School, Buenos Aires, Argentina.**

**Pastoral Director**

Responsible for the Pastoral and Theology Departments, as well as, director of Maintenance, Cleaning, Security and Receptionist Departments.

## G

**Giner Peyra,  
Buenaventura**

Spanish: 25  
Languages: Spanish (N), Catalan (N), English (F)  
Undergraduate in Business Administration, Univ. Int. de Cat., Spain

[Audihispana Grant Thornton, Spain \(2 yrs\)](#)

**Senior Auditor**

Twice awarded bonuses for recruiting new clients. Inspected and analysed financial statements (1-2 per month). Prepared monthly proposals for improving processes. Managed incidents with clients, and participated in the merger of 5 companies.

[San Miguel Fábricas de Cerveza y Malta, Spain \(1 yr\)](#)

**Assistant Accountant****Gonzalez,  
Sylvana**

Nicaraguan/Italian: 30  
Languages: Spanish (N), English (F), Italian (I)  
BS in Commerce, Marketing & Management, University of Virginia, USA

[Savor Restaurant & Lounge, Nicaragua \(1.5 yrs - ongoing\)](#)

**Owner & Manager**

Created business plan, concept, and menu. Responsible for operations, marketing, and team of 11. Secured ROI within one year and currently operating successfully.

[American Nicaraguan Foundation, USA \(4 yrs\)](#)

**Development Associate**

Implemented strategic plan that generated revenue growth of 125% in fundraising events. Managed all aspects of major fundraising events. Directed successful Direct Mail Program which secured new revenue source for organization.

## GH

**Gulla,  
Vanilynne**

US American: 27  
Languages: English (N), Spanish (I)  
BSc. Business Administration, University of California, Riverside, USA

[Hypothesis, USA \(1.5 yrs\)](#)

**Senior Research Analyst**

Analyst/project consultant for international/domestic market research in entertainment and consumer goods (45%+ margins). Main consultant on ongoing pilot and series test research with company's largest client.

[Lieberman Research Worldwide, USA \(3.5 yrs\)](#)

**Senior Research Manager**

Project manager in International division for both consumer and B2B market research. Integral member of cross-country team based in both Los Angeles and London.

**Havens,  
Victoria**

US American: 25  
Languages: English (N), French (I)  
BA Hons in Communication, University of Pennsylvania, USA

[M, USA \(3 yrs\)](#)

**Account Manager**

Launched new campaigns for financial and healthcare clients. Efforts for the financial client contributed to a 40% increase in deposits during the first quarter of 2008. The healthcare client won the Platinum Award for best new campaign in a national marketing competition.

Created and produced collateral, outlined media plans and monitored website development for clients in the financial, healthcare, construction, casino and racing, luxury goods and non-profit industries.

**Goenka,  
Ruchir**

Indian: 29  
Languages: Hindi (N), English (F), Spanish (B)  
Bachelor of Commerce (Finance), University of Mumbai, India

[Galaxy Gems, India \(9 yrs\)](#)

**Senior Partner**

Designed strategic plan of Galaxy Gems (diamond trading house in India) and led international expansion increasing client base by 50%. Facilitated earnings planning process by conducting revenue/pricing projections and developed financial forecasts for the business. Evaluated synergies from backward integration of the business into manufacturing. Presented earnings reviews to the Senior Partners. Managed family and personal investment portfolio.

**Gotanda,  
Motoki**

Japanese: 31  
Languages: Japanese (N), Mandarin (F), English (F), Spanish (B)  
B.A. in Policy Management, Keio University, Japan

[Accton Technology Corporation, Taiwan \(3 yrs\)](#)

**Account Manager**

Coordinated a partnership with an established Japanese company and increased sales channels from 0 to over 20 in 2 years. Managed the Japanese office, led marketing activities, and raised brand awareness.

[Cisco Systems Inc., Japan \(2 yrs\)](#)

**Account Manager**

Led cross functional team and won a \$700K project from a traditional market which had been dominated by Japanese domestic makers.

**Hanafy,  
Sarah**

Canadian: 27  
Languages: English (N), Spanish (I), French (I), Arabic (I)  
Degree in International Relations, University of Windsor, Canada

[Government of Ontario, Canada \(4 yrs\)](#)

**Senior Issues Manager & Legislative Advisor to Minister of Finance**

Direct advisor to the Minister of Finance, ultimately responsible for all preparation/reaction to contentious issues & announcements, including national broadcast of \$90B Annual Provincial Budget. Supervised passage of 20+ pieces of legislation, managing large teams & acting as a speechwriter. **Legislative Advisor to Minister of Immigration & Intergovernmental Affairs**  
Analyzed legislative items from a policy & communications perspective. Facilitated public consultations, liaising with stakeholders and Legislators.

**Hogan,  
Kevin**

Irish: 29  
Languages: English (N), Spanish (F), French (B), Catalan (B)  
BA Hons In ICT, Trinity College Dublin, Ireland

[Barcelona Supercomputing Center, Spain \(3 yrs\)](#)

**Researcher**

Managed development cycle of internal toolset, coordinated and calculated BSC's input and financial requirements with other collaborators in EU projects, coauthored and published papers in international conferences, travelled abroad to represent BSC.

[Skillsoft PLC, Ireland \(3 yrs\)](#)

**Software Engineer**

Designed and developed some core components of Skillsoft's IT infrastructure, interfaced with Marketing and Testing departments internationally, assisted with knowledge transfer and other steps required during company merger.



H I



Holguera Tsukada,  
Igor

Spanish: 26  
Languages: French (N), Spanish (N), Catalan (F),  
Japanese (F), English (F), Mandarin (B)  
Electronics & Telecommunications Engineering,  
Supélec, France

[Sagem Communications, China \(2 yrs\)](#)

**Hardware Engineer**

Cooperated in the technical design of one component, interfacing with a multi-cultural -Chinese and French- team of hardware and software engineers, facilitating the understanding and compatibility of each one's work, ultimately resulting in the successful launch of new product. Trained the newly-hired engineer that took my position when I left the company to do my MBA, so that the transition was smooth for the company and the engineer, and there was no impact on the project.



