



BAYES
BUSINESS SCHOOL
CITY UNIVERSITY OF LONDON

Full-time MBA

Class of 2023 Talent Book

[Always learning]



MBA Professionals

This talent book showcases our diverse pool of Full-time MBA students. Each student name clicks through to their LinkedIn profile so you are free to contact them directly or we can facilitate a meeting for you. Recruiting top talent is critical to an organisation’s longevity. Our students are highly-trained, innovative and encompass a range of professional experiences to fulfil an organisation’s needs. Each profile includes relevant international experience which might demonstrate local market knowledge of a particular region or regions where the individual has been based professionally. The languages highlighted will reflect the languages that they can speak from a conversational level all the way to advanced level. Here at Bayes Business School, considerable emphasis is placed on employability skills for the corporate environment. This ensures that our students are equipped to make a valuable contribution to your business from day one. Furthermore, we are pleased to highlight the UK Government’s Graduate Immigration Route; the route has the advantage of international graduates of approved UK Higher Education providers not requiring sponsorship by employers for 2 years post-graduation. Our MBA Relationship Managers have industry specific knowledge and years of recruitment experience. Contact us today to discuss your resourcing needs and explore how our MBAs can add value to your organisation.

Our MBA professionals are an ideal solution for your recruitment needs. They experience a challenging 12-month journey combining intensive learning and practical application. Throughout the programme they are challenged to think strategically, collaborate, analyse and make inspiring, creative decisions. The MBA programme allows our students to tailor their MBA, through a choice of electives and in a single year they gain first-hand knowledge of London’s exciting business landscape. They encounter a variety of dynamic global markets with each providing key insights into very different business cultures, some previous destinations have included; Silicon Valley, South Africa, China, Kenya, Ireland and Cuba. Their knowledge is tested, embedded and refined, in real world practical applications so that they become the professionals equipped with all that’s needed to make their mark within modern business.

BAYES CAREERS ONLINE (BCO)

This time-effective recruitment tool can assist you in finding the candidate you are looking for in a variety of ways:

- Advertise jobs, internships and research projects to MBA and MSc students and alumni
- Access the FT MBA CV Book, filtering candidates by experience, skills and languages
- Opt to receive applications directly, or use our service that collates all CV applications for your advertised position in a single pdf document
- Advertise your company details directly to Bayes Business School students and alumni to raise your company profile, utilising social media, branding and web urls. All services are provided free of charge.

Register as a recruiter:
<https://bayes-csm.symlicity.com/employers>

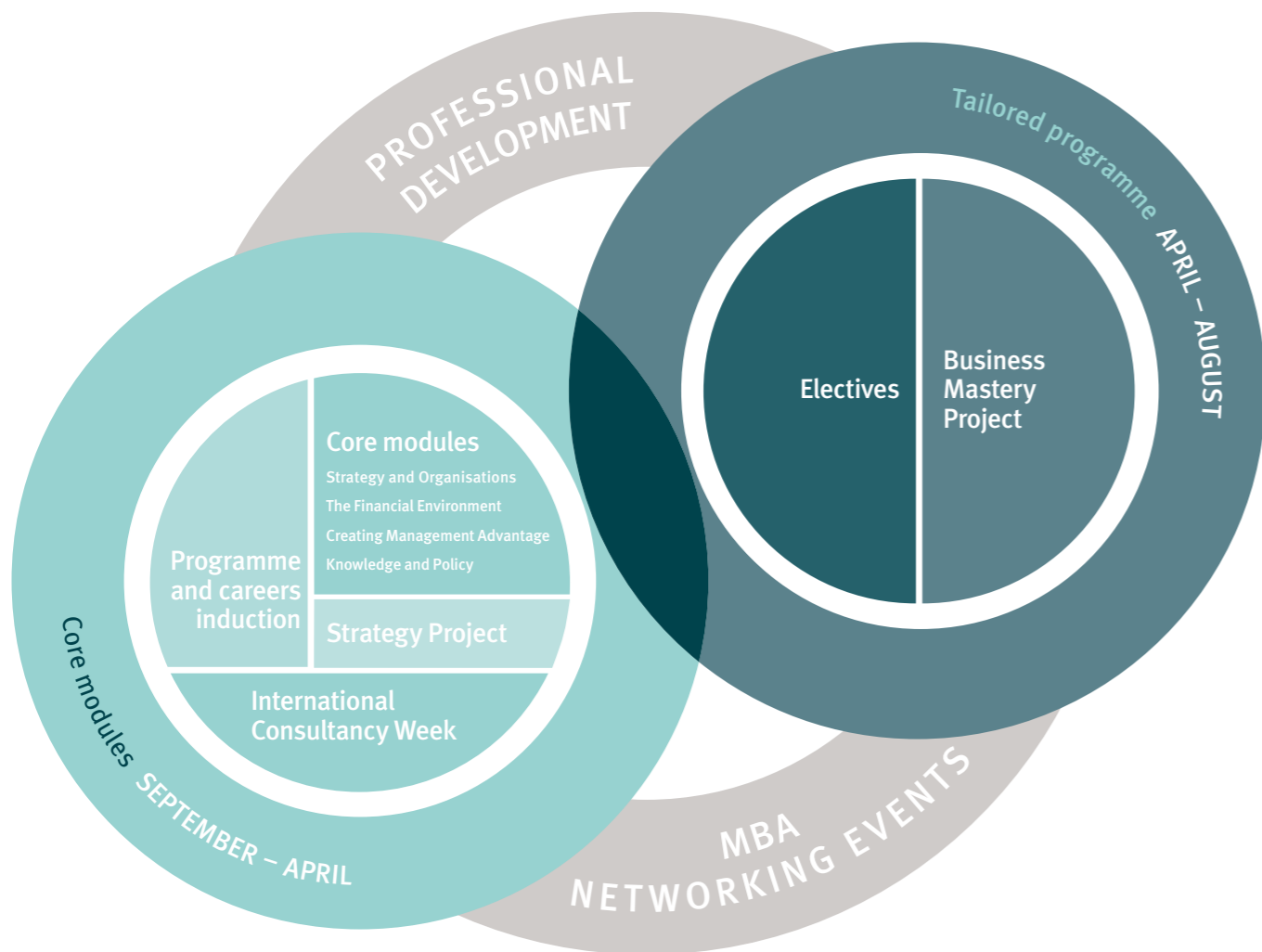
David Huff
MBA Corporate Relationship Manager
E: david.huff@city.ac.uk

