

The Warwick

mba

by full time study

Talent  
Profiles

2014

# Graduates from the Warwick MBA are world-class. See what they can do for your organisation.

Warwick Business School is the UK's top provider of finance and business research and education. The Financial Times ranks the Warwick MBA by full-time study at 28th in the world and 4th in the UK.

The *Talent Profiles* book showcases the professional and educational profiles of all our full-time MBA candidates. Drawn from a diverse range of cultures and professional backgrounds, and put through a tough admissions process, our students have an impressive track record. When they graduate they will have benefited from our rigorous practical and academic training, and will have developed essential consultancy and management expertise as part of their studies.

In addition to all of the above, all MBA candidates receive personalised career support to further develop their potential as world-class business leaders. This combination of first-class academic provision, practical application and career development means our graduates have a truly global outlook and are ready to apply their knowledge and skills for the benefit of your business.

We have an impressive talent pool here at WBS, so why not tap into it? Companies can work with us and our full-time MBA candidates in a variety of ways. Whether it is a consultancy project, company showcase, recruitment presentation, student trek, business game or guest lecture, the Corporate Relations Team at WBS is more than happy to support you and explore opportunities to help you achieve your recruitment strategies for the coming year.

## Consultancy Projects

All full-time MBA candidates undertake a summer consultancy project leading to their final academic dissertation. A student consultancy project is an ideal way of addressing a business issue or need by obtaining a professional, standard of work from an MBA student equipped with the latest business knowledge, theories and practices, for a fraction of the cost of a consultancy firm. We will work with you to define the scope and deliverables of your project in addition to managing the recruitment and selection process to help you recruit the right student for your project. The consultancy project also provides you with an opportunity to road-test a candidate's capabilities and suitability for an internship or permanent position within your organisation.

## Company Showcases and Recruitment Presentations

On-campus presentations are one of the most effective ways of building your brand, showcasing your organisation, and promoting opportunities to WBS students. We organise

events throughout the year, typically between October and May, but we are more than happy to work around your recruitment plans and deadlines.

## Student/Employer Treks

We can bring our students to you! If you would prefer to meet our students at your place of work we can organise a visit. Treks provide students with a real insight into working in your company and allow you to showcase your organisation, staff, culture, and employment opportunities while encouraging our students to choose your company for their future careers.

## Group Projects

The *New World of Work* academic module will be delivered for the first time on the Warwick MBA Programme in 2013/14. This exciting and innovative academic module requires students to work in groups with a company to research, analyse and offer strategic advice on an important issue for the company. Students will begin work on these projects in January 2014.

## Business Games

Why not work with us by setting a business game for our MBA candidates to solve? If you have an existing game or challenge we will identify a suitable date and time to schedule, or, if you have an idea for a business game or challenge, talk to us and we can work with you to develop one!

## Guest Lectures and Insight Seminars

We believe in the importance of all academic studies being of truly practical benefit. We are always keen to hear from business professionals who may wish to share their expert knowledge with our students, who will thus gain an understanding of the practical applications of their studies.

## Contact us

If you're looking to recruit MBA candidates and/or graduates for consultancy projects, internships or full-time positions, or would just like to meet some of our talented and ambitious MBA students, our experienced and dedicated team can help. We can explore all of the opportunities above in more detail to help identify those most suitable for you. Please do get in touch; we would love to hear from you.

🌐 [wbs.ac.uk/go/recruitment](http://wbs.ac.uk/go/recruitment)

📞 +44 (0)24 7657 4862

✉ [recruit@wbs.ac.uk](mailto:recruit@wbs.ac.uk)

## Class Profile 2013/14

We select each cohort to ensure diversity in terms of country, educational background, industry sector and functional specialism.

Countries represented	22
Male/female split (%)	72/28
Average years' work experience	7
Average age	30

## Organisations that have recently recruited graduates from the Warwick MBA:

- 3M
- Accenture
- Amazon
- AT Kearney
- Barclaycard
- Barclays
- BP
- BT
- Cadbury Schweppes
- Capgemini
- Capita Consulting
- Cisco Systems
- Citi
- Deloitte
- DHL
- E.On
- Ericsson
- Ernst & Young
- ExxonMobil
- Foreign and Commonwealth Office
- GE Healthcare
- Google
- Hewlett Packard
- HSBC
- Jaguar Land Rover
- Johnson & Johnson
- JP Morgan
- KPMG
- McKinsey & Company
- National Health Service
- Nestlé
- PepsiCo
- PricewaterhouseCoopers
- Procter & Gamble
- Reckitt Benckiser Healthcare
- Roland Berger Strategy Consultants
- SABMiller
- Shell
- Siemens
- Standard Chartered
- Total
- UBS
- Unilever
- Vodafone
- Wipro
- Zurich Financial Services

“Over the past three years we have taken on 11 excellent WBS students to carry out challenging and relevant projects. These have involved a mixture of statistical and analytical work, feasibility studies, application development and business engagement and have always been focused on solving important, real-life problems that have a serious impact on company performance.

We have been impressed with the performance, professionalism and analytical ability of the students we have taken on and every one of them has continued employment with us and has progressed within the department.

These projects have been a great way for the students to integrate into a business environment and at the same time deliver value to the company.”

**Lasse Pedersen,**  
*Head of Analytical Solutions*  
Virgin Media Business Intelligence



# Talent Profiles





# Atul Agarwal

Reference: FTMBA1301

<http://www.linkedin.com/in/atul1410>

Five years' experience in analytics consulting and process transformation within the financial services industry. Worked with a large UK bank and developed innovative marketing analytics solutions with a revenue potential of £5 million. Helped redefine the credit risk strategy by generating insights from loss experience. Reduced the claims processing time by 50%, and expense ratio by 5% for a large Indian insurer. Increased their gross premium by INR 2 million by introducing Offline Policy Issuance at remote locations with internet connectivity issues.

Co-founded a non-profit venture and built a team of 150 volunteers in 3 years. Raised US\$75k through CSR funding and implemented four projects spanning seven states in India, impacting over 2,000 students.

Seeking roles in management consulting and corporate strategy.

- ⌘ **Career History:** Senior Programmer Analyst, EXL Service UK Limited, UK  
Consultant to large UK financial institutions  
Inductis India Private Limited, Gurgaon, India  
Co-Founder and General Secretary, Prayatna School of Excellence, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Technology in Information Technology, JSS Academy of Technical Education, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent), Marwari (fluent), French (basic)



# Jing An

Reference: FTMBA1302

<http://www.linkedin.com/in/mbajingan>

Highly committed and motivated finance professional with three years' auditor experience in a variety of sectors including manufacturing, communications, wind power, aviation, medical service and real estate. One year of corporate finance exposure within the fast moving consumer goods sector.

Led a team of between three and five to perform US/Hong Kong board IPO audits for subsidiaries of pre-listed companies with turnover ranging from RMB 1 billion to US\$10 billion. Advised a US listed energy company in China on facilitating internal control processes to improve the accuracy, quality and efficiency of overall financial reports; initiated crosschecks and designed a financial report package. Innovated three automation check programs to discover and settle the potential risks of expenses undercharge and shorten time for collating performance data from one day to within 15 minutes. Improved and perfected accounting policies and procedures to reduce risks of duplicate payments and fraudulent expense reimbursements.

Seeking a challenging role in the consulting or finance sector focusing on financial advisory and management.