Isuk,  
Felix

US American: 27  
Languages: English (N), Spanish (I)  
BA in Anthropology, Harvard University, USA

[Samuel James Limited, USA \(5 yrs\)](#)

**Portfolio Manager**

Implemented an option trading strategy that generated current income yield of 115bps and hedged positions in our portfolio. Co-developed financial model used to win \$300M deal to build a statewide HIE network.

[Blue Water Worldwide, LLC, USA \(1 yr\)](#)

**Senior Advisor**

Raised \$10M of the firm's initial committed capital. Negotiated terms for \$5M bridge loan. Invested in agricultural and industrial real estate in LATAM.



Ilagan,  
Patricia Victoria

Filipino: 32  
Languages: Filipino (N), English (F), Spanish (I)  
BS Management, Ateneo de Manila University,  
Philippines

[Linksolutions BPO Inc, Philippines \(2 yrs\)](#)

**Training Manager**

Managed the training and development of over 100 employees. Involved in the planning and execution of operational and recruitment strategies.

[Generali Pilipinas Life Assurance Company Inc \(1.5 yrs\)](#)

**Assistant Manager, Treasury - Investments Division**

Oversaw the management of Generali Pilipinas' Euro, Dollar and Peso investment portfolios amounting to 2.8 billion (Philippine peso), enabling it to meet monthly investment income targets.



Izquierdo Cabezudo,  
Raúl

Spanish: 31  
Languages: Spanish (N), English (F), Portuguese (F), Italian (F)  
Degree in Biology, University of Salamanca, Spain

[Intervet \(now Schering-Plough Animal Health\), Spain \(1 yr\)](#)

**Quality Manager**

Managed internal and external audits and bio-security for all facilities in Salamanca. Coordinated all Quality issues for a team of 130 people. Solved communication and reporting issues among departments.

[CSIC & University of Aveiro, Spain & Portugal \(6 yrs\)](#)

**Researcher and Project Management**

Managed two different Research Projects. Led student's training.

K



Kamenski,  
Tomislav

Croatian: 31  
Languages: Croatian (N), English (F), Spanish (F),  
German (F)  
Ph.D. in Biochemistry, University of Munich (LMU),  
Germany  
Degree in Chemistry, University of Zagreb, Croatia

[Institute of Molecular Biology, Barcelona, Spain \(2 yrs\)](#)

**Investigator - Postdoctoral Fellow**

Led a European Commission funded project. Implemented a new line of research. Introduced novel methodologies and equipment.

[Gene Center - University of Munich, Germany \(4 yrs\)](#)

**Scientific Associate**

Designed innovative approaches for solving a biochemical problem. Trained undergraduate students and coordinated 2 senior research technicians. Teaching assistant.



Khan,  
Fahd

Indian: 24  
Languages: Hindi (N), English (F)  
BCom Hons, Mumbai University, India

[Geant Saudi Ltd, Saudi Arabia \(1.7 yrs\)](#)

**Asst. Buyer - Detergent, Perfume & Hygiene (FMCG)**

Managed a €25m turnover across 9 hypermarkets. Responsible for revenue generation & 60 supplier relationships in an international team. Negotiated for promotions and sales activities. Achieved a 20% growth in earnings.

[Birla Sunlife Asset Mgmt, India \(1 yr\)](#)

**Business Development Associate, Delhi**

Acquired new corporate relationships for the company by selling equity & debt mutual funds. Increased the assets under management by €1m.



Khalsa,  
Nirankar

US American: 31  
Languages: English (N), Spanish (N), French (B),  
Hindi (B)  
BA in Marketing, University of Massachusetts, USA

[Stein Group Hotels, Russia / Ireland \(5 monhs\)](#)

**Hospitality Task Force Manager**

Manager responsible for leading, training and development of new staff. Developed & implemented critical strategies for the opening of two new hotels.

[Starwood Hotels & Resorts, USA \(4 yrs\)](#)

**Leisure Sales Manager, Global Sales Office Miami (2.5 yrs)**

Managed online sales portal with 500 member clients worldwide. Coordinated marketing programs and sales initiatives. Generated upwards of \$10 million in revenue.



King,  
Eric

US American: 28  
Languages: English (N), Spanish (I)  
BA in Advertising, University of Minnesota, USA

[Alcon Laboratories, Inc. USA \(2 yrs\)](#)

**Specialty Pharmaceutical Representative**

Responsible for promoting pharmaceuticals to high-volume, specialty physicians in the demanding New York City market. Analyzed territory data to leverage advantages and grow marketshare to a Top 5 company ranking.

[Deutsche Post World Net USA \(2 yrs\)](#)

**Account Executive - DHL Division**

Corporate liason responsible for acquiring, developing, and maintaining business accounts. Designed logistic routes to optimize customer efficiency.

K L

**Köhler,  
Dieter**

German: 29  
Languages: German (N), English (F), Spanish (F)  
BA in Business Administration, Frankfurt School of Finance & Management

**Commerz Business Consulting, Germany (3 yrs)  
Consultant**

Led teams and developed strategy, process and communication solutions in the areas of Retail/Corporate Banking and Asset Management, with topics including sales controlling, private mortgaging, corporate succession, securities trading and corporate culture.

**Commerzbank, Germany (2 yrs)**

Developed and implemented a reporting and controlling system for the online banking portal for private and business clients.

**Leg Moreno,  
Marta**

Spanish: 26  
Languages: Spanish (N), Catalan (N), English (F)  
Undergraduate degree of Advertising and Public Relations, URL, Spain

**Dayax, Spain (<1 yr)  
Account Manager**

Responsible for the management of several clients in the national and international area (sectors: FMCG, fashion, tourism, etc.), designing and developing Global Plans of Strategic Communication together with the persons in charge of marketing, leading a team of 9 people.

**Euro RSCG, Spain (2 yrs)**

**Account Executive**  
Responsible for the application of Plans of Integral Communication for several clients. Managing a communication team of 5 members.

**Lepri Domènech,  
Alexandre**

French/Mexican: 29  
Languages: French (N), Spanish (N), English (F), Portuguese (B), Catalan (B)  
Master's Degree in International Exchanges, La Sorbonne University, Bachelor Degree in Management & Development, EICD 3A, France.