Jennifer Bluett-Odolant
MBA Relationship Manager
E: jennifer.bluett-odolant@city.ac.uk

Bayes Careers
E: bayes-careers@city.ac.uk

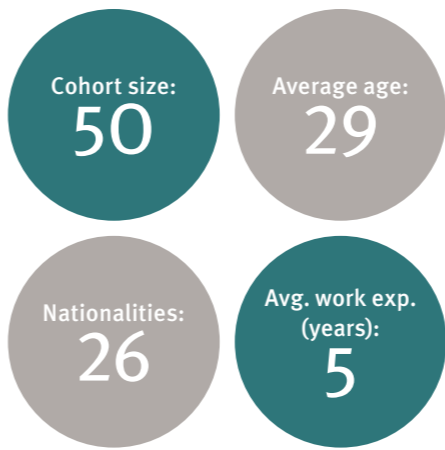
Full-time MBA programme overview

- Core modules taught in five week blocks
- Electives tailored based on student preferred specialism
- The culmination of the programme is the Business Mastery Project, a major piece of self-managed research.



Class profile 2023

Key stats



Female

54%

Average GMAT

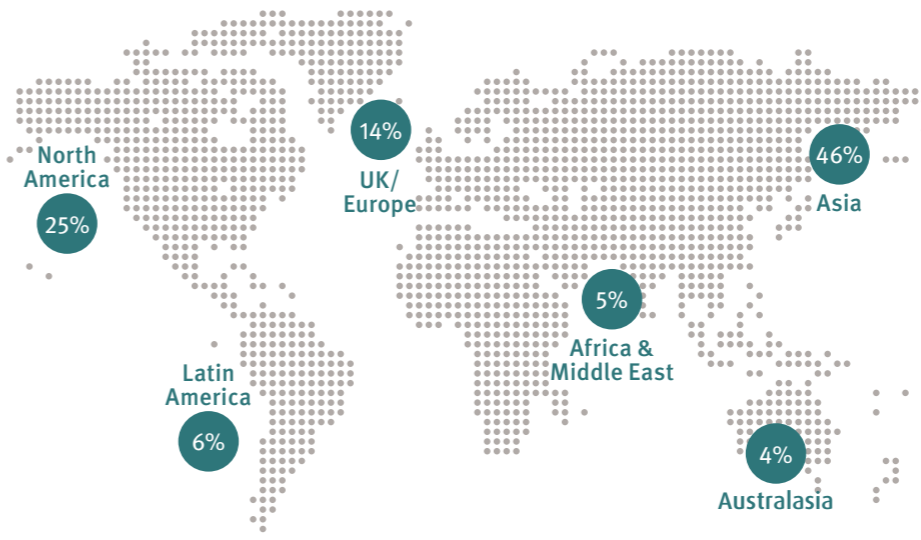
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Industries represented



- Finance – 20%
- IT/Telecoms – 12%
- Retail/FMCG – 10%
- Consulting – 8%
- Engineering/Manufacturing – 8%
- Pharma/Healthcare – 8%
- Real Estate – 8%
- Professional Services – 6%
- Education/Not for Profit – 4%
- Hospitality/Tourism – 4%
- Marketing/PR – 4%
- Media – 4%
- Legal – 2%
- Supply Chain – 2%

Nationalities represented by region





Preethi Reddy Ala

General Manager, with three years of experience in a construction company that engages in building reservoirs, dams.

Nationality:
Indian

Education:
Bachelor of Engineering (Electronics and Communication Engineering)

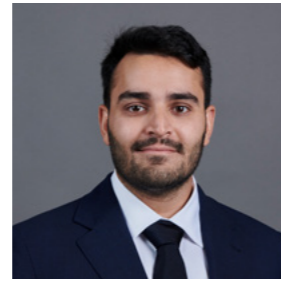
Professional competencies:
C++, Matlab

Languages spoken:
English, Hindi, Telugu

International experience:
India

Career highlights:

- Presided over a tender submission team of five and acquired two tenders, which strengthened the revenue by 10%
- Initiated and administered a deal to purchase Puzzolana crusher that sped up the work at site by two months
- Reduced project costs by 20% through negotiations with crushed rock suppliers.



Faisal Alrashed

Six years' management consulting experience in various industries with a focus on strategy, organisational design and change management.

Nationality:
Saudi Arabian

Education:
BEng, Alfaisal University, Riyadh, Saudi Arabia

Professional competencies:
Organisational transformation, Strategy design

Languages spoken:
Arabic, English, French

International experience:
United Arab Emirates, Saudi Arabia

Career highlights:

- Led three strategic projects in the Defence and Security sector during the Covid-19 pandemic
- Delivered a transformation project with the Saudi Ministry by establishing an assessment centre and designing a leadership competency framework to support identification of future leaders
- Managed the transformation of Hwadi by updating strategy and building a new dynamic organisational structure in order to meet future demands.



Neha Chauhan

A commerce graduate with over six years' experience in financial accounting & management, maintaining healthy relationships with clients and stakeholders.

Nationality:
Indian

Education:
B.Com (Hons), Delhi University, New Delhi, India

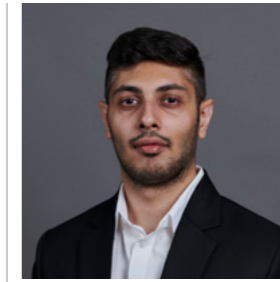
Professional competencies:
Keyword Planner, Salesforce, SAP

Languages spoken:
English, Hindi

International experience:
India

Career highlights:

- Managed a team of 10 analysts and ensured that all key metrics of performance as per the client SLA were met and exceeded
- Handled escalations from clients and guided fellow colleagues to use client tools accurately during the transition while working remotely during the pandemic
- Supervised end to end month end, quarter close and year end activities for smooth operation.



Lakshya Chopra

An entrepreneur, who handles various projects for Government of India related to employment and upskilling the population of the country.

