



90 exceptional people  
who will shape the  
future of business

## The IMD MBA Class of 2009



**FIRST MBA**  
*The Economist, 2008* **WORLDWIDE**



## Developing your future global leaders | The IMD difference

**It all begins with a unique mix of highly talented and motivated participants.  
We look for and will only consider individuals with a demonstrated potential to become  
future global leaders as well as excellent general managers.  
Thanks to the quality of applications we receive, we are able to be highly selective and  
uncompromising throughout the admissions process.**

### **The right people**

The IMD MBA Program is one of the most demanding and intense learning experiences offered today. In total we spend at least 10 manhours per candidate to make sure each one is right for the program. The first hurdle, the written application, must reflect strong academic ability, real management capacity, leadership potential and cultural and managerial diversity. Letters of recommendation give us an independent assessment of a candidate's overall personality, influence and impact on people and organizations. By the time we invite a candidate to our full day assessment center, we feel we already know that person quite well. Hence we focus on assessing the energy, drive, interpersonal as well as team skills. In addition, for the first time this year each candidate was put through a full professional background check by an outside agency. To obtain the IMD MBA degree, candidates must demonstrate that they have acquired the knowledge, skills and personal characteristics required for a responsible and effective leadership career. Those participants who do not meet the academic and professional requirements during the program are asked to leave.

### **The right program**

The key program features that differentiate the IMD MBA program are a focus on responsible leadership and general management, a personal approach to leadership development and integrated startup and international consulting projects. Our intensive 1-year program is designed to push participants beyond the daily challenge they face in the classroom. They are tested in the field through a number of off-campus leadership exercises where they discover and understand what it takes to lead in a global business context.

One of these leadership exercises is a one-week discovery expedition. This year the entire class will go to South Africa and work directly with small and medium-sized enterprises to improve current business processes, provide know-how to the management team, examine enterprise financing and transfer best practices in marketing, human resources, operations, etc. After their return, participants will work with the companies to support the implementation of their suggestions.

The special challenges of entrepreneurship are learned by working with start-up ventures. Teams develop a business plan and sell an existing entrepreneurial idea to venture capitalists. Later, during the 9-week international consulting projects, participants gain hands-on experience working with top management of global companies on genuine strategic issues and apply immediately what they have learned during the program.

### **The right place**

The MBA faculty interacts with senior executives on an on-going basis in IMD open enrollment programs and bring this experience into the MBA classroom. Many of the 60 full-time faculty members, made up of 20 different nationalities, are recognized world authorities in their fields. They divide their time between teaching, carrying out research and acting as consultants to major companies in many industries. This ensures that they remain firmly on top of the latest developments in managerial practice. Faculty draws on this experience to create a particularly effective learning environment that is highly conducive to tackling critical issues facing businesses today.

Since participants come from some 70 countries around the world to attend our MBA or other senior executive programs, IMD is recognized as a highly stimulating and enriching "global maelstrom". Thus we bring to Lausanne a cultural diversity that cannot be matched by a short duration exchange program or multiple campuses.

### **The right reasons**

IMD can credibly claim to offer participants the exhilaration of self-discovery and of developing their creative and leadership abilities. We deliberately keep the IMD MBA small and selective – we limit the class to 90 people each year because we believe that world-class business leaders cannot be mass-produced. We follow each participant throughout the program, providing very personalized leadership training with a view towards practicality and reality. The aim of the IMD MBA program is to develop global leaders who have a significant positive impact on their businesses, communities, and the global economy, and who lead with high levels of responsibility and integrity.

# IMD MBA 2009 class profile



**Opeoluwa Adejoro**; Nigeria; 33  
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English, Yoruba, French (B)  
BSc (Hons) Economics, University of Lagos, Nigeria

*9 years in corporate finance & financial advisory in manufacturing & financial services sectors*

- Transaction Manager - Corporate Finance, Dangote Industries Limited, Nigeria**
- Liaised with management, technical, financial and legal advisers to ensure completion of project finance transactions
  - Managed debt portfolio of \$300m and relationships with financial institutions
  - Coordinated in-house due diligence process for project finance transaction of \$485m
  - Evaluated and advised management on potential African acquisition targets
- Financial Analyst, GCS Consulting Ltd (IBM BCS Partner Co.), Nigeria**
- Prepared privatisation bids for public sector companies in Nigeria
- Investment & Research Officer, Leadway Assurance Co. Ltd, Nigeria**
- Provided research and analysis support on investment opportunities for board-level Investment Committee