**DuPont, Mexico (2 yrs)**

**Sales & Marketing Representative for Mexico, Teflon® Segment**

Managed \$1.3m portfolio (Sales B2B), implemented marketing strategy (\$80k MC budget) including direct marketing with retailers (Carrefour).

**Carrefour, Mexico (2 yrs)**

**Category Manager Textile Division**

Designed and implemented product strategy (trademark introductions) and pricing, worked in collaboration with buyers and suppliers.

**Lillge,  
Thomas**

German: 28  
Languages: German (N), English (F), Spanish (F)  
International Business and Cultural Studies, Universität Passau, Germany

**Solon Management Consulting, Germany  
Strategy Consultant**

Managed client team of 5, reorganizing Call Center processes and agent trainings for German DSL provider. Call Center availability rose from 65% to 95%, complaint quota dropped below 10%. Advised European PE house on the development of the German Pay TV market, therewith triggering substantial investment decision. Reorganized advertising sales structures for German publishing house, enabling it to mitigate downturning market development.

**Krishna Prasad,  
Athreya**

Indian: 25  
Languages: Tamil (N), English (N), Hindi (I), Spanish (B)  
Computer Engineering, Anna University, India

**Tata Consultancy Services, India (2.2 yrs)**

**IT Consultant**

Integral member of the crucial 5-person "B2B Gateway Development Team" for a critical project which contributed to overhauling the entire United Kingdom telecom industry. Designed the technical communication standards for UK telecom industry. Collaborated with sales & marketing teams to provide solutions for British Telecoms' Internet-delivered television. Motivated colleagues to participate in Corporate Social Responsibility activities by conceptualizing & implementing easily accessible channels.

**Legoff,  
Claudia**

Mexican: 29  
Languages: Spanish (N), English (F), French (I)  
Industrial Engineer, ITESM, Mexico

**TOTAL Group, Mexico (5 yrs)**

**Production, Maintenance, Planning, and Projects Manager**

Led two industrial sites with 60 persons. Implemented an ERP software for 5 operative areas. Handled a 6M€/year budget for finished products and raw material stocks. Managed cross functional projects that improved safety, efficiency & working conditions. Collaborated intensively to achieve the International Small Site Safety Rating System (ISSRS). Worked one year in the Quality department to lead the version update of the ISO/TS-16949 (automotive industry) and ISO-9000.

**Lidón Galarraga,  
Iñigo**

Spanish: 28  
Languages: Spanish (N), English (F)  
Degree in Computer Engineering, University of Deusto, Spain

**Vodafone, Spain (1.5 yrs)**

**Key account manager**

Acquired and serviced multiple high profile clients, exceeded company goals by 120%.

**Management Solutions (MS), Spain (3 yrs)**

**Senior consultant**

Managed a team of professionals. Optimized processes for a leading multinational, eliminating a negative impact on the profits and loss balance. Generated new business opportunities to create additional revenue streams.

**DMR Consulting, España (1 yr)**

**Llorens Solé,  
Xavier**

Spanish: 27  
Languages: Spanish (N), Catalan (N), English (I), Italian (I)  
Telecommunication Engineering, UPC, Spain

**PricewaterhouseCoopers, Spain (1 yr)**

**Consultant**

I trained employees in ABAP as requested by the customer. Extension of the maintenance of a SAP system for more than a year.

**BearingPoint Business Consultant (3 yrs)**

**System Analyst**

I developed the PP, MM, SD, WM, FI-CO and PM modules from SAP reducing by 25% the estimated time. Implementation of a SAP system playing an important role in the teamwork.



L M M

M

**López Gascón,  
Emmanuel**

Mexican: 28  
Languages: Spanish (N), English (F)  
BA in Economics, ITAM, Mexico

[GE Money, Mexico \(4 yrs\)](#)

**Risk Manager (2 yrs)**

Responsible for managing an unsecured portfolio of \$45 MM through the credit cycle, including origination policies, planning and losses. Lead a team of 4 people to reduce overdue debts by 30% for last quarter of 2007.

**Risk Analyst (2 yrs)**

Responsible for the monthly tracking and reporting of financial accounting and risk reserves for a Credit Card portfolio of \$240 MM. Part of the team who forecast risk metrics for the financial planning sessions of the company.

**Maheshwary,  
Ankur**

Indian: 26  
Languages: Hindi (N), English (F), Spanish (I)  
Production & Industrial Engineering, Delhi College of Engineering, India

[Amdocs, India \(1.5 yrs\)](#)

**Subject Matter Expert**

Lead a front end team of 4 for a project release of \$1.2m. Instrumental in winning a 15,000 man hrs project from a new client. Implemented business solutions in CSM and Billing products on new telecom technologies.

[Infosys Technologies Limited \(1.5 yrs\)](#)

**Software Engineer**

Designed business flows for a highly complex & mathematical Disaster Recovery Mgmt project (telecom hardware). Top performer - 2006.

**Pedro de Oliveira,  
Martinho**

Portuguese: 31  
Languages: Portuguese (N), English (F), French (F), Spanish (I)  
Post-graduate degree in Business, ISCTE, Portugal  
Undergraduate degree in Chemical Engineering (Biotech), IST, Portugal

[OGMA - Indústria Aeronautica de Portugal S.A., Portugal \(5 yrs\)](#)

**Process Engineer**

Functional leader of composite repair area (10 people) and surface protection (60 people). Technically responsible for the manufacturing of Eurocopter composite parts (100 people). Leader of urgent repair team, which entails coordinating with logistics, sales, production and the client. Instructor of about 100 people per year on composites and coatings. Part of entrepreneurial project, winner of Solvay Ideas Challenge 2003, responsible for market study and business plan (received €120k funding).

**McKnight,  
Justin**

US American: 24  
Languages: English (N), Spanish (B)  
Business Administration, University of Florida, USA

[Northstar Capital Management, USA \(2 yrs\)](#)

**Head Trader (1 yr)**

Head trader overseeing all equity and fixed income trading for \$450mm U.S. based investment advisor. Member of both equity and fixed income management committees. Responsible for research and security selection within client portfolios.