Nationality:
Indian

Education:
B Com (Hons), University of Delhi

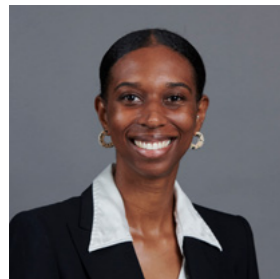
Professional competencies:
Tableau

Languages spoken:
Hindi, English

International experience:
India

Career highlights:

- Awarded by Associated Chambers of Commerce and Industry of India for educating more than 100 women to operate automobiles
- Managed a team of two on completing tax litigations by preparing analysis reports, which resulted in tax saving of 50%
- Led a team of 10 for providing skill training to 5000 candidates to facilitate employment, resulting in tax saving to 50% candidates.



Cameron Arnette

Marketing professional with five years of experience leading the development of 360 advertising campaigns for brands across industries and markets.

Nationality:
American

Education:
BSc Marketing, Florida State University, USA

Professional competencies:
Certified Scrum Master (CSM)

Languages spoken:
English

International experience:
USA

Career highlights:

- Managed campaign development through partnership with various departments, leading to the successful US relaunches of Amoco and BPme Rewards
- Managed multi-million-dollar budgets through scope tracking to raise opportunities for incremental funding to leadership, leading to over 25% increase in account revenue
- Advised national optical brand clients by evaluating business needs, leading to positive year-over-year performance during a pandemic year.



Diksha Bhardwaj

Eight years' experience as a data analytics professional, developing expertise in product management, strategy and stakeholder management.

Nationality:
Indian

Education:
B Eng (Hons), Shri Govindram Seksaria Institute of Technology and Science, India

Professional competencies:
Product Management, SQL, Tableau, Python

Languages spoken:
English, Hindi

International experience:
India

Career highlights:

- Spearheaded enhancements for five security products each quarter by revisiting product-adoption journey, boosting product onboarding rate by 150%
- Influenced Customer Executives redirecting their marketing strategies toward an analysis on customer-segmentation and lifetime-value, reducing original marketing spend by a third
- Adopted agile framework by outlining story points during the products' discovery phase, eliciting a 20% increase in capacity utilisation.



Pratiksha Dasrapuria

Finance Analyst with four years' of cross-functional experience in Corporate Finance, Product Control and Taxation.

Nationality:
Indian

Education:
BCom (Hons), N.M. College of Commerce & Economics, Mumbai University, India

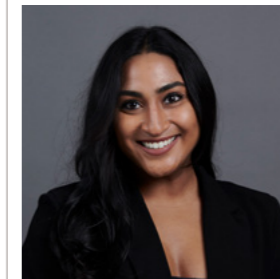
Professional competencies:
Chartered Accountant, CFA Level 2, Adobe, Microsoft Office, VBA

Languages spoken:
English, Hindi

International experience:
India

Career highlights:

- Assisted management in Series-B funding of Logistics start-up by carrying out due diligence, business modelling & financial projection
- Prepared, signed-off, provided commentary on daily P&L for Prime Brokerage business with yearly revenue of \$120mn across Japan & EMEA for accurate reporting to front-office.
- Rectified TDS returns of a diamond business group reducing its tax demand from 1.5mn INR to Nil.



Puja DeGamia

Six years' global experience as a business development professional within the technology industry, enhancing revenue growth, strategy and operational efficiency.

Nationality:
Australian/New Zealander

Education:
BCom; Double Major – International Business and Management, Australian National University, Australia

Professional competencies:
Google Analytics, Hootsuite, LinkedIn Navigate, Salesforce, SAP

Languages spoken:
English, French, Hindi

International experience:
Australia, India, Singapore, United Kingdom

Career highlights:

- Spearheaded new business outreach strategies for a UK based AI Cyber company, resulting in an individual contribution of US \$2M to company revenue
- Onboarded, up-skilled and mentored 25+ new Customer Success Managers for Darktrace in the EMEA region
- Led business development for the Economist's tech customers across South-East Asia and Pacific, employing advanced industry insights, yielding a personal sales revenue of US \$1.3M.



Duong Doan

Marketing professional, with six years' experience in marketing and branding strategy, managing international brands in luxury goods sector.

Nationality:
Vietnamese

Education:
BSc International Business with Finance, Maastricht University, The Netherlands

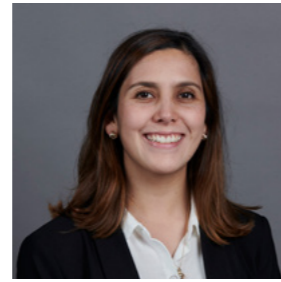
Professional competencies:
Google Analytics, SPSS

Languages spoken:
English, Vietnamese

International experience:
Vietnam

Career highlights:

- Optimised digital platform by redesigning website, improving UI, UX, SEO, resulting in seven times increase in traffic, 420% growth in net followers
- Developed customer relationship with 20+ new business partners by organising events and reaching out to potential oversea partners
- Directed 120+ media publication including TVC, Photos, Short film, printing materials, public articles.



Maria Dulcey

International marketing manager with six years of experience in brand strategy and go-to-market development for the FMCG industry.

Nationality:
Colombian

Education:
BSc Business Administration, Universidad de Los Andes, Colombia

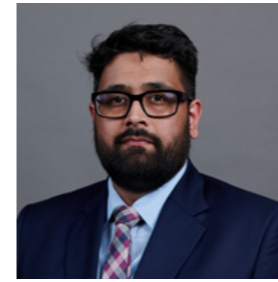
Professional competencies:
Google Analytics, SAP, VBA

Languages spoken:
English, French, Spanish

International experience:
Colombia

Career highlights:

- Successfully launched a new product campaign for the traditional grocery channel in Colombia through project management and consumer analysis, resulting in sales of \$300K
- Redesigned the scope of an international marketing area by strategic reasoning and team leading, acquiring a budget of \$318K
- Improved partnerships with 17 coffee franchisees worldwide through stakeholder management, bettering global brand positioning.



Barunpreet Gill

Resourceful marketing and sales professional with 4 years' experience and excellent interpersonal skills. Co-founded a Marketing Agency in 2021.