**Andres Akamine**; Peru; 33  
Andres.Akamine @ mba2009.imd.ch  
Spanish, English, Russian (B)  
BSc Mechanical Engineering, Catholic University, Peru

*10 years in int'l management and sales roles with the oil & gas industry*

- Sales Engineer, Schlumberger, USA**
- Grew sales by 66% over 3 years in a stagnant market, at cost of competition
  - Built up team of five engineers and managers
  - Negotiated and managed a five year \$160m contract with ExxonMobil
- Field Services Manager, Schlumberger, Russia**
- Increased revenue by 250% to \$25m in an emerging market
  - Led a cross-cultural team of 50 people to serve Russian and international clients
  - Managed equipment pool of \$150m and accelerated a new base setup
- PERFORM Expert, Schlumberger, USA**
- Won a "Performed by Schlumberger" Bronze Medal on a ChevronTexaco project
  - Published and presented a decision-making process implemented with ConocoPhillips
  - Taught Drilling Optimization to 60 engineers as an instructor and supervisor



**Olivia Assereto**; Italy; 32  
Olivia.Assereto @ mba2009.imd.ch  
Italian, English, French, German  
BA Business Administration, Turin University, Italy; Diplôme de Grande Ecole, MSc, Diplom Kauffrau, ESCP-EAP, France, UK, Germany

*5 years international marketing experience in food & beverage industry*

- Brand Manager, Professional Mkts - Germany and Switzerland, Lavazza De, Germany**
- Implemented for and adapted corporate identity to the German and Swiss markets
  - Developed and launched a new concept for caterer and system gastronomy, acquiring new clients
  - Managed a budget of \$1.5m for marketing, PR and media planning activities
  - Led below the line activities for 40 licensed bars and more than 100 point of sales belonging to key account clients
- Junior Brand Manager for the Coffee Shops Business, Lavazza Italy**
- Revised a Spanish franchise concept for its launch in the Italian market
  - Launched a new concept, including brand positioning and layout development



**Corinne Avelines**; France; 35  
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French, English, Spanish (B)  
MSc Telecom Engineering, ENST Bretagne, France

*12 years experience in general management and business development in IT services and e-commerce in Europe; entrepreneurial spirit*

- Project Executive Manager, voyages-sncf.com, France**
- Led a 150-person and \$50m budget unit, and streamlined it to align business, strategy and organization in 3 months
  - Managed major projects including redefinition of the SNCF pricing policy
  - Negotiated a global contract to outsource half of the IT projects within 3 years
- Business Developer/Manager, Devoteam, France and UK**
- Started several IT services activities, inc. open source division and UK subsidiary
  - Managed teams of up to 60 and generated up to \$15m of turnover
- Business Developer, Steria, France**
- Recruited and managed a team of 25, achieving \$3m turnover within two years
  - Led several IT projects for banks, including German & Saudi Arabian banks



**Liesbeth Bakker**; The Netherlands; 33  
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Dutch, English, French, Spanish (G), German (B)  
MSc Econometrics & Operations Research, U of Groningen, The Netherlands

*8 years int'l business analysis and development exp. in the telecom sector*

- Market Analysis Manager, Orange Business Services, France**
- Defined and implemented market based pricing for 220 countries worldwide; worked with sales, products and sourcing teams plus industry analysts
  - Developed a competitive pricing strategy based on bid and customer profile
  - Put in place a team in Vietnam to monitor competitiveness and profitability; implemented sales-to-cash dashboards presented to the CEO on a monthly basis
- Business Analyst, Orange Business Services, France**
- Defined and implemented operational performance reporting for executive management (COO, CFO level); participated in monthly reviews
  - Developed key performance indicators to support revenue assurance projects
  - Created an activity based budget tool to forecast P&L
  - Initiated and led a benchmark study with main competitors (BT, T-Systems)



**Juan Benítez**; Colombia; 27  
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Spanish, English, German (B)  
BSc Industrial Engineering, Javeriana University, Colombia

*7 years in project management and investment strategy in oil & gas industry and banking, with proven entrepreneurial experience*