**Associate (1 yr)**

Responsible for firmwide composite construction and maintenance. Initiated and oversaw new website project for the firm.

**López Barrio,  
Elisa**

Spanish: 27  
Languages: Spanish (N), Catalan (F), English (F), French (B)  
Industrial Engineering, Universidad Pontificia Comillas (ICA) , Spain

[Unión Fenosa Gas, Spain \(1.5 yrs\)](#)

**Account Manager**

Negotiated natural gas deals with customer executives. Recruited two major clients resulting in additional revenues of €8.200.000 annually. Provided technical support and service.

[PricewaterhouseCoopers, Spain \(1.5 yrs\)](#)

**Consultant**

Evaluated and analyzed R+D+I projects for Vodafone and Amena. Optimized process within Repsol YPF, British Petroleum and CAPSA.

**Martínez Martínez,  
Pascual**

Spanish: 28  
Languages: Spanish (N), English (F), Catalan (F), French (B)  
Civil Engineering, Universidad Politécnica de Valencia, Spain

[Dragados, Spain \(3 yrs\)](#)

**Project Manager (1 yr)**

Prepared financial and technical plan for a €5M construction project. Supervised project implementation with a team of 6. Oversaw purchases, analysed requirements and reduced costs by 10%.

**Maintenance and Quality Control Manager (2 yrs)**

Created and executed a €300,000 Integrated Maintenance Plan. Managed profit and loss accounts. Devised a strategy to reduce Quality Plan costs by 35%. Led a functional group of 50 improving deadlines by 15%.

**Mau,  
Luke**

US American: 30  
Languages: English (N), Mandarin Chinese (I), Spanish (B)  
BS (Honors) Finance, BS (Honors) Accounting, University of Utah, USA

[L Mau Enterprises LLC, USA \(2 yrs\)](#)

**Member/Manager**

Sole proprietor consulting firm. Managed non-profit audit in new geographical region, generating 7 new leads and 1 new client. Directed software conversion, improving efficiencies 25% and paperless operation.

[CC Realty LLC, USA \(3 yrs\)](#)

**Controller**

Created new income source by investing surplus capital, resulting in 55% increase in investment income. Reduced outstanding accounts by 85%.

**Meyer,  
Julia**

Swedish/Swiss: 28  
Languages: German (N), Swedish (N), English (N), Spanish (N), Chinese (I), French (B)  
BA in Social and Economic Geography, Lund University, Sweden

[Adiario, Mexico \(1.7 yrs\)](#)

**General Manager**

Designed the strategic and creative concept of daily newspaper based on relevant market and consumer trends. Directed 7 cross-functional teams with over 40 people to achieve product launch. Successfully planned and implemented a new business strategy resulting in a 50% increase in copies distributed within 3 months of operation. Created innovative advertising solutions, leading to an increase in sales, and overall profits after 5 months of operation. Managed daily operations of newspaper; controlled budgets, trained staff, handled key advertising accounts and public relations.

## M N

Mishra,  
Saurabh

Indian: 28  
Languages: Hindi (N), English (F), Spanish (B)  
Mechanical Engineering, BIT Sindri

[Infosys Technologies Ltd, India/USA \(4 yrs\)](#)

**Programmer Analyst, U.S.A. (1 yr)**

Managed client interactions, assessed business requirements and collaborated with cross functional teams to provide custom solutions for a \$1.5M project. Mentored a 5-person team.

**Software Engineer, India (3 yrs)**

Led a 3 member team on a \$1M project. Spearheaded improvements in team performance, quality and knowledge management, contributing to 25% increase in customer satisfaction.

Morris,  
Andrew

US American: 28  
Languages: English (N), Spanish (I)  
BBA in Finance and Marketing, University of Iowa, USA

[ABN AMRO \(now RBS\), USA \(4 yrs\)](#)

**Global Treasury Advisor**

Responded to RFP's worth 3 million euro in new revenue generation encompassing the client's need for streamlined global cash flows, optimal liquidity structures and investment opportunities for excess cash.

Advised over 40 middle market and 30 large corporate clients on Treasury Management products and services on an in-country, regional and global basis across 60 countries and 3,000 locations. Efficiently and effectively managed 100+ customers implementing 345K USD of US Domestic Cash Management products and services.

Montes,  
Desiree

Venezuelan: 25  
Languages: Spanish (N), English (F)  
Production Engineer, Simon Bolivar University, Venezuela

[Cervecería Polar, Venezuela \(3 yrs\)](#)

**Financial Planning Specialist (1 yr)**

Developed a financial model for the company's business plan. Member of team responsible for developing the strategic model for business' packaging material. Led team of 4 financial analysts. Maintained network of communication between Marketing, Sales and Supply Chain departments.

**Financial Planning Analyst (2 yrs)**

Acted as department representative for company's special projects.

Naydenova,  
Ventzislava

US American/Bulgarian: 25  
Languages: English (F), Bulgarian (N), Spanish (B)  
BA in Accounting, The George Washington Univ., USA

[Wachovia Securities, USA-Financial Analyst \(1 yr\)](#)

**Financial Analyst**

Provided initial screening, underwriting and sizing of commercial loans ranging from \$20 million-\$3 billion and assisted in structuring and pricing over \$7 billion in transactions.

[BT Development Services \(The largest hospitality owner in Bulgaria\) \(3 yrs\)](#)

**Bulgaria-Financial Committee Member**

Involved in the operational oversight of the company including annual budget approval, control systems evaluation and participation in quarterly committee meetings. Supervised monthly inventory procedures for over 40 F&B facilities. Supported a major corporate restructuring in 2005 by hiring a new management team and reducing the company's debt exposure by nearly 40%.

## O P

Olivares,  
Alexandra

Venezuelan: 26  
Languages: Spanish (N), English (F)  
Degree in Public Accountancy, Universidad Católica Andrés Bello, Venezuela

[Ernst & Young, Venezuela \(1 yr\)](#)

**Assistant Staff II**

Performed Financial Statements Auditing for IT, Construction, Telemarketing & Stock Brokerage companies. Developed a new procedure to analyse foreign currency debt for a Telco.