Nationality:
Indian

Education:
BSc Business Management, London School of Economics and Political Science, UK

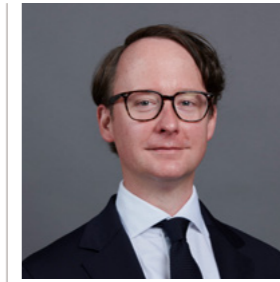
Professional competencies:
Adobe

Languages spoken:
English, Hindi, Punjabi

International experience:
India

Career highlights:

- Led a team of 6 to create one of the most influential programs for GamingMonk (Streamer Program). The program later assisted the company in acquiring several further clients and earn a revenue of over £200,000
- Co-founded a Marketing Agency, which has now exceeded a revenue of over £250,000 in fourteen months
- Was a founding member of the emerging industry "Gaming" in India. Initiated the first contact with sponsors.



Brett Godfrey

Creative and results-oriented marketing professional with ten years of experience in managing successful brand and content campaigns.

Nationality:
American

Education:
BA French, Suffolk University, USA

Professional competencies:
Adobe, Google Analytics, WordPress

Languages spoken:
English, French

International experience:
USA

Career highlights:

- Created and managed a multi-channel brand campaign that told stories of satisfied clients, achieving 44% year-on-year website traffic increase
- Led a team that executed a rebranding campaign, including a new name and location, resulting in high client retention and sales growth
- Initiated digital transformation projects by identifying friction in processes, yielding company-wide gains in efficiency, productivity, and effectiveness.



Sajid Esmail

Eight years of experience in diverse sectors including accounts, equity research and hospitality, focused on organising processes for operational efficiency.

Nationality:
Indian

Education:
BCom, University of Mumbai, India

Languages spoken:
English, Hindi, Gujarati

International experience:
India

Career highlights:

- Co-founded, designed and managed standalone speciality restaurant and maintained average revenue growth above 5%
- Organised operational processes at vacation rental start-up by improving housekeeping and maintenance efficiency to reduce company costs by 15%
- Enhanced equity research information for affiliates and clients by preparing reliable daily and sector market reports to be published on company website.



Ana Frowein Fiter

Six years' experience in Technology Consulting, solving business problems with innovate solutions by leading service strategies and digital transformation plans.

Nationality:
Spanish/German

Education:
Double Degree: BA International Business Administration, Berlin School of Economics and Law, Germany
Rennes School of Business, France

Professional competencies:
Agile, ITIL, Microsoft Office

Languages spoken:
English, French, German, Spanish

International experience:
Germany, Peru, Spain

Career highlights:

- Led development of new client relationships by coordinating delivery of project proposals worth €20-120mn reaching 20% profitability
- Coordinated product development monitoring three teams of +30 people (€2mn budget) aligning business requirements with technical performance
- Launched an application for +500 external suppliers of a retail client implementing an adoption plan which reduced 5% of the purchase process time.



Saurabh Gupta

Senior consultant with eight years' experience across consulting and technology firms, focus on managing risk, securities pricing, and business analysis.

Nationality:
Indian

Education:
PGDM (Finance), Institute of Management Technology, India
B. Tech. Computer Science & Engineering, Jaypee University of Information Technology, India

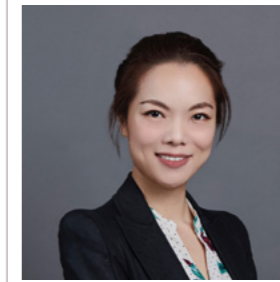
Professional competencies:
Passed CFA Level 2, SPSS Bloomberg, Thomson Reuters Eikon, Super Derivatives

Languages spoken:
English, Hindi

International experience:
India

Career highlights:

- Mentored securities pricing team to compute fair price of securities for Fortune 500 clients, leading to revenue generation of \$US 20 mn+
- Executed process mapping for payments firm conducting interviews, identifying gaps, and recommending controls, cutting client's costs by 40%
- Led model assessment assignments for investment banks to generate regulatory reports, leading to capability building and additional business of \$US 7 mn.



Marian (Pengyan) Han

Pragmatic problem solver and entrepreneurial partnership builder focused on market entry strategies, leading complex cross-cultural initiatives, and leveraging stakeholders' resources.

Nationality:
Chinese

Education:
BSc Geology, China University of Geosciences, China

Languages spoken:
Chinese, English

International experience:
China, United Arab Emirates

Career highlights:

- Founded a JV with a MENA leading luxury retail group and led teams of 20+ nationalities on cross-border initiatives and e-commerce, achieving 60% YOY growth
- Advised Fortune500 companies in TMT and retail by enhancing strategic partnerships and eco-brand strategy, increasing MENA market shares to top 3, closing \$200m M&A deals
- Pioneered green-ducting through GTM strategy, reducing application carbon-emissions by 90%.



Nader Javadizadeh

Real estate professional with five years' experience focused in finance and brokerage.

Nationality:
British

Education:
BSc Management, Bayes Business School, UK

Professional competencies:
CISI Investment Advice, Negotiation, Real estate finance

Languages spoken:
English

International experience:
UK

Career highlights:

- Negotiated rent reviews by leading a team of experts throughout conciliation and arbitration processes, increasing rental income by at least 40%
- Collaborated with commercial property lawyers by developing a fee-sharing structure resulting in a negotiation for a £90m office in central London
- Managed refinancing of commercial and residential portfolios through negotiation with lenders, lessening loan repayments and releasing additional capital for reinvestment.



Karim Katbe

Finance professional with seven years' experience in Wealth Management, focusing on investment analysis and portfolio management.

Nationality:
Canadian/Lebanese

Education:
BCom Finance, John Molson School of Business, Concordia University, Canada

Professional competencies:
Thomson Reuters

Languages spoken:
Arabic, English, French

International experience:
Canada

Career highlights:

- Oversaw the money management for high-net-worth clients by way of investment analysis to successfully exceed benchmark returns
- Formulated strategic plans through analysis of daily transaction records to effectively administer day-to-day portfolio management
- Prepared and evaluated business proposals with focus on renewable energy and electric vehicle projects by developing action plans to promote foreign trade investment and achieve 22% yearly ROI.



Xinyu Lim

Trade Marketing Manager and pharmacist, 8 years of experience in hospital and pharmaceutical industries, managed multinational healthcare clients and portfolios.