- Social Projects & Land Coordinator, BP Exploration, Colombia**
- Led a restructuring process in the Land department reducing costs by 40%
  - Developed the social investment strategy and monitored a \$3m budget
- Organizational Capability Analyst, BP Exploration, Colombia**
- Consolidated the headcount strategy and managed a payroll worth \$60m
  - Drove the implementation of system projects to adjust to global requirements
- Portfolio Professional, Davivienda Bank & Trust, Colombia**
- Defined the investment strategy and traded a \$25m portfolio
- Work & Travel Colombia, Glauken Inversiones, Colombia**
- Created company to promote programs for Colombian students to work abroad



**Prashant Biwal**; India; 31  
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Hindi, English, Marathi (G), Indonesian (B)  
MSc (Hons) Chemistry, BEng (Hons) Electronics & Instrumentation, BITS Pilani, India

*7 years global experience in engineering and operations management in the oilfield services industry*

- Base Manager and Engineer-In-Charge, Schlumberger, Australia**
- Led a cross-cultural team of 20 providing engineering services to clients in Australia, New Zealand and Papua New Guinea
  - Reduced employee turnover from 117% to zero in six months
  - Decreased slow moving inventory by 40% over a year
- Senior and General Field Engineer, Schlumberger, Sudan**
- Designed and built an operational base from scratch in a remote location
  - Led a cross cultural team of 45 in a 130 well operation
- Field Engineer, Schlumberger, Indonesia**
- Optimized pump performance in a small field to increase production by 10%



**Thorsten Boeck**; Denmark; 32  
Thorsten.Boeck @ mba2009.imd.ch  
Danish, English, German (G), Indonesian (G)  
BSc Management and Organisation, Copenhagen Business School, Denmark

*8 years international experience in general management and process improvement in the shipping industry*

- General Manager, Maersk Line, Denmark**
- Led cross-functional Six-Sigma team to develop and implement a new global process for planning and optimizing Maersk Line vessel deployment
  - Designed and implemented performance tracking tool for 300 container terminals across the globe
  - Made recommendations to top management on \$30m-500m container terminal investment proposals
  - Led team of five responsible for utilization of vessels with an \$800m cost base
  - Doubled revenue to \$50m in twelve months as Branch Manager in Indonesia while building a strong and sustainable mindset in an office with 12 professionals



**Carsten Bremer**; Germany; 32  
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German, English, French (G)  
BSc Business Administration, U of North Carolina at Chapel Hill, USA

*7 years of finance experience in global telecommunication and consulting*

- Senior Financial Analyst, Millicom International Cellular S.A., Luxembourg**
- Developed and implemented a new Hyperion budgeting application for more reliable group-wide budget preparation of a NASDAQ-100 company
  - Trained and supported budgeting managers from 16 operating entities in Africa, Asia and Latin America
  - Analyzed market outlooks and shared best-practice strategies with local management during budget meetings in Colombia, USA and France
  - Developed business plan for African green-field operation and newly acquired Central American cable operator
- Senior Auditor, KPMG Audit, Luxembourg**
- Audited financial statements and internal control procedures of clients in the insurance, logistics and financial services industries



**Lisa Bridgett**; South Africa/United Kingdom; 34  
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English, French (G), Afrikaans (G), Italian (B)  
MSc, London School Economics, UK; BComm LLB, U of Witwatersrand, S. Africa

*9 years in marketing and strategy consulting in the media sector*

- Global Digital Marketing Director, EMI Music, UK**
- Delivered global digital marketing campaigns e.g. Coldplay, Robbie Williams
  - Built and managed marketing relationship with key digital accounts e.g. iTunes, AOL
  - Led team of 30 globally to implement new best practices across labels
  - Developed digital exploitation business case (£100m) for major systems investment
- Strategy Consultant - Communications & High Tech, Accenture, UK, NL, USA**
- Developed market entry, product and pricing strategies for media and telecommunications businesses (BT, UPC Media, Premiership Football)
  - Defined new business models for WAP, data streaming and online advertising

# IMD MBA 2009 class profile



**Simon Brunner**; Switzerland; 31  
Simon.Brunner@mba2009.imd.ch  
German, English, Spanish (G), French (G), Italian (B)  
MA Political Science, U of Zurich, Switzerland;  
Diplôme Propédeutique Psychology, U of Geneva, Switzerland

*11 years cross-functional experience in the media and software dev. sectors*

Editor-in-Charge, Die Weltwoche, Switzerland

- Headed the «Society & Lifestyle» department; led a team of 20 senior writers
- Managed \$1.4m budget; achieved 14% budget savings
- Team members won most important awards in Swiss journalism