- ⌘ **Career History:** Accounting Supervisor, Amway (China) Co. Ltd., Guangzhou, China  
Assistant Manager, KPMG, Guangzhou, China
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Accounting and Bioscience, Sun Yat-sen University, China  
Certified Public Accountant, The Chinese Institute of Certified Public Accountants
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** Mandarin (native), English (fluent)

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# Muhammad Atif Baig

Reference: FTMBA1303

<http://www.linkedin.com/in/matifbaig>

A degree qualified mechanical engineer with 6 years' experience in the oil and gas sector. Worked on large multibillion dollar, onshore and offshore, design and construction projects for large international clients such as Saudi Aramco, ADNOC and BP. Experienced in managing procurement of mechanical equipment with technical responsibilities including design integrity, quality, budget management and scheduling. Managed contracts worth up to US\$20 million. Led KBR's global mechanical development team comprising 15 members responsible for the improvement and alignment of company's work methods across global offices which led to cost reductions of up to 15%.

Seeking a career in strategy in the healthcare or consumer products sectors.

- ⌘ **Career History:** Senior Mechanical Engineer at KBR Inc, Leatherhead, UK  
Mechanical Engineer at KBR Inc, Leatherhead, UK  
Associate Design Engineer at Fluor Corporation, Camberley, UK
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
MEng Mechanical Engineering, Imperial College London, UK
- ⌘ **Nationality:** Pakistani (UK Permanent Resident)
- ⌘ **Languages:** English (fluent), Urdu/Hindi (native)



# Abhishek Bansal

Reference: FTMBA 1304

<http://www.linkedin.com/in/abhishekabansal>

Senior banking professional with over nine years' experience in risk management, credit underwriting, business development and client relationship management. As start-up specialist, initiated and developed mortgage business for Tata Capital, Chola DBS and GE Money. In last role at Tata Capital, headed Real Estate Developer Relationship Vertical for Pan India with all branches across the country reporting into me. Led the team of 14 which was awarded as 'Best Team of the Country – 2012' as well individually was awarded with 'Best Credit Underwriting Award of the Country – Rising Star – 2012' by Tata Capital for significant contribution in business and high quality portfolio.

Seeking a challenging role in commercial banking.

- ⌘ **Career History:** Assistant Vice President – Construction Finance, Tata Capital Limited, Mumbai, India  
Regional Credit Manager – Mortgages, Tata Capital Limited, Mumbai, India  
Senior Manager – Credit, Tata Capital Limited, Mumbai, India  
Branch Manager – Credit, Chola DBS, Surat, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Master of Business Administration (Finance), ICFAI Business School, Hyderabad, India  
Bachelor of Business Management, M.L. Sukhadia University, Udaipur, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent), Rajasthani (fluent), Gujarati (basic), Spanish (basic)

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## Richard Leo Blanco

Reference: FTMBA1305

<http://www.linkedin.com/in/rlblanco>

A scientist by training, with analytical skills honed in molecular biology and medicine. Writer by profession, with over six years' experience in creating and editing compelling content for various industries, including publishing, technology, business process outsourcing and food services. Initiated organisational change while working in different functional roles, such as streamlining processes and redefining job roles to leverage synergies and increase efficiency. Overcame challenging US-Philippine transition/downsizing environment to achieve key stakeholder buy-in on bid process transition. Led teams of between 3 and 10 from North America and EMEA to produce best-in-class proposals for multimillion-dollar large-enterprise contracts. As an entrepreneur, established a food service company with innovative products and processes and grew the business to three branches.

Seeking strategy roles in consulting, biotech and health sciences, or technology.

- ⌘ **Career History:** Proprietor, MP2 Roasts, Cebu City, Philippines  
Business Proposal Coordinator, Lexmark Research and Development Corp., Cebu City, Philippines  
Senior Editor, Xlibris Corp., Cebu City, Philippines
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Fourth-Year-Level Medical Student, Cebu Institute of Medicine, Philippines  
BA Creative Writing, University of the Philippines Diliman, Philippines (UP Oblation Scholar)
- ⌘ **Nationality:** Filipino
- ⌘ **Languages:** Filipino (native), English (fluent), Spanish (intermediate), French (basic), Waray (native), Cebuano (native)



## Giancarlo Turmina Bristot

Reference: FTMBA1306

<http://www.linkedin.com/in/bristotgiancarlo/>

Results-driven, proactive and dynamic professional with seven years' experience within the steel industry, specialised in supply chain management. Led a multinational team of 35 to assess and align business processes to implement SAP ERP in eight countries including USA, Canada, Chile and Mexico; integrated 17 plants, 21 scrapyards and five business offices. Reallocated raw materials delivery between plants helping to increase the meltshop's yield by 2%. Negotiated price reductions and supply quotas to keep suppliers active during the 2008/09 downturn retained approximately 80% of the suppliers in the marketplace. Seeking opportunities in business development, supply chain and process improvement roles in manufacturing as well as FMCG sector.

- ⌘ **Career History:** Project Leader, Gerdau S/A, Brazil  
Trainee, Gerdau S/A, Brazil  
Business Analyst, Gerdau S/A, Brazil  
Intern, Gerdau S/A, Brazil
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Arts in Economics, Universidade Federal do Rio Grande do Sul, Brazil
- ⌘ **Nationality:** Brazilian
- ⌘ **Languages:** English (fluent), Portuguese (fluent), Spanish (fluent)

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## Martin Cameron

Reference: FT MBA 1307

<http://www.linkedin.com/in/martincameron1>

Ambitious senior business leader with over eight years' industry experience, including positions in marketing, finance and business administration. Exposure to diverse functions across a range of organisations from multinationals to SMEs. Chartered Management Accountant with broad strategic and commercial understanding of business.

Successfully led a team of six to integrate four subsidiaries into the centralised group structure of a Swiss Stock Exchange listed company, balancing the need for local flexibility with central control.

Seeking challenging opportunities in strategy and consulting.

- ⌘ **Career History:** Business Administration Manager, Aggregate Industries (part of the Holcim group), London, UK  
Finance Manager, Harrison Varma Ltd, London, UK  
Assistant Management Accountant, Maison Blanc Ltd, London, UK
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
BSc Physics, University College London, UK  
Associate Chartered Management Accountant (ACMA)
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (native), Farsi (conversational)



## Jonathan Codling

Reference: FT MBA1308

<http://www.linkedin.com/in/jonathancodling>

Motivated and enthusiastic leader with over six years' experience in electrical consumer product development within fast paced and innovative environments, both in the UK and in South East Asia. A patented inventor with a reputation for creative solutions to engineering and business problems. Experience managing the complete product development cycle through to start of production, including ownership of multi-million pound budgets and responsibility for delivering products on time, on spec and on cost.

Comfortable leading large multifunctional and multicultural teams of up to 40 employees. Seeking opportunities to progress into senior managerial roles within the manufacturing sector.

- ⌘ **Career History:** Design Manager, Dyson Manufacturing SDN BHD, Johor Bahru, Malaysia  
Senior Design Engineer, Dyson Ltd, Malmesbury, UK
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Master of Engineering in Product Design and Manufacture, Loughborough University, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (native), French (basic)

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## Damien Crowell

Reference: FTMBA1309

<http://www.linkedin.com/in/damiencrowell>

Project manager with over eight years' experience in the environmental, green technology and planning consulting fields. Led large multidisciplinary teams of up to 15 on projects ranging from smaller commercial/residential building developments to major transportation and energy infrastructure projects. Expertise in obtaining regulatory approvals in a strategic and efficient manner. Managed budgets of up to \$500,000 in consulting fees for projects worth up to a billion dollars and routinely exceeded clients' expectations by utilizing innovative cost saving approaches.

Seeking challenging leadership roles in the energy, land development and consulting sectors.