[C.N.A. de Seguros La Previsora, Venezuela \(3 yrs\)](#)

**Compliance Coordinator**

Trained 1,500 employees in compliance policies, evaluated as "outstanding". Designed and performed Process Auditing nationwide.

Ortiz,  
Ximena

Colombian: 24  
Languages: Spanish (N), English (F), French (B)  
Industrial Engineering, Florida International University, United States

[Boeing, United States \(1 yr\)](#)

**Industrial Engineer level 2**

Managed all scheduling aspects of Interior Cargo Systems and was able to successfully maintain the work package in record time, led and participated in projects to define tooling and labor requirements.

[Brightstar Corporation, United States \(1 yr\)](#)

**Key Performance Indicator Specialist**

Defined, calculated and analyzed performance indicators for the supply chain, which decreased the order fulfillment times.

Ong,  
Maria Cristina

Filipino: 27  
Languages: Filipino (N), English (F), Spanish (B)  
Management Engineering, Ateneo de Manila, Philippines

[Macquarie Capital Securities \(Philippines\) Inc. \(2 yrs\)](#)

**Executive - Macquarie Capital Advisers (Corporate Finance)**

Responsible for transaction execution in the Manila office including managing junior staff assigned to Philippine deals. Part of a team that completed over US\$1B of financial advisory and equity capital market transactions.

[ABS-CBN Broadcasting Corporation, Philippines \(4 yrs\)](#)

**Financial Analysis and Investor Relations Assistant**  
Managed information sessions for shareholders, creditors and financial analysts. Information initiatives were recognized with awards.

Pattiselanno,  
Lenard Raymond

Singaporean: 32  
Languages: English (N), Mandarin (I), Spanish (B)  
BSc in Business, Indiana University, Bloomington, Indiana, USA

[Republic of Singapore Navy, Singapore \(13 yrs\)](#)

**Section Head, Naval Operations Department (3 yrs)**

Managed key section involving Singapore's maritime security. Coordinated national inter-agency meetings and collaborated with other government agencies to develop and implement initiatives which contributed to Singapore's overall security.

**Shipboard Officer (5 yrs)**

Managed up to 40 personnel in the conduct of maritime security operations. Supervised training requirements, career progression and personnel welfare.



P



Paul Rivero,  
Alfredo

Venezuelan: 32  
Languages: Spanish (N), English (F), French (B), German (B)  
BA in Business Administration, Universidad Metropolitana, Venezuela

[Vector Consulting, Venezuela \(6 yrs\)](#)

**Cofounder - Partner**

Led a team of 3 as a project manager. Negotiated directly with CEOs and General Managers of different clients and successfully managed client relationships. Administered a profit and loss account of US\$165K.

[Accenture, Venezuela \(1.5 yrs\)](#)

**Analyst**

Participated in the merger of banks and insurance companies in the Dominican Republic, Venezuela and Panama.



Pérez Miranda,  
Alejandro

Spanish: 28  
Languages: Spanish (N), English (F)  
MEng Computer Science, Universidad Pontificia de Salamanca, Spain  
BSc Computer Science, Universidad Pontificia de Salamanca, Spain

[Access IT Ltd., United Kingdom \(3 yrs\)](#)

**Senior Information Systems Analyst**

Led project to design and implement open source (low cost) ERP systems decreasing inventory by 21% and reducing, operating costs by 17% and administrative costs by 16%.

[TOIMSA SL., Spain \(2 yrs\)](#)

**Information Technology Engineer**

Responsible for the company's IT and development departments. Provided information for a better evaluation of the company's performance.



Prabhu,  
Sreenivasa

Indian: 29  
Languages: English (F), Hindi (N), Spanish (B), Malayalam (N), Konkani (N)  
M.Sc (Chemistry), Annamalai University, India  
B.Sc (Chemistry), Mahatma Gandhi University, India

[Bhabha Atomic Research Centre, Government of India, India \(6.5 Yrs\)](#)

**Scientific Officer (2.5 yrs)**

Co-ordinated three projects to study the intake of radioactive substances by general public through their diet to compile the baseline data for operation of nuclear power plants.

**Senior Assistant Scientist (2 yrs)**

Led a team of 6 members for international harmonization of monitoring techniques which resulted in 50% increase in the efficiency.



Prelypchan,  
Erin

Canadian: 33  
Languages: English (N), Mandarin (F), French (F), Spanish (I), Filipino (I)  
BA Honours, Chinese Language and Literature, McGill University, Canada

[Monkey Forest Consulting, Canada \(1 yr\)](#)

**Communications Consultant**

Planned awareness campaign for 10,000 people on US\$4 billion, environmentally-sensitive project for Xstrata Copper, reducing community resistance to mining and accelerating client's time to market.

[Pacific Strategies and Assessments, Philippines \(3 yrs\)](#)

**Director of Business Intelligence**

Turned around struggling cross-cultural team of business analysts within 90-day deadline, contributing to a \$1 million annual revenue increase.

P R R



Priano Brunetti,  
Luciana

Italian/Venezuelan: 25  
Languages: Spanish (N), Italian (F), English (F)  
Business Degree, Metropolitana University, Venezuela (Top 10 graduate)

[Kraft Foods, Venezuela \(2 yrs\)](#)

**Trade Marketing Channel Senior Analyst**

Created the design and execution of the product launches and customized promotions for top clients, which increased sales 20% from the previous year. Promoted to Category Management Leader.

[Johnson and Johnson, Venezuela \(2 yrs\)](#)

**Marketing Down The Trade Coordinator**

Through consumer researches, increased the sales mix from 30% to 42%. Awarded for developing strategies for low income consumer behavior.



Raheja,  
Nitin

Indian: 28  
Languages: English (N), Spanish (B), Hindi (N)  
Computer Science, University of Texas at Austin, USA

[Freescale Semiconductor, USA \(3.5 yrs\)](#)

**Product Development Engineer**

Designed and led implementation to unify architecture for high-performance compute grids in 15 countries. Reduced turn around time for NPI (New Product Introduction) execution by 10%, resulting in \$5M/year cost savings.