Freelance Journalist, Switzerland, frequent int'l travel

- Worked for six publications; received Swiss award for best young journalist
- Interviewed key figures in politics, economics, sports, fashion

Programmer, PXE Interactive, Switzerland; Mediaactiva, Spain

- Coded complex web-applications and acted as project manager



**Arturas Bumblys**; Lithuania; 33  
Arturas.Bumblys@mba2009.imd.ch  
Lithuanian, English, Russian, French (B)  
MSc Business Administration, Klaipeda U, Lithuania; Int'l EMBA, Baltic Management Institute, Lithuania; Post Grad. Diploma in Marketing, CIM, UK

*12 years sales and marketing experience in the FMCG industry*

Marketing Manager Baltic States, Philip Morris Baltic, Lithuania

- Led a team of 19 to develop pan-Baltic long-term portfolio and marketing strategies with a \$9m budget
- Exceeded profitability target in 2007 by 40%
- Grew market share by 5.5% in Lithuania and by 2.2% in Latvia in 2007

Brand Manager Baltic States, Philip Morris Baltic, Lithuania

- Designed and implemented premium segment brand strategies
- Ensured brand equity indicators' growth

Junior Brand Manager; Brand Executive; Marketing Services Executive;

Supervisor Marketing Materials; Merchandiser, Philip Morris Lietuva, Lithuania



**Sylvain Cabalery**; France; 29  
Sylvain.Cabalery@mba2009.imd.ch  
French, English, Portuguese (B), Bahasa (B)  
MSc Economics, IFP School, France; MEng Management, ENSM-SE, France

*4+ years of int'l experience in project management in the oil and gas industry*

Cost Control Manager / Contract Administrator, Saipem, Singapore / Australia

- Led a team of three to manage financial and contractual activities of offshore construction projects worth \$400m; increased revenue by 50%
- Negotiated and co-managed complex subcontracts worth \$60m

Deputy Project Manager, Cegelec Oil & Gas, Indonesia

- Prepared, negotiated and won two strategic calls for tender worth \$25m, Cegelec's largest contracts in Indonesia
- Supervised cost control, reporting, logistics and interface activities on a \$8m project; project completed ahead of schedule & margin improved by 30%

Assistant Country Manager, Cegelec Oil & Gas, Angola

- Created and implemented accounting and reporting system; \$7m annual budget
- Led business development activities for technical assistance



**John Callaghan**; United Kingdom; 31  
John.Callaghan@mba2009.imd.ch  
English, French (B)  
MEng Mechanical Engineering, U of Durham, UK; Diploma in Applied Management, Warwick Business School, UK; Chartered Engineer

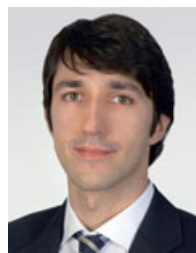
*8 years in renewable energy - technology management and consultancy*

Senior Manager, The Carbon Trust, UK

- Established £30m research programme in offshore wind energy, securing £10m public funding and negotiating partnership with five utility/oil companies
- Led research into wave/tidal energy, authoring report on emerging industry; funded technology start-ups and managed £2m investment in testing facility
- Contributed to company strategy, supported government policy studies and acted as media spokesman

Senior Consultant, AEA Technology, UK

- Completed over 20 wind farm site assessment and due diligence studies for project developers and investors
- Managed key account with major airline to provide advice on emissions trading



**Stefano Cazzulani**; Italy; 31  
Stefano.Cazzulani@mba2009.imd.ch  
Italian, English, German, French, Swedish (G)  
MSc Computer Science Engineering, Politecnico di Milano, Italy;  
MSc Engineering, Kungliga Tekniska Högskolan, Sweden

*6+ years in entrepreneurship and technology consulting with focus on telecommunications*

Co-founder and CTO, Kaasa Solution GmbH, Germany

- Co-founded a technology start-up; contributed to its growth to a \$2.4m annual turnover
- Delivered technology solutions for an innovation project at a leading worldwide mobile operator
- Consulted major automotive supplier on Mobile Messaging and Open Source solutions
- Led team of four for the implementation of mobile software delivery platform and its integration with 12 operators worldwide
- Adapted leading Japanese navigation service to the European market