- ⌘ **Career History:** Project Manager and Environmental Planner/Scientist at Pottinger Gaherty Environmental Consultants Ltd., Vancouver, BC, Canada  
Project Staff and Environmental Planner/Scientist at exp Global Inc., Burnaby, BC, Canada  
Junior Research Scientist at Natural Resources Canada, Sidney, BC & Inuvik, NWT, Canada
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Science Geography, University of Victoria, Canada  
Registered Professional Planner, Planning Institute of British Columbia and Canadian Institute of Planners  
Professional Agrologist, British Columbia Institute of Agrologists  
LEED Accredited Professional, Canadian Green Building Council
- ⌘ **Nationality:** Canadian
- ⌘ **Languages:** English (native), French (basic)



## Gourav Datta

Reference: FTMBA1310

<http://www.linkedin.com/in/gouravdatta/>

A business consultant with over six years' experience in technology, retail and institutional banking sector.

Seasoned professional in core banking transformation and new business enablement projects worth over AU\$ 100 million, across the Asian markets of India, Singapore, Hong Kong, Indonesia, Laos, Philippines and Taiwan. Led systems integration projects for multi-national banks in business design, functional consulting and stakeholder management.

Seeking career progression in management consulting, focussing on strategy and innovation for new business development, market entry, technology and sustainability across emerging Asian and European markets.

- ⌘ **Career History:** Functional Consultant – Core banking transformation, Infosys Limited, Philippines and Singapore  
Design Analyst for core banking regional business model strategy, Infosys Limited, Singapore  
Functional lead for New Business Enablement projects, Infosys Limited, Singapore and Indonesia  
Core banking consultant – M&A project and BAU optimization, Infosys Limited, Hong Kong and India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
PG Diploma in Financial Management, Institute of Management Technology, Ghaziabad, India  
Bachelors in Electronics Engineering, Pune University, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Bengali (fluent), Hindi (fluent), Spanish (basic)

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## Adrian Defta

Reference: FTMBA1311

<http://linkedin.com/in/adriandefta>

Project manager with 11 years' experience in supporting customers from private and public sectors in changing business processes by using customised IT solutions. Worked with cross-functional teams of 5 to 15 people to deliver customer value. Led three major IT projects with a combined budget of Euro 10 million which allowed Romania to attract more than Euro 5 billion in five years from EU as direct subsidies in agriculture. Reorganised the software-development process in the agriculture business unit and transitioned it from waterfall to agile. Liaised closely with the commercial team to successfully expand the business in Moldavia, Turkey and Bosnia by negotiating projects worth Euro 10 million.

Seeking opportunities in program management or consultancy roles within IT.

- ⌘ **Career History:** Business Unit Manager, TeamNet International, Romania  
Team Leader, TeamNet International, Romania  
Project Manager, Mediatel Data, Romania  
Software Developer, Mediatel Data, Romania
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
PMP certification, PMI Certified Project Manager  
BSc Computer Science, Politechnica University of Bucharest
- ⌘ **Nationality:** Romanian
- ⌘ **Languages:** Romanian (native), English (fluent)



## Shazry Farook

Reference: FTMBA 1312

<http://www.linkedin.com/in/shazryfarook/>

As a telecoms consultant with over six years' experience working in Africa and Asia, led multi-cultural teams in Congo and Liberia whilst improving network performance of telecom operators. Worked within clients' teams in South Africa and Ghana whilst conducting training, remote support and liaising with third party vendors to seamlessly integrate new network elements into existing network management systems. Generated additional revenue of US\$240,000 by extending and introducing additional support services in Ghana and Liberia.

As an entrepreneur, founded Synchron, an IT solutions provider, and co-founder of Eco Paper Asia, manufacturer of recycled paper goods.

Seeking a career in technology consulting.

- ⌘ **Career History:** Consulting Engineer/Team Lead, Surizon Technologies, UK  
RF Planning Engineer, Dialog Telekom, Sri Lanka
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
BEng (Hons) in Electronics and Telecommunications Engineering, University of Leeds, UK
- ⌘ **Nationality:** Sri Lankan
- ⌘ **Languages:** English (fluent), Sinhala (native), Tamil (basic), French (basic)

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# Yuning Feng

Reference: FT MBA1313

<http://www.linkedin.com/in/ynfeng/>

Banking finance and operations professional with four years' experiences at Goldman Sachs and UBS AG within the accounting and finance reporting function. Developed in-depth knowledge and skills in financial reporting/analysis, banking regulations, and operations management. Managed expense accounts for over 10 Asian banking entities, restructured processes for reporting and expense management that prevented potential regulation breaches and tax loss of over US\$ 300,000.

Prior to WBS, joined a start-up company as a consultant to CEO. Helped the company achieve profitability from net loss of previous year by developing marketing/product design strategy, and improving efficiency of internal processes. Prepared financial results and arranged meeting for CEO to speak to potential investors.

Seeking a career switch to strategy or corporate finance function, open to opportunities in banking, consulting, or relevant function in industries.

- ⌘ **Career History:** Consultant – Strategy and Finance, Rescuer Gear Co. (Start-up Company in outdoors clothes and equipment), Beijing, China  
Analyst – Finance, UBS AG, Beijing, China  
Analyst – Accounting, Goldman Sachs, Singapore
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Dual B.A. in Accounting and in English, Beijing Foreign Studies University, China
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** English (fluent), Chinese (native)



# Fei Feng

Reference: FT MBA1314

<http://www.linkedin.com/in/fengfaye>

Eight years' finance project management experience in global capital markets as an IPO consultancy service provider and in financial institutions as an internal process optimizer. Led IPO audits of several large-scale banks and insurance companies in mainland China and Hong Kong. Realised agreed investment profits by leading invested medium-sized corporations to accomplish IPO in Korea and London Exchanges. Led project of cash pooling system replacement to enhance the bank's liquidity management capability and grow its core business and deposit balance. Now seeking career progression in the finance industry or business development.

- ⌘ **Career History:** Project Manager, Standard Chartered Bank, Shanghai, China  
Senior Manager, Riemann Investment Holdings Ltd., Shanghai, China  
Senior Auditor, Ernst & Young, Shanghai, China
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor in Economics, Fudan University, Shanghai, China  
Certified Public Accountant, Institute of Certified Public Accountants of China  
Passed CFA all 3 levels
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** Mandarin (native), English (fluent), Japanese (basic)

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## Suchi Gandhi

Reference: FTMBA1315

<http://www.linkedin.com/in/suchigandhi/>

A former Accenture consultant with engineering background and four years' of national (India) and international (Germany) experience in telecommunications and IT consulting and implementation. Helped Vodafone identify and develop customised software solutions to solve functional business problems. Liaised with and worked in multiple implementation teams, such as the build and test teams and on-site consultants. Gained various perspectives and experience of all stages of the product life cycle and built key communication, analytical and problem solving skills.

Seeking challenging opportunities in consulting or management to enhance knowledge in the finance, telecom or IT domains.

- ⌘ **Career History:** Analyst Programmer, Accenture Services Pvt. Ltd, Mumbai, India  
Analyst Programmer, Accenture GmbH, Frankfurt, Germany
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Engineering in Computer Engineering, Thadomal Shahani Engineering College, Mumbai, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent), Gujarathi (intermediate), Marathi (basic), German (basic)



## Chaitanya Gandikota

Reference: FTMBA1316

<http://www.linkedin.com/in/chaigandikota/>

High-performing, award-winning in-house company lawyer in the technology sector. Assisted Oracle and Infosys close large (up to approx. US\$ 100 million) and strategic B2B deals with Forbes Global 2000 and Fortune Global 500 clients (e.g. AstraZeneca, BT, Airbus and ABB), partners and suppliers across service/product offerings. Over 11 years' experience predominantly in the UK working with international, cross-functional sales teams while leading the legal aspects of commercial face-to-face sales/supply negotiations across Western Europe.