Nationality:
Malaysian

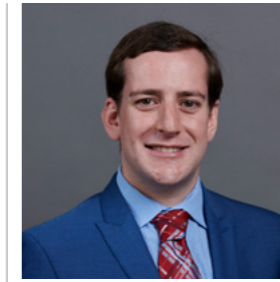
Education:
Master of Pharmacy, University of Strathclyde, UK

Languages spoken:
Chinese, English, Malay

International experience:
Malaysia

Career highlights:

- Developed strategies with clients and internal sales team to increase brand awareness among consumers which resulted in sales growth of 16%
- Executed marketing plan in specific customer channels with the goal to recruit new customers which resulted in 25% increase in sales
- Conducted product training to ensure the team maintain good detailing skills, achieving 97% of accreditation passing rate.



Ben Minissale

Five years' experience in Fixed Income Trading, Capital Markets, Commercial Credit Analysis, Financial Analysis, and Warehouse Fulfilment Services.

Nationality:
American

Education:
BBA Finance, The University of Texas at Austin, USA

Professional competencies:
Bloomberg, Bloomberg Markets Concepts, QuickBooks, Series 7, Series 63

Languages spoken:
English

International experience:
USA

Career highlights:

- Performed underwriting for commercial loans to mitigate risks resulting in approval of \$100M+ in successful commercial loans
- Managed ticketing, marketing, and other tasks involved in new issue fixed-income products eventuating in more efficient trading execution and profitability
- Created pitch decks, proformas, and historical financial models for capital raises, debt fundings, and potential new investments resulting in \$100M+ of transactions.



Aung Khant

Highly effective, and strategic minded operations executive with 5 years' experience in operations, sales and marketing leadership, transferable across sectors.

Nationality:
Myanmar

Education:
BA International Studies – Management, Pepperdine University, USA

Languages spoken:
Burmese, English

International experience:
Myanmar (Burma)

Career highlights:

- Developed an additional clinical service through market analysis, fulfilling an unmet need as evidenced by a 20% increase in revenue
- Procured \$2 million budget to overhaul head office space from the BOD, leading to improved communications across departments
- Managed relationships with key individuals from public and private sectors by leveraging an in-depth understanding of cultural sensitivities, leading to successful tenders.



Sharon Kundu

Brand Management professional with 6.5 years' experience in FMCG having a penchant for creativity and technology in business.

Nationality:
India

Education:
PGDM (Marketing) BIMTECH, India
B.Tech (Biomedical Engineering), West Bengal University of Technology

Professional competencies:
SAP

Languages spoken:
English, Bengali, Hindi

International experience:
India

Career highlights:

- Led communication strategy (TV/Print/Digital/On-ground) of £500 mn for two portfolios (£76 mn), contributing to 40% rise in sales during pandemic
- Launched social media/website for Pain-Management and Home-Hygiene businesses. Achieved community size of 37k+ and 18k+ respectively (Facebook) within 9 months
- Supported NGO by donating brand products and medical kits during Covid. Received voluntary video responses from six celebrities mentioning brand association.



Rachael Muma

Client-focused and thoughtful leader with over 6 years of multi-sector experience in business development, strategic account management and project execution.

Nationality:
Canadian

Education:
Bachelor of Management, Organizational Studies and French Studies (Double Major), Western University, Ontario
Diploma in Business French, Western University, Ontario

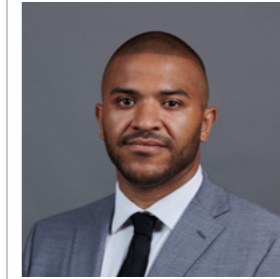
Professional competencies:
Public Speaking/Presenting, SugarCRM, Vectorworks Design (Beginner)

Languages spoken:
English, French

International experience:
Canada, UK

Career highlights:

- Grew revenue from managed accounts YoY, frequently securing new projects through client referrals by developing tailored solutions and upholding service level KPIs
- Critically analysed workflows in sales and project management, proactively documenting and implementing strategic improvements
- Leveraged varsity athletic experiences to solicit corporate participation in and to present at conferences in Canada, Spain, the Netherlands and USA.



Jack Muntu-Caron

Business banker with specific experience of managing lending and daily banking operations; founder of a coffee retail company.

Nationality:
Canadian

Education:
GDip Applied Finance, McGill University, Canada (2023)
BA Economics and Global Studies, Colby College, USA

Professional competencies:
Salesforce

Languages spoken:
English, French, Spanish

International experience:
USA

Career highlights:

- Managed RBC's largest SMEs loan portfolio through efficient time management, resulting in a 39% improvement in measured client satisfaction
- Provided banking and financing solutions to clients' business life cycle challenges which generated over £9,300,000 in revenues for RBC
- Founded and manage a coffee retailing company specialized in premium Congolese Arabica coffee with a 3-year annual average growth rate of 23%.



Ignacio Nava Auza

Social entrepreneur with seven years of private, public and third sector strategic consulting experience across education, SME, urban and sustainable development.

Nationality:
Bolivian

Education:
Certificate Chinese Language and Culture, Guizhou University, PRC
BA International Relations, Syracuse University, USA

Professional competencies:
SPSS, Tableau, Wordpress

Languages spoken:
English, Italian, Mandarin, Portuguese, Spanish

International experience:
Brazil, China, Hong Kong, Indonesia, Nigeria, USA

Career highlights:

- Institutionalised 20 social projects throughout the Global South by long-term planning and innovation of self-sustaining models
- Orchestrated stakeholder engagement campaigns for high-level policy for Syracuse University, Hong Kong's energy mix, and UN Youth group
- Authored investigative and analytical reports to provide solutions across different industries such as green-building certifications, human-right violations, and lithium exploration.



Tamara Lee Noiman

Proven customer success manager with 3 years' experience in account management, business development and marketing analysis in e-commerce and aviation.

Nationality:
German/Israeli

Education:
BSc (Hons.) Management, University of Warwick, UK

Professional competencies:
SPSS, Tableau, Wordpress

Languages spoken:
English, German

International experience:
Bristol, Derby, United Kingdom, Montreal, Canada

Career highlights:

- Oversaw an engine lease contract worth >\$1million, coordinating with experts to navigate challenges and achieve strict customer deadlines
- Pitched engine maintenance services to 8 customers, leveraging utilisation and company data to secure \$4M+ in contracts
- Modelled the impact of the sustainability movement on future aircraft demand by analysing flight and carbon data, suggesting alternative strategies that minimised financial impacts.