**Eugene Cha**; South Korea; 28  
Eugene.Cha@mba2009.imd.ch  
Korean, English, Chinese (G), Spanish (B)  
BA Economics, Hanyang University, South Korea; US CPA

*5.5 years experience in financial strategy and planning in the IT and healthcare industries*

Senior Financial Analyst, Hewlett Packard, Korea

- Managed deal pricing projects, analyzed investment plans, led finance projects/tool implementation, consulted on financial direction and guidelines
- Developed pricing portfolio for the outsourcing business unit which led to a 5% margin increase on 20 sales accounts

Financial Analyst, Bayer Healthcare, Korea

- Planned budget for diagnostics business worth \$50m
- Revamped the cost approval process of diagnostics business unit; saved \$40k general expenses per year



**Christian Cuenot**; France; 31  
Christian.Cuenot@mba2009.imd.ch  
French, English, German, Bulgarian (B), Russian (B)  
MSc Mech Eng, Supply Chain Management, CESTI SUPMECA Paris, France

*7 years of int'l project and production management in the automotive, nuclear and industrial equipment sectors*

Manufacturing Engineering Manager, Bosch Rexroth, France

- Managed a team of 16 engineers and technicians; budget of \$4.2m
- Extended production facilities to follow growth from \$176m to \$210m
- Implemented Lean Six Sigma to increase productivity by 25%
- Established production means in Turkey and India

Project Leader, German Nuclear Industry, REEL SA NKM NOELLE, France

- Led int'l projects for the manufacturing of special cranes; budget of \$1.2m
- Implemented the German Nuclear Regulations KTA into the French division

Process Engineer, Rolls-Royce Motor Cars (BMW), UK

- Launched the production unit for the internal luxury wooden parts
- Managed the production flow: Kanban, SAP set-up, Kaizen and 5S



**Paul de Hek**; The Netherlands; 27  
paul.dehek@mba2009.imd.ch  
Dutch, English, German (G), French (B),  
MSc Actuarial Science, University of Amsterdam, The Netherlands; CFA

*4+ years of advisory & project management experience on mergers and acquisitions in financial services and private equity sectors*

M&A Advisor, KPMG Corporate Finance, Benelux

- Advised corporates, shareholders as well as private equity companies on mergers, acquisitions, disposals, initial public offerings; provided general strategic and financial advice, including valuations - clients included ABP, Delta Lloyd, Eureko, Fortis, Getronics, NPM, ING, Rabobank, SNS REAAL, etc.
- Managed entire transactions from pre-deal assessment, deal management, valuation, drafting of transaction documentation to negotiation
- Led teams of up to eight in domestic as well as cross-border settings with deal values of up to €800m



**Nicolas Deneff**; Belgium; 27  
Nicolas.Deneff@mba2009.imd.ch  
French, English, Dutch, Spanish (G)  
Msc (High Hons) Electrical and Telecom. Eng., UC Louvain, Belgium; UPC, Spain

*4.5 years of int'l exp. in engineering and operations in the healthcare industry*

System Engineer, Ion Beam Applications, Belgium, Korea and USA

- Managed industrialization projects, leading to a 40% installation time reduction
- Led and trained team of up to five specialists on R&D activities
- Collaborated on developing a new cancer treatment method with a US customer, leading to FDA approval

R&D Site Manager, Ion Beam Applications, Korea

- Handled the relationship between local customer and Belgium-based management
- Supervised team of up to four engineers for on-site development activities

Field Engineer, Ion Beam Applications, Korea, China and Belgium

- Installed and tested radiotherapy facilities in Korea and China
- Led customer acceptance and first patient treatment in our €25m Korean facility



**Richard Dove**; United Kingdom; 33  
Richard.Dove@mba2009.imd.ch  
English, French (B), Spanish (B)  
BA Mgmt Info. Systems (MIS) & Economics, UWE, UK; CIMA, Sandhurst, UK

*7 years exp. in project management, finance and procurement in the retail and IT sectors*

Financial Analyst/Project Manager, Sainsbury's, UK

- Created and led an industry leading grey market procurement team, overseeing \$134m of purchasing and saving \$20.8m, up 100% on previous year
- Initiated cross-business unit negotiations with key suppliers, including Procter & Gamble and Unilever, worth \$6.2m in leveraged savings
- Managed and participated in cross-business unit cost-cutting projects: Wine (\$720m), E-Auctions (\$36m), Waste (\$34m)