At Oracle, was the lead lawyer responsible for commercial transactions with UK-based clients in the manufacturing, professional and financial services sectors. At Infosys, was the first and lead lawyer based in Europe (which accounted for approximately 20% of global annual revenues of US\$ 4 billion), and led and managed a team of three internal and several external legal professionals servicing European transactions across all industry verticals. Initiated and enhanced processes and systems for superior delivery, alignment, and communication within the legal function; reduced deal processing times by up to approx. 50% and increased functional team/customer satisfaction levels.

Seeking opportunities in consulting, business development or sourcing/procurement.

- ⌘ **Career History:** Senior Legal Counsel at Oracle Corporation UK Limited, Reading, UK  
Senior Legal Counsel at Infosys Technologies Limited, London, UK  
Legal Officer/Legal Counsel at Infosys Technologies Limited, Bangalore, India  
Volunteer Gallery Supervisor at the Steamship Robin, docked in London, UK, and Volunteer Steward at the Brooklands Museum, Weybridge, UK
- ⌘ **Education Highlights:** The Full-time MBA, Warwick Business School, UK  
ITIL Foundation Certification (95%), Learning Tree, UK  
National Law School of India University (All-India entrance exam rank among top 10), Bangalore, India
- ⌘ **Nationality:** Indian; Indefinite leave to remain in the UK
- ⌘ **Languages:** English (fluent), Hindi (intermediate), French (basic), Telugu (basic), Tamil (basic), Kannada (basic)

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## Karl Hepokoski

Reference FTMBA 1317

<http://www.linkedin.com/in/hepokoski/>

Supply chain and operations manager with eight years' experience developing creative international supply chain solutions for clients in automotive, medical devices, aerospace, consumer goods, office furniture, chemical and energy sectors. Created estimated annual savings of US\$ 1 million for a tier 1 automotive parts supplier. Grew annual net revenue of air cargo department from US\$ 3 million to US\$ 7.1 million over a period of three years while improving scores on internal quality and compliance audits. Regularly delivered educational seminars to groups of up to 70 attendees with a focus on obtaining new clients and strengthening relationships with existing clients.

Seeking opportunities in international supply chain, operations management, and change management.

- ⌘ **Career History:** Air Export Operations Manager, Expeditors International, Michigan, USA  
Management Trainee Manager, Expeditors International, Michigan, USA  
Customs Brokerage Agent, Expeditors International, Michigan, USA  
Customs Brokerage Agent, D&H International, Minnesota, USA
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
BS Business Logistics, Pennsylvania State University, USA
- ⌘ **Nationality:** American
- ⌘ **Languages:** English (native), French (fluent)



## Tharanya Jyothi Prakash

Reference: FTMBA1318

<http://www.linkedin.com/in/tharanyajyothiPrakash/>

Passionate and creative business professional with 3.5 years' diverse experience from Human Resources and general management to a unique 'sales' experience at Greenpeace. Managed over 400 employees and coordinated seven senior management leadership development programs for Bangalore region; consistently delivered 100% training requests and achieved 98% satisfaction feedback.

Developed strong leadership experience as the off shore coordinator for disaster recovery tests of more than 100 banking applications for a client at Tata Consultancy Services. Interacted with clients from across the globe to draw up test plans, scripts and test and post-test data analysis. Researched and developed the content for a 'Green Living' website and raised funds for Greenpeace via outreach programs gaining valuable insight into the workings of a non-profit organisation.

Seeking a global strategic marketing role where I can leverage my current expertise.

- ⌘ **Career History:** Human Resources, Learning and Development Team; Tata Consultancy Services  
Governance Team for Deutsche Bank (client); Tata Consultancy Services  
Outreach Officer, Fund Raising; Greenpeace
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
B.Tech in Electrical and Electronics Engineering from Amrita Vishwa Vidyapeetham, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Telugu and Tamil (native), Kannada and Hindi (fluent)

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## John Kerrisk

Reference: FTMBA1319

<http://www.linkedin.com/in/johnkerrisk>

Chartered Accountant with six years' professional experience in audit and assurance having worked for Deloitte in both Ireland and Australia. As Client Manager supported a broad range of clients from global multinationals to start-up enterprises in the financial services, real estate and manufacturing sectors.

Instrumental in driving client growth by providing due diligence support resulting in client acquisitions of manufacturing organisations valued in excess of £50 million. Conducted valuations of recently acquired assets including residential buildings, shopping centres, insurance broking businesses and mining rights. Reviewed operational processes and controls resulting in improved cost efficiencies, operational capabilities, corporate governance and risk management structures for those organisations.

Seeking opportunities to work in finance assisting real estate and financial services companies to improve performance and achieve growth.

- ⌘ **Career History:** Client Manager – Audit & Assurance, Deloitte, Melbourne, Australia  
Senior Analyst – Audit & Assurance, Deloitte, Cork, Ireland  
Trainee – Audit & Assurance, Deloitte, Cork, Ireland
- ⌘ **Education Highlights:** The Warwick MBA – Warwick Business School, UK  
Chartered Accountant (ACA) – Institute of Chartered Accountants Ireland  
Bachelor of Science (Accounting) – University College Cork
- ⌘ **Nationality:** Irish
- ⌘ **Languages:** English (native), German (basic)



## Prashanth Lakshminarayanan

Reference: FTMBA1320

<http://www.linkedin.com/in/prashanthlp>

A high energy entrepreneur with distinctive business acumen. Six and a half years' sales and business development experience across automotive, gaming and education sectors.

As a key account manager at Brakes India, responsible for 25% of the firm's annual turnover catering to key accounts such as Tata Motors and Arvin Meritor (US and UK). Envisioned and launched South India's first gaming based company with an annual turnover of US\$ 175,000. Key business divisions included gaming experience stores, product distribution/retail and event management.

Spearheaded GreenBooks's India partnership with Society of Human Resource Management (SHRM), USA to deploy their products across educational institutions in India. Trained over 12,000 engineering students and 5,800 management graduates in their flagship product, Human Resource Integration (HR-I).

Seeking a career as a Product Manager in the retail and consumer goods sector.

- ⌘ **Career History:** Senior Engineer – Sales and Business Development, Brakes India Pvt Ltd.  
Founder and Business Head, Ideas Inc  
Senior consultant – Business Development, GreenBooks Learning Solutions
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Mechanical Engineering, Sri Venkateswara College of Engineering, Anna University, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent), Tamil (native)

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# Sun Hyung Lee

Reference: FTMBA1321

<http://www.linkedin.com/in/sunhyunglee>

TV programme producer with seven years' experience developing 13 TV entertainment shows from initial concept to final production. Produced the most successful low budget TV programme – Sesame Seed Player, a reality TV show which follows a Korean pop group. To create high marketing efficiency and to raise awareness among the potential target audience, informed fans of the filming schedule through social networking services such as Twitter; this led to a 300% increase in viewing figures. Managed a large production crew of between 40 and 100 and led a team of 20 on reality TV programme projects. Successfully exported the programme to Japan in CJ E&M (the biggest entertainment and media company in South Korea). Strong passion for having a business perspective and developing strategies.

Seeking a career in global content business and media strategy in global media and IT industry.

- ⌘ **Career History:** TV Programme Producer in Entertainment and Entertainment News Department at CJ E&M, Seoul, Korea  
TV Programme Producer in Programme Production Department and Entertainment News at YTN Media (currently CU Media), Seoul, Korea
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Political Science in Communication and Information, Hankuk University of Foreign Studies, Seoul, Korea
- ⌘ **Nationality:** South Korean
- ⌘ **Languages:** Korean (native), English (advanced)



# Jun Liu

Reference: FTMBA1322

<http://www.linkedin.com/in/junliu78>

A distinguished and passionate leader with eight years' managerial experience in China's for-profit education industry, who shows a strong commitment to changing the world by education. Served as one of the senior leaders and the youngest superintendent of New Oriental Education and Technology Group, the largest for-profit education enterprise and a NYSE listed company with US\$3.6 billion market cap. Founded and managed 17 schools and learning centres which trained over 30,000 students annually.