Jiwon Park

Private Equity Fund Manager, with seven years' experience, focused on the Korean Capital Market.

Nationality:
Korean

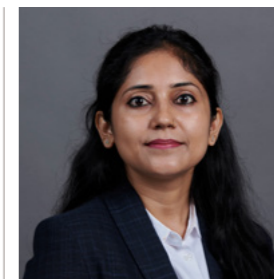
Education:
BSc (Hons.) Management, BSc Economics, Chung-Ang University, Republic of Korea

Professional competencies:
FRM

Languages spoken:
English, Korean

Career highlights:

- Led an acquisition of a camera manufacturer, and executed business restructuring leading to the company stock re-traded in the exchange
- Divested buy-out investment acquiring Co-Asia, a semi-conductor engineering company, leading the M&A process to a buyer with an IRR of 23.4%
- Advised an acquisition as a financial advisory of a toll road, located in Indiana, US.



Akanksha Pathak

Engineering professional, with over 7 years' experience in auditing and manufacturing sector, focused on Audit management and New Product Development.

Nationality:
Indian

Education:
MTech Electrical Engineering Power Systems and Electrical Drives, Manav Rachna Educational Institutions, India
BTech Electrical Engineering, J.C Bose University of Science & Technology, YMCA, India

Professional competencies:
Six Sigma Green Belt

Languages spoken:
English, Hindi

International experience:
India

Career highlights:

- Led implementation of audit digitalisation project, collaborated with cross functional teams reducing audit report preparation time by 33%
- Devised quarterly audit plans in collaboration with audit teams, audit units and administration, leading to resource optimisation and enhanced productivity
- Helmed cost optimisation project by executing numerous value engineering projects in consultation with McKinsey & Co., upscaling yearly profits by \$2.5mn.



Konstantinos Nteris

Marketer and intrapreneur, three years' experience in digital, strategy and performance analysis, creation of business ventures for biggest sports media company in Greece.

Nationality:
Greek

Education:
BSc Mathematics, Cardiff University, UK

Professional competencies:
Facebook Manager, Google Analytics, LinkedIn Developer Products

Languages spoken:
Chinese, English, French, Greek

International experience:
China, Greece, UK

Career highlights:

- Initiated a Business Development department in one of the biggest sports media companies in Greece, creating partnerships and ventures, domestically and internationally, generating revenue for next 5 to 10 years
- Designed digital performance optimisation and marketing strategies, reaching, at least 70% ROI
- Founded and co-led a start-up, focused on the Greek hospitality industry, via existing connections and investors in China.



Sheena Ohnemus

Multilingual marketing specialist with four years' experience in global marketing, brand development, and innovation with a digital focus.

Nationality:
Swiss/Danish

Education:
BS in Business Administration, Northeastern University, USA. Concentration in Entrepreneurship. Dean's List.

Professional competencies:
Bloomberg Market Concepts, SAP, WordPress & WooCommerce

Languages spoken:
German, English, Danish

International experience:
Switzerland, USA

Career highlights:

- Managed digital projects for global Swiss skincare brand by analysing growth opportunities to enhance customer experience and drive web traffic, resulting in two years of consecutive growth in online sales
- Conceptualised new gifting and assortment strategy for leading premium cigar brand, executed across global flagship stores and retailers
- Implemented new sustainability initiatives to eliminate destruction of useable products by establishing partnerships which reduced obsolete inventory.



Enrique Pérez San Martín

International Business Development Consultant focused on IT strategy and project management experienced in the financial, energy and European public sector.

Nationality:
Spanish

Education:
BSc Industrial Engineering, Universidad Pública de Navarra (UPNA) (The Public University of Navarre), Spain

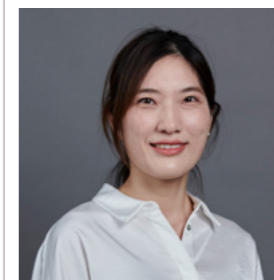
Professional competencies:
CAD, ITIL, Microsoft Office (Power Point)

Languages spoken:
English, French, Spanish

International experience:
Belgium, Spain

Career highlights:

- Provided consultative expertise to European institutions by developing new IT scenarios to their operations through business plans yielding 15% cost optimisation
- Co-Led a Bid Management team responsible for the production of 20 opportunities per year achieving a win rate of more than 70%
- Developed a BI project that involved more than 3,500 employees by analysing data that improved decision-making of the company business in seven geographies.



Xiaolei Qin

Integrated marketing and eCommerce expert, with four years' experience in event, PR and digital, and five years in eCommerce MKT and business operation.

Nationality:
Chinese

Education:
Teaching Chinese to Speakers of Other Languages, Shanghai International Studies University, China

Professional competencies:
Adobe, Microsoft

Languages spoken:
Chinese (Mandarin), English

International experience:
China

Career highlights:

- Achieve business sales target and YOY growth of over 20% by strategy setting, implementation and embedding agile working methods
- Lead over 50 integrated marketing campaigns to achieve brand awareness by managing both internal cross teams and external agencies
- Launched the first China-market-oriented product by cooperating with and leveraging the resource of Alibaba Platform, achieving 180% sales target.



Geetika Raisinghani

Corporate Finance professional, with six years' experience focusing on underwriting and sales of lending solutions to medium and large companies.

Nationality:
Indian

Education:
M Com, Mumbai University, India
B Com (Financial Markets), Mumbai University, India

Professional competencies:
Microsoft Office, Salesforce

Languages spoken:
English, Hindi, Marathi

International experience:
India

Career highlights:

- Actively networked with potential customers to market finance solutions which resulted in incremental business of INR 1.2BN
- Negotiated pricing and security terms of a structured finance transaction in order to close a profitable deal which earned fee income of 3%
- Collaborated with cross functional teams by building consensus among stakeholders which resulted in smooth execution of complex deal.



Ginelle Reed

International professional, with five years in the automotive sector, focused on developing GTM strategies for innovation projects.