Head of MIS for EMEA, IPC Information Systems, UK

- Managed support teams and MIS projects with budget of \$2m p/a
- Integrated new corporate acquisitions
- Collaborated with US and Asian colleagues on the global implementation of the new finance system (Metasolv)

# IMD MBA 2009 class profile

**Karim El-Koury**; Austria; 29

Karim.El-Koury@mba2009.imd.ch  
English, German, Arabic (G), Spanish (B), French (B)  
MEng Mechanical Engineering, Imperial College, UK

*6 years in the energy sector, managing projects and developing products in a start-up environment*

Senior Engineer, LCCA (London Climate Change Agency), UK

- Assessed and implemented CO2 saving energy projects
- Launched £400k pilot energy efficiency fund for London Boroughs
- Interim manager for non-profit industry partnership with annual budget of £300k

Project Engineer, Ceres Power, UK

- Led multi-disciplinary project team of six to develop an innovative domestic energy security product for a UK utility with a project value of £1.2m
- Established 20+ international development and supply chain partnerships

Development Engineer, Ceres Power, UK

- Managed £275k government funded programme to develop new sealing material
- Successfully engineered and patented core fuel cell components

**Rasmus Figenschou**; Norway; 30

Rasmus.Figenschou@mba2009.imd.ch  
English, Norwegian, French (B)  
BA Economics (Phi Beta Kappa) Tufts University, USA

*5.5 years of int'l experience in investment banking and commercial banking in the shipping, offshore and energy industries*

Assistant Vice President, DnB NOR Bank, Norway (HQ) and Singapore

- Built up client base for new maritime logistics segment in Asia; portfolio currently at \$525m
- Packaged exotic options of forex and interest rates on the treasury desk
- Executive Assistant to Head of Division (global shipping, offshore and logistics) during autumn 2008, providing market trends and risk analysis

Analyst - Equity Research, Simmons & Co International Ltd., USA and UK

- Research Assistant to CEO at headquarters in Houston
- Designed successful consumption model for US gas market
- Initiated coverage on US integrated oil companies
- Initiated coverage on European integrated oil companies as part of two person team starting new London branch

**Oliver Freiland**; Germany; 32

Oliver.Freiland@mba2009.imd.ch  
German, English, French (B)  
MSc Electrical Engineering (Dipl.-Ing.), RWTH Aachen, Germany

*5 years int'l experience in management consulting in power and water ind.*

Project Manager, Siemens Management Consulting, USA and Germany

- Executed and led strategy consulting projects in Europe, Asia and USA
- Developed business strategy for Siemens Water Technologies' Chemical Feed division, a \$3.9bn business
- Outlined organizational setup of Siemens US operations, a \$29bn business
- Modelled global manufacturing footprint for Siemens Power Generation; developed different scenarios projecting running costs, cash flow and one time costs leading to a \$250m investment
- Managed consultant and client teams of up to 25 people and budget of \$3m

Project Manager, Procter & Gamble, USA and Germany

- Tested and integrated manufacturing lines for diaper production facilities

**Yang Gao**; China; 33

Yang.Gao@mba2009.imd.ch  
Chinese, English, French (G)  
MEng Mechanical Eng, ENSAM, France; BEng Mechanical Eng, CAU, China

*8 years in industrial engineering, project management & operations in an international environment*

Project Manager, Rieter Textile System China (RTSC), China

- Led an international project team to transfer Rotor product from Europe to China
- Managed Rotor product line team to source and localize Rotor machine in China, saving 8% in production costs
- Created and defined Rotor product line; managed a team of 15 in charge of logistics, production and quality in RTSC operations

Technical Manager, JinLang Machinery Co. Ltd (subsidiary of CTMGC), China

- Participated in creation of new subsidiary; led product development activities
- Headed seven engineers to transfer technical and manufacturing know-how from one location to five other locations; doubled production capacity

Industrial Engineer, China Textile Machinery Group Company (CTMGC), China

**Stefano Giussani**; Italy; 31

Stefano.Giussani@mba2009.imd.ch  
Italian, English, German (G), French (B)  
MSc Aerospace Engineering, Politecnico di Milano, Italy / TU Muenchen, Germany

*4.5 years int'l experience in after-sales and engineering in aerospace*

Product Support Manager, AgustaWestland/Finmeccanica, Italy/USA

- Managed a team of 12 to support AW fleet of medium size helicopters (150 helicopters) in engineering, logistics and technical documentation
- Drove a product improvement program to increase customer fleet performance and revenues
- Led the development of the operative documentation for flight and service activities with a budget of €1.5m
- Coordinated the manufacturing of a helicopter for training purposes