As an active alumnus of three of the most prestigious institutions in China – Fudan University, Peking University, and CKGSB (Cheung Kong Graduate School of Business) – possess broad and effective public, education and business connections, especially in the industries of satellite and rocket trading, banking, real estate, energy (natural gas and nuclear energy), telecommunication, and e-commerce. Willing to serve as a solid bridge to help those organisations and people who want to do business and/or find strategic partners in China.

- ⌘ **Career History:** President of Fuzhou New Oriental School, New Oriental Education and Technology Group, Fuzhou, China  
Senior Manager of New Business Development Department, New Oriental Education and Technology Group, Beijing, China  
Manager of HR Department, New Oriental Education and Technology Group, Beijing, China  
Attorney and Legal Consultant, King & Wood Mallesons (PRC), Shanghai, China
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Executive MBA, Cheung Kong Graduate School of Business, China  
LLM (International Law), Peking University, China  
LLB (International Economic Law), Fudan University, China
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** Mandarin (native), English (fluent)

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# Edward Siming Ma

Reference: FTMBA1323

<http://www.linkedin.com/in/masiming/>

A highly motivated and detail-orientated finance professional with four years' experience of working in the financial planning and analysis within the FMCG and Automotive industries.

A finance controller and consultant with sharpened analytical skills; compiled and presented monthly and quarterly reports and business reviews on cost performance, ROI and operation capability which provided insights into daily plant operations to senior decision makers. Conducted detailed deviation analysis of plant procedures and implemented effective cost saving projects, best practice sharing initiatives and productivity improvements which lead to yearly saving of over £500k. Calculated and devised step-by-step plans which shed light on make-or-buy decisions, aiming at cost efficiency improvement.

Seeking opportunities in investment banking, financial consulting or more senior financial planning and analysis positions post MBA.

- ⌘ **Career History:** Plant Controller, Shanghai Brose Automotive Components Co., Ltd, Shanghai  
Management Accountant, Unilever China, Shanghai  
Financial Analyst, Danone Dairy China, Shanghai  
Junior Finance Controller, Danone Asia Pte. Ltd, Singapore
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Economics, Shanghai International Studies University
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** Mandarin (native), English (fluent)



# Abhishek Mahajani

Reference: FTMBA1324

<http://www.linkedin.com/in/abhishekmahajani>

Qualified Chartered Accountant with nine years' consulting experience with a KPMG member firm in India including five years' in managerial roles. Project experience includes financial services, government, logistics, entertainment, IT and outsourcing with expertise in indirect tax/goods and services tax consulting.

Led multi-disciplinary projects for global clients and Indian multinational business groups. Projects include setting up and operationalizing the leasing business of a German luxury car manufacturer across eight Indian states, winding up three entities of a Wall Street major post the global financial crisis and introducing a new Value Added Taxation system for the state Government of Punjab. Litigation experience includes providing consulting and legal assistance at Taxation Tribunal, High Court and Supreme Court levels to an Indian multinational for tax demands of approximately £1.5 million.

Seeking a management consulting role in business transformation, change management and strategy.

- ⌘ **Career History:** Senior Manager, B S R & Co, Chartered Accountants (member firm of KPMG in India)  
Manager, B S R & Co, India  
Assistant Manager, B S R & Co, India  
Senior, B S R & Co, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Chartered Accountant, The Institute of Chartered Accountants of India, New Delhi  
Bachelor of Commerce, University of Mumbai, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), German (basic), Hindi (fluent), Marathi (fluent)

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## Corinne Montefort

Reference: FTMBA1325

<http://www.linkedin.com/in/corinnemontefort/>

ACCA qualified professional with over four years' cross-functional experience in audit, tax and accounting with a passion for business improvement and process management. Dealt with up to 60 clients from diverse sectors including FMCG, manufacturing, and the services industry.

Maintained client relationships with high risk and high value clients, overcoming resistance and achieving buy-in whilst implementing more rigorous quality assurance standards.

Organised and led teams of 15 people for volunteer experiences relating to a summer camp for disadvantaged children; improved personal development and group work dynamics for the volunteers to deal with challenging situations and people from various backgrounds.

Currently seeking opportunities in management consulting, with strong focus on operations improvement.

- ⌘ **Career History:** Senior Accountancy and Audit Manager, HRM International Limited, three years  
Junior Accountant, HRM International Limited, one year  
Junior Accountant with audit work, HRM International Limited, part-time, three years
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
ACCA (Association of Chartered Certified Accountants) Associate  
Bachelor of Commerce, Honours in Management, University of Malta, Malta
- ⌘ **Nationality:** Maltese
- ⌘ **Languages:** English (fluent), Maltese (fluent), Italian (intermediate)



## Rachel Mosier

Reference: FTMBA 1326

<http://www.linkedin.com/in/rachelmosier>

Highly driven team leader with 16 years' experience motivating teams across a broad range of sectors (higher education, finance, government, hospitality and tourism, and retail), providing a broad consumer-focused business perspective.

Tremendous creativity, energy, and people skills demonstrated in managing a department of 100 while allocating and dispensing Canadian \$ 1.5 million annual budget, acting as liaison between University Administration and Teaching Assistant Unions. Created program promotional materials, managed communications, and initiated a new innovative online experience.

Seeking career opportunities within the marketing and finance sectors.

- ⌘ **Career History:** Postgraduate Program Administrator, Queen's University, Canada  
Collisions Processor, Ministry of Transportation, Government of Ontario, Canada  
Customer Service Representative, Royal Bank of Canada, Canada  
Guest Services Representative, Radisson Hotel, Canada
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Arts, Queen's University, Canada
- ⌘ **Nationality:** Canada and UK
- ⌘ **Languages:** English (fluent), French (intermediate), Spanish (basic)

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# Sivakumar Murugesu

Reference: FTMBA1327

<http://www.linkedin.com/in/sivakumarmurugesu/>

An energetic and driven professional with 12 years' experience in electronics industry. As a project manager, successfully managed innovation projects with budgets up to US\$ 1 million. Led multidisciplinary teams of 10-15 to create customer solutions for the computing industry. Experienced in working with cross-cultural, global teams from Asia Pacific, Japan, India and USA. Designed the technical deliverables of India Design House initiative to develop customer base in India. Presented at the 'Embedded Systems Design' conference to an audience of 150. Defined and led teams to deliver engagement models to successfully consult customers on new product introductions. Led "Great Place To Work" team to create work satisfaction for over 300 employees.

Seeking career opportunities in business development and project management.

- ⌘ **Career History:** Project Manager and Software Platform Application Engineer, Intel Microelectronics, Malaysia  
Senior Technical Marketing Engineer, Intel Microelectronics, Malaysia  
Executive Engineer – Design, Panasonic Audio Visual Company, Kuala Lumpur, Malaysia  
Customer Service Engineer, VADS Berhad, Malaysia
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Project Management Professional, Project Management Institute  
B.Eng (Hons), Electronics Majoring in Multimedia Engineering, Multimedia University, Malaysia
- ⌘ **Nationality:** Malaysian
- ⌘ **Languages:** English (fluent), Malay (fluent), Tamil (native)



# Dorvale Nana

Reference: FTMBA1328

<http://www.linkedin.com/in/dorvalenana>

A solution focused project manager with ten years' experience helping shipbuilding and aeronautics companies to manage efficiency not only their physical and human resources but also people's skills and knowledge of technology. Coordinated multidisciplinary and overseas teams of nine. Managed relationships with customers and internal suppliers from joint ventures in Pune (India), Munich (Germany), Boston (USA). Reinforced relationships with core shipbuilding clients by defining and implementing cost-efficient product lifecycle management solutions; achieved cost savings between 150k€ and 1m€.