Nationality:
American

Education:
BSc International Business, American University, Washington, DC, USA

Professional competencies:
Google Analytics, Office Suite

Languages spoken:
English, French

International experience:
USA, Japan

Career highlights:

- Assessed nine R&D projects within a team in order to produce strategic reports for the NA C-suite which resulted in the reorganisation of the division
- Streamlined the product approval process through negotiations with Japan HQ to quickly deliver 800 face shields to the medical community during COVID
- Founded a regional digital library by initiating a taskforce to survey teams and budgets, eliminating costs by US \$1.3M and clarifying resource gaps.



Rahul Shankar

Network engineer and manager, with 6 years' experience in managing and handling networks, cross-functional teams, and data-centres, across various industries.

Nationality:
Indian

Education:
MSc Telecommunications Engineering, Rochester Institute of Technology, USA
BEng Electronics and Telecommunications, Mumbai University, India

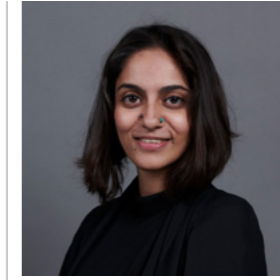
Professional competencies:
CCNP, Matlab, Oracle, Splunk Enterprise, SQL

Languages spoken:
English, Hindi

International experience:
India, USA

Career highlights:

- Led and delivered project for 5G Core Network IP Integration for India's first 5G implementation
- Designed and managed project life cycle for core devices upgrades, leading to nation-wide network optimisation by over 30%
- Developed network capacity enhancement processes, based on future projections and current utilisation, resulting in seamless expansion across the company and boosting annual profit by 18%.



Divyeshwari Singh

Digital and growth marketer, with five years' experience in managing multifarious campaigns and projects that further empowered SMEs and MNCs.

Nationality:
Indian

Education:
BA (Hons) Economics, University of Delhi, India

Professional competencies:
Ahrefs, HubSpot, Lead Squared, Mail Chimp, WordPress

Languages spoken:
English, Hindi

International experience:
India

Career highlights:

- Implemented process standardisation for a large-scale account, successfully improve TAT for a major product line by 30%
- Awarded for exceptional performance in email marketing, contributing a closure value of £84,000
- A remote, burnout team was motivated by constructive feedback and open communication to raise 1200 CAD for an event.



Sally Meriwether Roberts

Supply chain professional with three years' experience improving internal processes, building relationships, and effectively integrating CRM software with agile framework.

Nationality:
American

Education:
BSc, Accounting and Global Supply Chain Operations Management, University of South Carolina, USA

Professional competencies:
Salesforce, SAP, Tableau

Languages spoken:
English

International experience:
USA

Career highlights:

- Designed the strategic implementation of customer resource management software through collaboration with stakeholders to achieve an integrated product supporting end to end visibility
- Automated five manual processes using robotic process automations to reduce labour hours and enhance data connectivity
- Planned and executed eight company culture events by building relationships with senior management to successfully break down department silos.



Javier Andre Rodriguez Torres

Certified Fraud Examiner, with eight years of experience in Risk Management and Forensic Solutions, managing cross-functional teams for global companies.

Nationality:
Peruvian

Education:
BSc Business Management, Pacifico Business School (PBS), Lima, Peru

Professional competencies:
CFE (Certified Fraud Examiner)

Languages spoken:
English, Spanish

International experience:
Peru, Ecuador

Career highlights:

- Launched and implemented the Compliance, Forensic, and Dispute Services in PwC and Deloitte for the South American market, reaching regional and global clients, and managing multinational teams
- Led forensic and analytic training, reducing delivery time, innovating on solutions, and increasing clients' satisfaction
- Successfully developed forensic investigation mostly in mining, financial, and insurance companies in which the regulator is involved.



Elad Siso

Ex-Israeli Armoured Corps Capitan, PMO team leader in real estate project with total of seven years of experience.

Nationality:
Israeli/American

Education:
BSc Civil Engineering in Construction Engineering, Ariel University, Israel

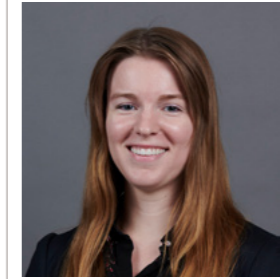
Professional competencies:
MS Office, Priority (Enterprise Resource Planning), Revit

Languages spoken:
English, Hebrew

International experience:
Israel, Singapore

Career highlights:

- Led missions to gather data during IDF's 2014 Operation Protective Edge; Awarded a Citation Honour, given by Major General of the Southern Command
- Collaborated with 5 project managers to manage £260M budget of the "Wix Campus" renovation project, Israel's largest single offices construction complex
- Led the assimilation of an integrated Enterprise Resource Planning platform for budget control for 900 employees.



Lauren Stark

Consultant with five years' experience assisting healthcare companies with their litigation needs by analysing damages models and restructuring compliance programs.

Nationality:
American

Education:
BSc Finance, Business Analytics and International Business, Indiana University, USA

Professional competencies:
SQL

Languages spoken:
English

International experience:
USA

Career highlights:

- Directed the testing for compliance engagements by managing up to eight employees, ensuring the improvement of clients' internal processes and billings
- Spearheaded the monthly analytics for a nationwide client to improve their oversight of 200+ facilities which reduced litigation risk
- Coordinated the diversity and inclusion initiative across three offices and initiated the base model that was expanded across the nation.



Kate Staudenmaier

Five years' experience in wealth management advising, developing branding strategies specialising in risk management, asset accumulation, and client acquisition.

Nationality:
American/Luxembourgian

Education:
BS in Business Administration Marketing, University of Denver, USA

Professional competencies:
Life, Health and Accidental Producer License

Languages spoken:
English

International experience:
USA

Career highlights:

- Executed and led marketing campaigns to empower women's personal finances by supporting the cross-selling of wealth management products and services, achieving the highest annual growth in new client acquisition
- Optimised the sales cycle by generating new efficiencies through the implementation of new client communication processing, that led to increasing annual sales by 24%
- Delivered and created new marketing training for incoming financial advisors by helping leverage a strategic and cohesive business plan when branding, resulting in increased firm recognition.