[Motorola, USA \(2.5 yrs\)](#)

**Software Engineer**

Collaborated with multi-functional team to facilitate temporary closing of a data center to increase capacity, resulting in \$1M+ cost avoidance.



Rodríguez Muñoz,  
Guiomar

Mexican: 27  
Languages: Spanish (N), English (F), French (B)  
Degree in Marketing, ITESM, Mexico

[Unilever, Mexico \(3.1 yrs\)](#)

**Regional Brand Assistant Sr. (2.5 yrs)**

Responsible for developing product innovation in Latin America for Pond's and Vaseline, achieving sales growth by 19% and 22% respectively. Led cross-functional and international teams to harness company synergies. Developed integrated marketing plans to maximize product adoption.

**Regional Innovation Assistant (6 months)**

Analyzed consumer research to identify new market opportunities. Provided proposals to company executives, contributing to successful product launches.



Romero,  
Javier

Costa Rican: 29  
Languages: Spanish (N), English (F)  
Degree in Business & Finance, U.C.R, Costa Rica

[SIGMedia, Costa Rica \(2 yrs\)](#)

[Small internet gaming marketing company](#)

**General Manager**

Responsible for start up & management of office in Costa Rica, managing personnel with varied backgrounds and competencies.

[Sportingbet Plc \(6 yrs\)](#)

**Brand/Website Manager (3 yrs)**

Responsible for brand/website's marketing targeting the USA with a \$3 million budget, achieving double digit growth.



Roubben,  
Christoph

Belgian: 28  
Languages: Dutch (N), English (F), French (I), German (I), Spanish (I)  
Degree in Engineering (MSc), KHLim, Belgium  
Complementary Study in Management, University of Hasselt, Belgium

[Dynaflux Group BV, The Netherlands \(4 yrs\)](#)

**Manager Retail Markets and Customer Service (2 yrs)**

Responsible for all activities in Retail Market and Customer Service (10 people).

Led multiple project teams, increasing overall efficiency and customer satisfaction.

**Business Unit Manager (2 yrs)**

Responsible for set-up, overall management and expansion of strategic BU (€ 4m).

Managed cross-functional team of 25 people. Reported directly to Managing Director.



Sánchez Sánchez,  
Maria Ester

Spanish: 26  
Languages: Spanish (N), Catalan (N), English (F)  
Post-grade degree in Events management, Business & Marketing School, Spain  
BA in Business management (Major in Marketing), Abat Oliba CEU, Spain

[Impladent SL, Spain \(2 yrs\)](#)

**Event manager- Marketing Department**

Organized Spain's largest dental industry trade fair, achieving a 50% increase in sales while reducing operating costs by 20%. Played an integral and proactive role in creating the strategic marketing plan.

[Creative Labs, Dublin \(1 yr\)](#)

Promoted from an administrative positions to small-mid size companies manager, reducing payment shortfalls by 70% in the area.



Salcedo,  
Ana María

Colombian: 30  
Languages: Spanish (N), English (F), Italian (B)  
Risk Management and Economics, Universidad de los Andes, Colombia  
BA Finance and International Affairs, Universidad Externado, Colombia

[Correval, Colombia \(3 yrs\)](#)

**Senior Trader Local Debt Securities**

Analysis of market trends and quick decision making to take advantage of market opportunities. Responsible for a \$20M portfolio of local debt securities. Achieved 115% of profit target in the past 3 years.

[Banco Santander Colombia S.A. \(5 yrs\)](#)

Managed the Debt Team (3 people) with a portfolio of \$120M. Reached 145% of profit targets and placed the bank within the top Market Markers.



Sánchez-Cordero,  
Antonio

Spanish: 24  
Languages: Spanish (N), Catalan (N), English (F) and French (I)  
BA in Law, Universitat Pompeu Fabra, Spain

[The Albion Corporation, United Kingdom \(1.5 yrs\)](#)

**Project Manager & Managing Director**

Headed business start up and coordinated launch of products in international markets as well as selecting national distributors and retailers. Responsible for a team of 5 that established and executed strategic plans with international distributors geared towards increasing sales.

[Grupo Britannia, Spain \(2.5 yrs\)](#)

**Project Manager**

Developed the company's business model and defined strategy.



Sawlani,  
Shailesh

Indian: 26  
Languages: English (N), Hindi (N), Spanish (B)  
B.Sc. Computer Science, Jai Hind College, Mumbai University, India

[Virgin Records \(India\) Pvt. Ltd., India \(3.5 yrs\)](#)

**Executive – Corporate & Digital Marketing**

Created and executed customized branding solutions for renown global brands. Contributed 50% towards bottomline during the company's best month in 10 year history. Involved in new media marketing, allied business development and execution of strategic initiatives in sales and marketing. Part of a team that conceptualized and executed the biggest content-media deal for international music in India. Worked with label managers to achieve international and local sales targets. Managed the supply chain of digital assets. Helped establish music licensing as a revenue stream.



Serra,  
Tristany

Spanish: 27  
Languages: Spanish (N), French (F), German (F), English (F), Italian (I)  
Mechanical Engineer, Technische Universität Darmstadt, Germany

[Talleres Serra, Spain, 25 employees \(2 yrs\)](#)

**International Purchasing and Sales Manager**

Directed a 5 person team managing engineering projects. Reduced by 50% the quantity of defective goods purchased. Sold client-specific product ideas to key clients, generating new products and creating sales of over €200.000.

[Heidelberger Druckmaschinen, Germany, 18.000 employees \(1yr\)](#)

**Developing Engineer**

Responsible for machine group development. Managed 3 staff undertaking prototype tests. 40% performance improvement of the machine group.



Salvador Seivalos,  
Ana Beatriz

Brazilian: 26  
Languages: Portuguese (N), English (F), Spanish (I)  
Advertising, Pontifícia Universidade Católica - PUC, Brazil

[Script Communication, Advertising Agency, Brazil \(1 yr\)](#)

**Executive Account Manager**

Responsible for diverse accounts such as: Repsol YPF; Thoquino Beverage Industry. Negotiating with clients, coordinating teams, working with tight deadlines, controlling budgets, presenting advertising campaigns.