Seeking a challenging global leadership role within energy, technology in strategic marketing or operations management.

- ⌘ **Career History:** Research Software Engineer, Dassault Systemes, Suresnes, France  
Project Engineer for Shipbuilding projects, Dassault Systemes, Suresnes, France  
Project Manager PLM for Aeronautical companies, Dassault Systemes, Suresnes, France  
Senior Engineer for 3D Experience V6 Lifecycle Project, Dassault Systemes, France
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Post-graduate diploma in Energy and Environment at University of Sciences of Paris, France  
Engineer diploma, Ecole Centrale de Paris, France  
Master Degree in Applied Mathematics at University of Sciences of Paris, France
- ⌘ **Nationality:** French
- ⌘ **Languages:** English (fluent), French (fluent), Spanish (intermediate), German (basic)

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## Beegees Panakkal

Reference: FTMBA1329

<http://www.linkedin.com/in/beegeespanakkal/>

A self-driven and creative finance specialist with six years' experience in the custody banking domain. Led a team of fifteen members for over two years to provide portfolio administration services to hedge fund and pension fund clients, institutional investors and high net worth individuals.

An effective portfolio administration professional with excellent people management, problem solving and analytical skills. Liaised with client, relationship partners and external business consultants to address portfolio valuation queries and facilitate client onboarding.

Influenced internal consultants and external fund managers to amend incorrect accounting practices that jeopardised the client's portfolio valuations. An expert in income and securities research and an experienced trainer of newly hired and tenured employees.

Career interests include portfolio administration services, client relationship management and leadership roles.

- ⌘ **Career History:** Team Leader, Northern Trust, India  
Senior Analyst, Northern Trust, India  
Portfolio Accounting Analyst, Northern Trust, India  
Financial Advisor, Metlife, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Commerce, Mahatma Gandhi University, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Malayalam (native), Hindi (basic)



## Shivet Pande

Reference: FTMBA1330

<http://www.linkedin.com/in/shivetpande/>

Over four years' consulting experience across such diverse industries as telecom, insurance and pharmaceuticals. As a consultant for US Cellular, liaised with US Cellular's sales forecast team to align quarterly sales targets for a 4,000+ sales force. Ensured timely completion of the quarterly target setting and communication of the set targets to the sales force. Responsible for analysing and inferring the monthly sales data for USCC. Formulated risk mitigation approaches to improve the detection of corrupt data and reduce defect leakage. Worked extensively on process improvement to reduce resource requirements.

Seeking an opportunity as a business consultant in the technology domain.

- ⌘ **Career History:** Managed Services Consultant, Synegy, Pune, India, (client: US Cellular)  
Programmer Analyst, Cognizant Technology Solutions, Pune, India (client: Novartis)  
Programmer Analyst, Cognizant Technology Solutions Chennai, India (client: Abbott, The Hartford),  
Assistant Engineer, Rajesh Burman and Associates, New Delhi, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Engineering (Electronics), Bharati Vidyapeeth College of Engineering, Bharati Vidyapeeth University, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent)

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# Melih Pazar

Reference: FTMBA1331

<http://www.linkedin.com/in/melihpazar>

A highly motivated and results-driven engineer with five years' experience in sales and business development.

Led cross-functional teams of 7-10 members and transformational change in five Blackbelt and Innovation projects; presented to Executive Committee and established idea management systems by leading the Innovation Virtual Team, captured five incremental, one substantial and one breakthrough ideas within a year. Conducted analysis for the corporate long-term strategic plans considering the global macro and micro trends within an advisory team reporting directly to CEO.

Created market penetration strategy of Caterpillar industrial engine for Turkey, generated US\$ 1.5 million annual income. Independently generated 50% of the region's turnover in Turkey (US\$ 12 million/year), covering 30% of the top 100 Turkish companies from infrastructure, healthcare, manufacturing, banking, energy and hotels. Successfully negotiated US\$ 5 million contract with a Spanish oil and gas major for the largest refinery upgrade project in Turkey (broke the company record for the highest sale). Accomplished US\$ 10 million sales of cogeneration and diesel generator systems across MENAT – 100% international sales growth.

Seeking a challenging global sales or business strategy or business development role in energy and oil and gas industry.

- ⌘ **Career History:** Blackbelt – 6 Sigma Project Manager at Borusan Machinery & Power Systems – Caterpillar, Istanbul, Turkey  
Key Account Sales Engineer at Borusan Machinery & Power Systems – Caterpillar, Istanbul, Turkey  
Sales Engineer (Management Trainee) at Borusan Machinery & Power Systems – Caterpillar, Istanbul, Turkey
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
BSc in Mechanical Engineering, Istanbul Technical University, Istanbul, Turkey
- ⌘ **Nationality:** Turkish
- ⌘ **Languages:** English (fluent), Turkish (native)



# Sharon Ramdenee

Reference: FTMBA 1332

<http://www.linkedin.com/in/sharonramdenee>

A professional and experienced manager with 11 years' expertise in business development, finance operations and assurance and audit. Likes living at the sharp end, with a passion for developing businesses and achieving results. Strategically focused, but good at detail, and skilled at people management and motivation. Restructured the finance team and set up a procurement department making strategic resourcing decisions, training and coaching to increase confidence and technical capability and enhance individuals' alignment to the wider organisation's goals. Structured and led the Executive Committee meetings.

As Finance Director of Saint Aubin group in Mauritius, devised, gained Board endorsement for, and led implementation of a group turnaround strategy, which involved initiation of strategic distribution partnerships, new product development, and radical cost reduction in non-profit making business units. The immediate result, following negotiations with the group's major banker, was a stay on liquidation, with the group returning to profitable operations after 18 months.

Seeking a transformational/turnaround role to add value rapidly to a business and build a solid foundation for future growth, and to grow skills and competencies.

- ⌘ **Career History:** Finance Director – Saint Aubin Group, Mauritius  
Finance Director – Tiremaster Limited, Mauritius  
Assurance Executive – Ernst & Young LLP, London
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Chartered Accountant, Institute of Chartered Accountants in England and Wales  
BA (Hons.) Law and Business Studies, University of Warwick, UK (Warwick Scholar)
- ⌘ **Nationality:** Mauritian (with UK Permanent Residency)
- ⌘ **Languages:** English (native), French (native), Creole (native), Spanish (conversational)

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# Devashish Rathi

Reference: FTMBA1333

<http://www.linkedin.com/in/devashishrathi/>

Strong business acumen with four plus years' experience as Product Head, Regional Manager, Executive to President/Chairman in sectors including consumer electronics, direct-to-home telecom, and retail. Developed sales and marketing strategies to penetrate dealer, sub-dealer and distribution network to extract and grow the business.

Delivered turnover growth of 20% in Andhra Pradesh state for 2012 from a level of US\$ 5 million to US\$ 6 million average per month turnover, by revamping the brand, launching new products and network expansion. Introduced incentive and enrolment schemes to increase the average monthly billing points from 330 to 410 per month in the region. Led, motivated and worked with multi-cultural teams across India. Achieved consistent performer award for achieving the highest growth in Flat Panel Display (LED and LCD) category, Lion of the Year 2012.

Seeking strategic and leadership roles for Marketing, sales in FMCG, fashion, creative or entertainment industry.