Chutikarn Trachu

Assistant Accounting Manager from IT solutions company, with former experience in Assurance, auditing range of business process and operation control.

Nationality:
Thai

Education:
BAcc, Chulalongkorn University, Thailand

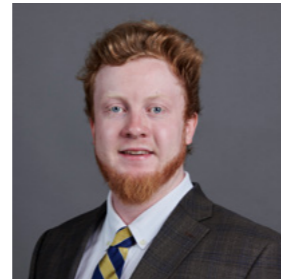
Professional competencies:
SAP

Languages spoken:
English, Thai

International experience:
Thailand, South Korea

Career highlights:

- Analysed company's performance for management review, including budget analysis and expenses breakdown, for efficient project management and forecasting purposes
- Led a team and worked with multiple teams across countries as a primary contact for the client with several overseas locations to ensure timely delivery and accuracy of financial reports
- Identified control risks and designed audit plan with team members in order to assure that clients' business transactions were properly and correctly recorded.



Garey Symington

SaaS professional with four years' experience growing international businesses, launching global departments, guiding new product developments and driving sales lead generation.

Nationality:
American

Education:
BA Philosophy with Management, University of Minnesota, USA

Languages spoken:
English, Spanish

International experience:
USA

Career highlights:

- Revamped outbound sales strategy using market research and direct product development involvement, increasing monthly lead generation by an average of 30%
- Launched a global Customer Success program, employing relationship and project management skills to exceed retention metrics on \$5MN customer portfolio
- Led new product developments using strategic vision and customer discovery to match needs with the direction of new product features.



Nirav Umaretiya

Financial Crime Compliance professional with 6+ years of experience in end-to-end AML/KYC On-boarding Reviews and Rolling Reviews.

Nationality:
Indian

Education:
BCom (Hons), Delhi University, India

Professional competencies:
Business Writing, G-Suite, MS Office

Languages spoken:
English, Gujarati, Hindi

International experience:
India

Career highlights:

- Supported build of AML/KYC process documents for various major financial institutional clients in USA, UK, Germany and Japan
- Created pool of 27,000 professionals on LinkedIn to build a talent attraction pipeline for the firm
- Became a brand and digital ambassador at PwC Services LLP, helping the firm to enhance its on-line presence during the pandemic and to raise average Digital Acumen internally.



Anongpat Uparanukroh

International market researcher, with eight years' experience across various industries, including FMCG, finance and consumer electronics.

Nationality:
Thai

Education:
BA (Hons) Economics, Thammasat University, Thailand

Languages spoken:
English, Japanese, Thai

International experience:
Thailand

Career highlights:

- Analysed data and produced reports to provide market insights and recommendations to clients, resulting in partnerships and consistently met annual targets
- Managed multiple projects simultaneously with global internal and external cross-functional teams, ensuring timely delivery
- Led a team, coaching members by understanding their strengths, which led to improved efficiency and 15% reduction in lead time.



Aayush Varma

Banking professional with 9 years' experience in commercial banking, retail lending, managing teams and mentoring colleagues.

Nationality:
Indian

Education:
ML(FS&CM), NALSAR University of Law, India
B. Com, Bangalore University, India

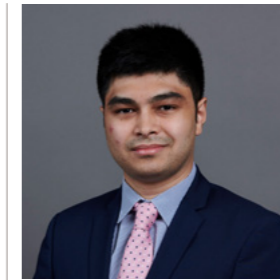
Professional competencies:
CAIIB, DTIRM

Languages spoken:
English, Hindi

International experience:
India

Career highlights:

- Assisted a client in setting up a new organic farming project by arranging information sessions with an agricultural college and providing finance
- Mentored and provided on-the-job training to new recruits who went on to lead teams
- Resolved GST related issues for clients by identifying errors and suggesting improvements in tax reporting processes.



Jay Van Den Boogaard

Compliance, Marketing and Business Development professional, with three years' experience in entrepreneurial roles, focused on strategy and organisational development.

Nationality:
Dutch

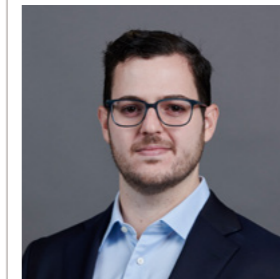
Education:
BSc Business Management, University of Southampton, UK

Languages spoken:
English

International experience:
Hong Kong

Career highlights:

- Implemented strategic business plans to identify new clients, leading to a significant increase in the number of clients on the portfolio
- Led the development of training to improve the compliance team of a client, which resulted in seven follow-up projects
- Created a data-driven social media strategy to reach the businesses growth plans, boosting followers 1400% within one year.



Samuel Wihby

Business Development Officer and Entrepreneur with 6 years' experience in bitcoin and hospitality.

Nationality:
Trinidadian

Education:
BSc Economics and Finance, Bentley University, USA

Professional competencies:
Bloomberg, SAP, SPSS

Languages spoken:
English

International experience:
Barbados, Trinidad and Tobago

Career highlights:

- Analysed market and country data to determine viable business opportunities which resulted in co-founding a bitcoin mining company
- Launched a retail division by developing a flagship store which diversified the income and led to lateral expansion of the business
- Analysed company and market data to model end-user adoption which led to the business narrowing its focus and operations.



Yanjin (Maxine) Yi

Chartered, certified accounting professional and entrepreneur, with eight years' global experience in international audit and pre-IPO compliance across a variety of industries, including financial services and real estate.

Nationality:
Australian

Education:
B.Com. Professional Accounting,
Macquarie University, Australia

Professional competencies:
Applied Business Analytics
Chartered Accountant in
Australia (CAANZ)
Data Science for Executives
Registered Australian Tax Agent

Languages spoken:
English, Mandarin Chinese

International experience:
Australia, UK, USA

Career highlights:


- Co-founded a boutique business advisory firm through effective relationship management to expand business penetration in APAC regions
- Streamlined the financial procedures by implementing automation and BI tools which reduced manual work and improved work efficiency
- Led the business expansion in APAC regions by assisting overseas clients during the pre-IPO preparation process to ensure it was a smooth process for them to be listed on Australian Stock Exchange.





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All the information contained within this brochure was correct at the time of going to print.