[Contemporânea - Interpublic Group \(IPG\), Brazil \(2,5 yrs\)](#)

**Junior Account Manager**

Managing advertising accounts such as: Triumph International. Planning brand exposure at events, coordinating teams, controlling budgets, working under pressure.



Sinesi,  
Alberto Angelo

Italian: 29  
Languages: Italian (N), German (N), English (F), French (I), Spanish (I)  
Certificate in Investment Banking, New York University, USA  
BA Hons in Business Studies, University of Genoa, Italy

[Mediterranean Shipping Company USA Inc, USA \(2.5 yrs\)](#)

**Accounting & Collections Manager**

Analyzed core financial statements and supervised accounts receivable and payable methodology development. Grew productivity of department by 20% and reduced sales outstanding by 25% in 1 year.

[Deloitte Consulting LLP, Italy \(1.5 yrs\)](#)

**Business Analyst**

Defined new CRM processes and reporting procedures in various industries.



S T

V W



Skiredj,  
Abdelaziz

Moroccan: 26  
Languages: French (N), Arabic (N), English (F), Spanish (I)  
BSc in Electrical Engineering, The University of Texas at Austin, USA

[Accenture, Australia \(1 yr\)](#)

**Consultant**

Analyzed change requests and designed complex systems integrations.

[Mena eSolutions, Dubai UAE \(2 yrs\)](#)

**Team Lead**

Led a team of consultants and developers throughout the whole life-cycle of an integration project in the Banking sector.

**Consultant**

Implemented integration projects in the Telecom, and Finance sectors.



Tomer,  
Sandhya

Indian: 24  
Languages: Hindi (N), English (F), Spanish (B)  
Electronics Engineering, Institute of Technology and Management, India

[Accenture, India/UK \(2.5 yrs\)](#)

**Software Engineer**

Analyzed the blueprint and designs and led a team of 5 in the implementation of Strategic Customer Management system for Vodafone, UK. Primary coordinator with external stakeholders to resolve problems which facilitated on-time deployment. Negotiated with the client to continuously improve the project scope according to current business requirements. Instrumental in retaining a 90 million pound contract through consistently delivering high performance results in meeting deadlines and post implementation customer service.



Tokaji,  
László

Hungarian: 32  
Languages: Hungarian (N), English (F), Portuguese (I), Spanish (I)  
MSc. in Applied Zoology, Budapest, Hungary

[Artificial Solutions, Spain \(2 yrs\)](#)

**Project manager / Team Leader**

Coordinated a team of 10 in implementing internet solutions that elevate brand image, generate revenues and cut expenses on customer support for companies such as NTT and IKEA, the latter saving over €10m per year.

[Instituto Gulbenkian de Ciência, Portugal \(4 yrs\)](#)

**Molecular Biologist**

Conducted fundamental research in the field of inflammation and sepsis. Received the Pfizer Award for Young Researchers in 2004.



Tubert Costa,  
Edim Marc

Spanish: 29  
Languages: Spanish (N), Catalan (N), English (F), German (I), French (B)  
Degree in Business Administration, Alliant University, USA

[Grup Integral, Spain \(3 yrs\)](#)

**Consultant**

Led a team of 4 advising over 15 companies from several sectors in the areas of fiscality, accounting, economics and finance. Prepared viability plans and economic studies for expansion.

[Xaprihu, Spain \(2 yrs\)](#)

**General Manager**

Managed staff of 23 people from different countries; increased net profit by 15%.



Villalobos,  
Andrés

Costa Rican: 30  
Languages: Spanish (N), English (F), Portuguese (F), Italian (I)  
Degree in Agricultural Sciences (top 1%), EARTH University, Costa Rica

[Sustainable Markets Intelligence Center, Costa Rica \(5 yrs\)](#)

**Coffee Business Unit Manager**

Project Manager, responsible for teams of up to 5 with P&L responsibility of \$75.000. Increased revenue by 300% over the 5 years. Managed 10 clients and led market research projects for industry leaders, governments and FMCG companies. Launched new market intelligence products and services.

[BioHumico Venture Capital Project, Brazil \(1.5 yrs\)](#)

**Project Director**

Managed a team of 4 performing feasibility studies for the fertilizer industry.



Wang,  
Yong

Chinese: 29  
Languages: Mandarin (N), English (F), Spanish (B)  
BE in Computer Science & Technology, Tianjin University, P.R.China

[Nokia Siemens Networks, China \(4 yrs\)](#)

**Innovation Researcher (1.5 yrs)**

Responsible for analyzing technical inventions within each innovation project and later implementing its technical prototype. Played a key role in an US\$ 1.5M WiFi/WiMax Mesh Network project (10 people, team based in China, Finland and US) and successfully delivered the prototype within 10 months.

[R&D Team Leader \(2.5 yrs\)](#)

Led/built a new software team of 10 and developed 3G Wireless (Radio Network Controller) products. Worked three months in Munich to initiate a new ng-RNC project and migrated it to China R&D successfully.



Voltattorni,  
Paolo

Italian: 29  
Languages: Italian (N), English (F), Spanish (I)  
Degree in Business and Economics, LUISS, Italy

[SDG Consulting, Italy \(1.5 yrs\)](#)

**Consultant**

Project Manager in BI and KM projects. Managed teams of up to 4 people and accountable for a project portfolio of roughly €60K monthly.

[Accenture, Italy \(2 yrs\)](#)

**Business Analyst**

Worked in large teams to launch innovative services for the Public Administration. Responsible for logistic in S-E Italy area in the e-vote project (contract with the Ministry of Internal Affairs renewed in following years).



Willars Moreno,  
Roberto

Mexican: 26  
Languages: Spanish (N), English (F), French (B)  
BS in Economics, ITESM, Mexico

[Mexican Postal Service, Mexico \(6 months\)](#)

**Market Research Manager**

Analyzed market trends in Latin-American and Europe. Participated on the business plan 2007-2012.