- ⌘ **Career History:** Regional Manager, Andhra Pradesh for Sansui, Kelvinator and Videocon Brands. (Videocon Group Brands)  
Executive/Support Function to COO and Sales Head of Sansui, Kelvinator and Videocon  
Product Head for Videocon Air Conditioners, based at Corporate office in Delhi  
Executive at President's Office, Videocon Group
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Commerce (Honours) from Badruka College of Commerce (Osmania University), Hyderabad, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent), Sanskrit (basic), Telugu (basic)



# Shruti Royyuru

Reference: FTMBA1334

<http://www.linkedin.com/in/shrutiroyyuru/>

A self-motivated and dynamic sales and marketing professional with expertise in business development and corporate relations across South East Asia and Middle East markets. Managed client relationships in diverse sectors including FMCG, technology, consulting and healthcare. Successfully influenced key strategic decisions to expand the company's foothold and improve approach to business development through market research, competitive intelligence and lead generation. Established strong client relations with key influencers and senior management across the various sectors which led to individually generating 65% new lead accounts.

Seeking a career in marketing strategy in consumer durables or FMCG sector.

- ⌘ **Career History:** Associate, International Corporation Relations, Indian School of Business, Hyderabad, India  
Business Development Manager, Aspire Infolabs, Hyderabad, India  
Systems Engineer for Microsoft (client) at Infosys, Hyderabad, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor's in Electronics and Communication Engineering at Jawaharlal Nehru Technological University, Hyderabad, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent), Telugu (fluent), Spanish (beginner)

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# Sayan Rudra

Reference: FTMBA1335

<http://www.linkedin.com/in/sayanrudra>

A quality and result driven software professional with nine years' experience delivering IT software solutions to banking, telecom and logistics clients.

Adept at maintaining client relationships whilst working on large-scale end-to-end projects in companies including Royal Bank of Scotland, National Australia Bank, Telstra, Hewlett Packard and Infosys. A responsible leader who has consistently delivered quality projects within defined timelines. Application of strong analytical, problem solving and risk mitigation skills has resulted in significant cost savings, continued business and client appreciation; secured additional projects amounting to AUD\$ 1 million whilst advising NAB. International exposure working in India and four years in Australia supporting projects worth AUD\$ 4 million in Telstra and at CMMI level five standard in NAB. Extensive experience of analysing client requirements, creating strategy and plan documents, project closure reports and of interacting and influencing key decision makers in Telstra, NAB and RBS.

Seeking opportunities as an IT consultant to showcase the impact of IT on businesses as a whole through successful planning and controls.

- ⌘ **Career History:** Test Lead, Royal Bank of Scotland NL (Infosys contractor), Mumbai, India  
Senior Test Analyst, National Australia Bank (Infosys contractor), Melbourne, Australia  
Test Analyst, Telstra Corporation (Infosys contractor), Melbourne, Australia  
Technical Support Engineer, Hewlett Packard, Bangalore, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Engineering (Computer Science), Visvesvaraya Technological University, Bangalore, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Bengali (native), Hindi (intermediate)



# Tair Shariyev

Reference: FTMBA1336

<http://www.linkedin.com/in/TairShariyev>

ACCA member with progressive experience in external auditing in upstream oil & gas (onshore and offshore), mining and metals and government entities. Successfully managed teams of four to six people on various audit and assurance engagements (up to US\$ 300,000) with the largest Kazakhstani state-owned holdings and corporations. Helped to extend the contract with a major oil & gas client accounting for more than 20% of total branch revenue by applying a thorough understanding of complex accounting and auditing concepts and building close relationships with Management. Identified internal control deficiencies, IFRS reporting improvements and practical recommendations for risk management and others Policies.

Seeking associate positions in management consulting.

- ⌘ **Career History:** Audit Senior Associate, Ernst & Young, Astana, Kazakhstan  
Credit Facility Lead Manager, Forte Bank, Almaty, Kazakhstan
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Member of ACCA (Association of Chartered Certified Accountants), UK  
BSc in Business Administration and Accounting, KIMEP University, Kazakhstan
- ⌘ **Nationality:** Kazakh
- ⌘ **Languages:** Russian (native), English (fluent), Kazakh (fluent)

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# Ronny Siegel

Reference: FTMBA 1337

<http://www.linkedin.com/in/ronnysiegel/>

Former German Army officer and natural born leader with academic background in economics and engineering. 12 years' multinational experiences during exchanges, joint manoeuvres and International Security Assistance Force (ISAF). Strong leadership and training skills whilst training up to 300 subordinates and supervising other training personnel. Strong will to take responsibility and make decisions in tough and constantly changing environments. Responsible for the German Army's recruitment campaigns with an ability to connect military and economic values by managing a marketing budget of €7 million. Seeking opportunities to strengthen leadership skills within technological, automotive or consulting sectors.

- ⌘ **Career History:** Captain, Marketing Executive, German Army, Cologne, Germany  
1st Lieutenant, Company Executive Officer, Medium Tank Company, Germany  
1st Lieutenant, Leader ground forces ISAF, Kunduz, Afghanistan  
2nd Lieutenant, Medium Tank Platoon, Germany
- ⌘ **Education Highlights:** MBA, Mannheim Business School, Germany (Warwick Business School, UK and Thunderbird School of Global Management, US)  
Dipl.Kfm (Diploma in Business Administration), Universität der Bundeswehr München, Germany  
Bachelor of Engineering, AKAD, Stuttgart, Germany
- ⌘ **Nationality:** German
- ⌘ **Languages:** German (native), English (fluent), French (intermediate)



# Ravnita Singh

Reference: FTMBA1338

<http://www.linkedin.com/in/ravnitasingh>

Creative individual with expertise in operations and supply chain in the manufacturing sector. Led a manufacturing start-up in developing and implementing operational and supply chain processes resulting in increase in on-time deliveries to 90%. Created and implemented customer demand forecast to generate raw material planning system.

Seeking challenging roles in marketing or brand management.

- ⌘ **Career History:** Assistant Manager Operations, Raunaq Automotive Components Limited, New Delhi, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
B E Electronics (Instrumentation and Control) Engineering, Thapar University, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (native)

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## Alexander Sorokin

Reference: FTMBA 1339

<http://www.linkedin.com/in/sorokinalex>

A self-motivated, highly committed and driven ACCA qualified accountant and consultant with strong analytical skills. Seven years of external auditing, consulting and internal accounting experience working across multiple sectors including oil, mining, banking, airline, telecommunications and FMCG in both Russia and CIS. Recently led a team of three to manage the IFRS reporting process for Russian state-owned monopolistic operator of oil products pipelines operating in Russia, CIS and Latvia. Seeking opportunities in either consulting or finance.

- ⌘ **Career History:** Chief Specialist at Transneft, Moscow, Russia  
Deputy Head of Reporting Department at Tinkoff Credit Systems Bank, Moscow, Russia  
Consultant at KPMG, Moscow, Russia  
Senior Specialist at Baker Tilly Russaudit, Moscow, Russia
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
The Association of Chartered Certified Accountants, ACCA  
Moscow State University of Railway Engineering – Economist with major in Accounting, analysis and auditing (Qualification – specialist, five years term of education)
- ⌘ **Nationality:** Russian
- ⌘ **Languages:** Russian (native), English (fluent)



## Sandro Spazzapan

Reference: FTMBA1340

<http://www.linkedin.com/in/spazzapan>

Former Italian Army Officer with seven years' experience. Led 100 people as Company Commander and developed expertise in logistics, safety & security and project management working in multinational and multicultural environments.

As a consultant for the Afghan Army in a high threat environment, radically improved the capabilities of the local forces, coordinating their operations with those of NATO units. In Italy planned and supervised a series of training and operational activities, including mountain training, a shift as part of an EU high readiness force and law enforcement operations in Southern Italy.