[Mckinsey & Company Inc, Mexico \(2 yrs\)](#)

**Business Consultant**

Developed an entered telecommunications strategy plan into Africa for a Middle East Company. Participated in a benchmarking operation project for banks in Latin-America.



Witkin,  
Morgan

US American: 27  
Languages: English (N), Italian (F), Spanish (I)  
BA in English/Literature, The George Washington University, USA

[Flamm Pickle and Packing CO, Inc., USA, UK \(1 yr\)](#)

**Director of Business Development**

Managed and oversaw the creation of a new company image and rebranding scheme. Developed product range and marketing strategy for target markets. Implemented long-term plan for global roll-out.

[Focus Reports, France, Russia, UAE \(1 yr\)](#)

**Project Coordinator**

Produced market intelligence reports for leading global publications in key economic sectors. Conducted interviews with high level government officials, CEO's, and industry opinion leaders. Led global sales and marketing initiatives.



Yeh,  
Nancy

US American: 28  
Languages: Mandarin (N), English (F), Spanish (B)  
Bachelor of Science in Industrial Distribution, Texas A&M University, USA

[McJunkin Corporation, USA \(2 yrs\)](#)

**Regional Pricing Manager**

Implemented company wide gross margin enhancement initiatives in 2005, raised 9.2% margin on non-contract sales by year end. Personally trained 82 sales personnel in 13 branch locations. Developed pricing strategies.

[Elpida Memory, USA \(2 yrs\)](#)

**Inside Sales Specialist**

Led a team of 3 on a SAP modification project, improved invoicing accuracy to 100%. Established customer relationships and managed account activities.



Wright,  
David

US American: 34  
Languages: English (N), Spanish (I)  
BS Computer Science Engineering, University of Illinois, USA

[Morgan Stanley, New York, USA \(5 yrs\)](#)

**Executive Director - Head of FX E-sales NY**

Built FX ecommerce platform used by over 600 clients with over 8 bn USD daily turnover. Managed a team of 4 e-sales in NY and 3 global acct mgrs.

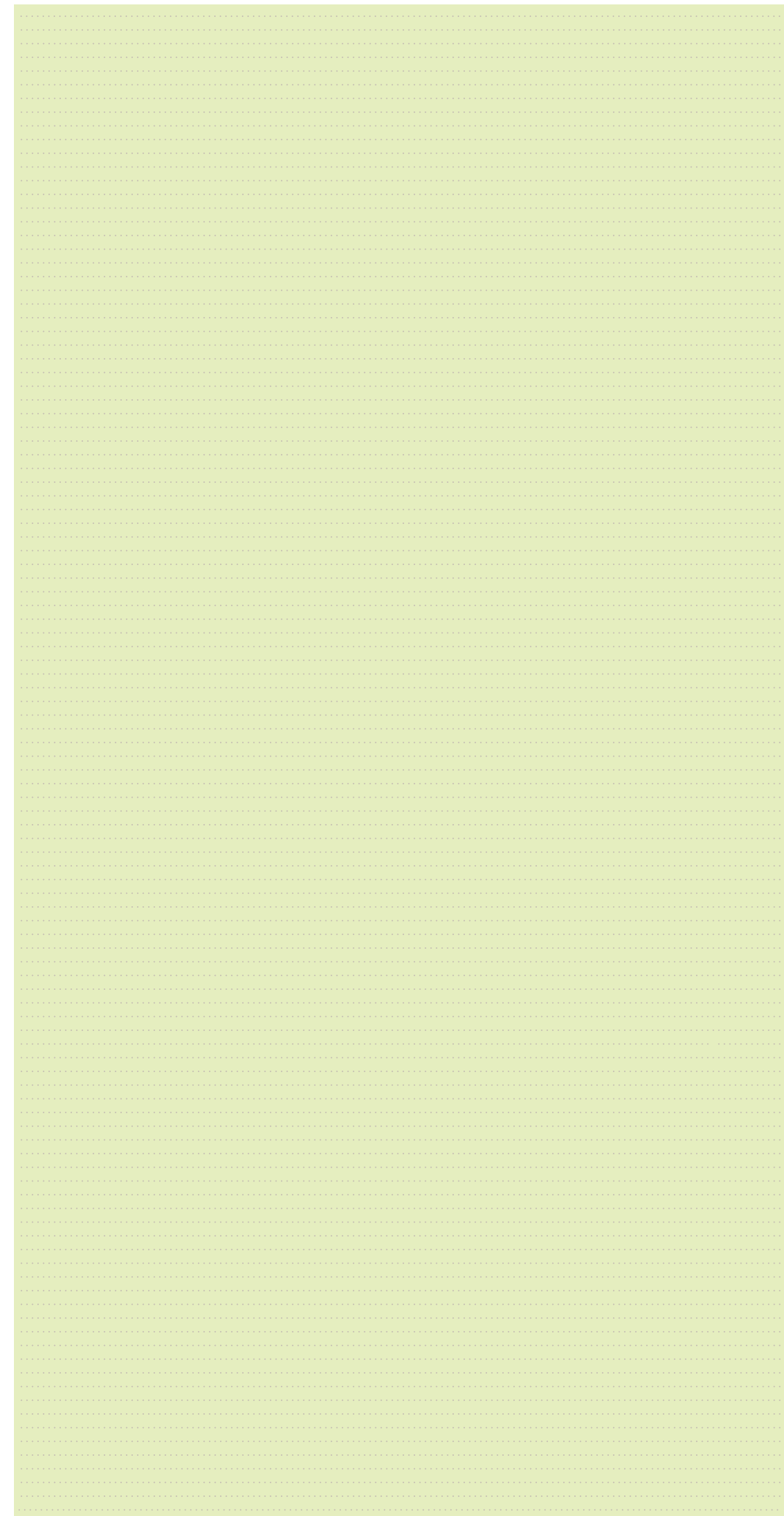
[FX Alliance \(www.fxall.com\), New York, USA \(2 yrs\)](#)

**Product Manager**

Responsible for defining multi-bank online trading platform.

[Swiss Bank Corporation / UBS - London, UK \(5 yrs\)](#)

Developed FX Options pricing and risk management tools for external clients.







## ESADE Business School

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