Now seeking a role in operations management or consulting.

- ⌘ **Career History:** Company (100 personnel) Commander, Italian Army, Italy  
Logistics Mentor, NATO, Afghanistan  
Training and Operations Officer, Italian Army, Italy  
Platoon (20 personnel) Leader, NATO, Kosovo
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
MA in Strategic Studies, University of Turin, Italy
- ⌘ **Nationality:** Italian
- ⌘ **Languages:** English (fluent), French (fluent), Italian (native), Arabic (basic), Spanish (basic), German (basic)

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## Vikas Vishnoi

Reference: FTMBA1341

<http://linkedin.com/in/vikasvishnoi/>

Critical thinker and cool-headed IT consultant with more than seven years' experience delivering customer oriented IT solutions across the travel and hospitality industry. Expertise in implementing strategic and efficiency projects by introducing and integrating new technologies into existing systems. Led seven member research and development team to implement pricing strategy for a leading car rental company, securing five year maintenance contract worth approx. \$850k. This enabled client to project their product pricing to match or beat competitors' and achieve a competitive advantage. Enhanced efficiency of a Quality Assurance testing process by 98% by analysing and leveraging existing system capabilities.

Seeking a career in strategic consulting applied in the technology industry.

- ⌘ **Career History:** IT Analyst with Avis Budget (client) at Tata Consultancy Services, Mumbai, India  
IT Consultant for Avis Budget (client) at Tata Consultancy Services, New Jersey, USA  
Asst. Systems Engineer for Avis Budget (client) at Tata Consultancy Services, Mumbai, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Technology in Electrical Engineering, Visvesvaraya National Institute of Technology, Nagpur, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (native), Rajasthani (fluent)



## Oliver Weeks

Reference: FTMBA1342

<http://www.linkedin.com/in/oliverweeks/>

Highly energetic motivating natural leader with a track record of developing and implementing successful strategies for companies in high growth areas. Direct experience during the emergence and rapid growth of high-tech, online industries: Intel Corporation during the PC boom, America Online during the growth of the Internet and Amazon.com at the beginning of e-commerce. Developed and implemented Amazon.com's European expansion strategy. Launched and ran an Amazon.co.uk business. Additional experience as an equity analyst (ABN Amro) as an independent consultant in the non-profit sector (National Trust and Sovereign Housing Association).

Seeking opportunities that help businesses grow through strategic development and implementation and mentor people to achieve their goals.

- ⌘ **Career History:** Director Equity Research, ABN Amro, UK  
Corporate Development, Amazon, UK  
Corporate Development, AOL, UK  
EMEA Marketing Operations, Intel Corporation, UK
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Science (Hons) Geophysical Sciences, The University of Southampton, Southampton, UK
- ⌘ **Nationality:** British
- ⌘ **Languages:** English (native)

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## Jiayi Wu

Reference: FTMBA1343

<http://www.linkedin.com/in/jiayiwu6/>

Corporate banking professional, tackling trade service and credit issuance with wide industry coverage including manufacturing, biotechnology, retail and luxury goods. Daily transactions of 1 Million HKD on average on corporate client-base, dealing with 100 various transactions per day during peak season. Maintained relationship with 15 corporate clients as long-term customers. Familiar with comprehensive inward and outward bills services, liquidity advising, account receivables financing and provided service tailored to customer's liquidity needs. Former engineering consultant for commercial developments, providing strategic advice on economical and environmental sustainability.

Seeking opportunities in finance and consulting sectors.

- ⌘ **Career History:** Senior Officer/Trade Finance and Service, Bank of Communications, Hong Kong  
Engineering Consultant, Ove Arup & Partners Ltd, Hong Kong
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Mphil, Mechanical Engineering, The University of Hong Kong, Hong Kong  
Bachelor of Engineering, Shanghai Jiao Tong University, Shanghai, China
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** English (fluent), Cantonese (fluent), Mandarin (native)



## Shu-Ting (Claire) Wu

Reference: FTMBA1344

<http://www.linkedin.com/in/stwu27/>

An enthusiastic and driven finance professional with over six years' experience in commercial banking and investment management. Key strengths include financial analysis and project management.

Evaluated the borrowing risk of mid/large cap clients and led/coordinated syndicated loan (Avg. US\$ 8 billion) as well as working capital loan (Avg. US\$ 10 million) projects for clients in HSBC and Mitsubishi UFJ Bank. Strong knowledge of the financial markets/marketing skills to manage sector specific funds with average AUM growth of 20% to 30%. Served as project leader for IPO and product maintenance campaign (Avg. project budget US\$ 0.3 million), generated US\$ 1 million to 0.25 billion fund inflow to the company.

Areas of interest include investment and project management positions.

- ⌘ **Career History:** Finance Manager at Flavor Full Foods Inc., China  
Relationship Manager, Bank of Tokyo-Mitsubishi UFJ, Ltd. (BTMU), China  
Relationship Officer, HSBC Bank, China  
Product Manager, Allianz Global Investors, Taiwan
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Economics, National Taiwan University, Taiwan
- ⌘ **Nationality:** Taiwan
- ⌘ **Languages:** English (fluent), Mandarin (native)

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## Alok Yadav

Reference: FTMBA1345

<http://www.linkedin.com/in/alokiyadav1>

As a team lead for major consultancy TCS developed and led a team of seven to support IT applications related to warehouse management and financial planning. Reduced the team budget by 15% by initiating a cross-training program reducing the team size by one member. 3.5 years' experience supporting and improving IT systems of retail clients to improve supply chain management, financial planning, payroll monitoring, labour forecasting and scheduling.

Seeking a leadership role in a global consumer-focused organisation.

- ⌘ **Career History:** System Engineer (Team lead role) with Sears holding corporation (client) at Tata Consultancy Services, Noida, India  
Assistant System Engineer (Team member) with Home depot (client) at Tata Consultancy Services, Chennai, India
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Bachelor of Engineering, Computer Science, Institute of Technology and Management, Gurgaon, Haryana, India
- ⌘ **Nationality:** Indian
- ⌘ **Languages:** English (fluent), Hindi (fluent), Punjabi (intermediate)



## Na (Sandy) Zhang

Reference: FTMBA1346

<http://www.linkedin.com/in/sandyzhang2>

A highly committed project manager with seven years' experience in new product development in IT industry. Led cross-functional teams of nine to twelve engineers to successfully develop and launch five new servers in Intel with two new business models in three years. Managed the full development cycle from strategy to sustaining, which includes initiating and streamlining the business processes, supplier selection and management, product development and customer support.

A self driven and passionate individual with entrepreneurial experience of setting up a small business in early childhood education sector. Led a team of 11 employees to recruit 101 children and create over £53,676 income within the first six months of operation with four classrooms.

Seeking a strategic general management or operational management role in IT or high tech industry.

- ⌘ **Career History:** Founder of Sun Baby Culture Communication Co. Ltd, Shenzhen, China  
Product Development Project Manager at Intel Asia-Pacific Research & Development. Ltd, Shenzhen/Shanghai, China  
Manufacturing Program Manager at Intel Asia-Pacific Research & Development. Ltd, Shanghai, China  
Project Engineer at MSI (Measurement Specialties Incorporate) China. Ltd, Shenzhen, China
- ⌘ **Education Highlights:** The Warwick MBA, Warwick Business School, UK  
Master of Process Machinery of Chemical Engineering, Sichuan University, China  
Bachelor of Equipment and Machinery of Chemical Engineering, Sichuan University, China
- ⌘ **Nationality:** Chinese
- ⌘ **Languages:** Chinese (native), English (fluent)

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Photography by Samuel Kirby.

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