Product Support Engineer, AgustaWestland Philadelphia/Finmeccanica, USA

- Supervised the entry phase of a new medium size helicopter in the US market in terms of engineering and logistics

**Peter Griessmayr**; Germany; 33

Peter.Griessmayr@mba2009.imd.ch  
German, English, French (B), Chinese (B)  
MSc Business Engineering, TU Dresden, Germany

*5+ years of international experience in the automotive industry as group leader for sales and application engineering*

Regional Group Leader Sales (Asia), MAHLE Technologies Holding, China

- Led a team of two with a \$45m turnover
- Managed the commercial and technical sales of engine components and systems towards a major German/Chinese joint venture
- Acquired four projects in 2008 to generate \$9.5m in annual revenue
- Implemented the ISO9001/TS16949 process in the Chinese sales team

Account Manager, MAHLE Technologies Holding, China

- Increased the turnover from \$9m to \$45m by acquiring and launching projects
- Integrated the sales of the five company product lines into one sales account

Sales and Application Engineer, MAHLE GmbH, Germany

- Acquired projects and supervised the commercial part in the development team

**Sebastien Guery**; France; 32

Sebastien.Guery@mba2009.imd.ch  
English, French, Italian  
PharmD and PhD in Organic Chemistry, Louis Pasteur U, France

*4.5+ years international experience in R&D in the pharmaceutical industry*

Senior Scientist, GlaxoSmithKline S.p.A., Italy

- Appointed medicinal chemistry representative in a multi-discipl. team to work on an early phase drug discovery program and to monitor competitors' activity
- Contributed to the writing of three patents
- Trained two scientists over a period of 1.5 years
- Implemented new and efficient synthetic strategies for large scale syntheses
- Rewarded with a GSK Exceptional Science Award
- Optimized compounds for late phase drug discovery program

Post-Doctoral Associate, Novartis Institutes for Biomedical Research, Switzerland

- Managed a JV medicinal chemistry program with the National Institute of Health
- Discovered two new leads, published one patent and two peer-reviewed articles
- Optimized compounds for early phase drug discovery program

**Paolo Guglielmini**; Italy; 31

Paolo.Guglielmini@mba2009.imd.ch  
Italian, English, French, Spanish (B)  
MSc Mechanical Engineering, University of Genoa, Italy

*5 years of project management and R&D in mechanical engineering*

Project Leader, CERN European Laboratory of Particle Physics, Switzerland

- Managed \$4m worth of outsourcing and procurement contracts with some 40 international industrial partners; directly supervised multi-disciplinary teams of up to 15 people for in-house production
- Led 13 complex construction projects worth \$2m for the LHC protons collider detectors cooling systems, from detailed engineering design to commissioning
- Supervised R&D activities to enhance performance and reliability standards of cutting edge thermalization plants for particle tracking systems

Project Analyst, Accenture, Italy

Researcher, University of Nottingham, UK

**Eva Hubsman**; Israel/Romania; 31

Eva.Hubsman@mba2009.imd.ch  
English, Hebrew, Hungarian, Romanian (B)  
MA Economics, BA Economics specializing in Accounting (CPA), Ben Gurion U, Israel

*8 years in finance and accounting for high tech and early stage VC*

Controller, Evergreen Venture Partners, Israel

- Managed financial and tax reporting to investors and authorities
- Consulted with portfolio companies on business and financial matters
- Initiated and coordinated financial strategy and investor relations projects leading to improved market positioning
- Led financial due diligence on potential investments of up to \$10m
- Developed annual budget and assessed budget control during the exchange rate crisis of 2008

Manager, Ernst & Young, Israel

- Planned and executed financial and tax audits for companies of up to \$200m in revenues; managed multiple audit teams of up to 5 consultants

**Shibu James**; India; 34

Shibu.James@mba2009.imd.ch  
English, Hindi, Gujarati, Malayalam (B)  
BSc Mathematics, Maharaja Sayajirao University, India

*11 years experience in sales and distribution in the FMCG sector, with strong emphasis on general management and process design*

Senior Key Account Manager, Procter & Gamble, India

- Managed P&G ASEAN/India regions' biggest customer, generating sales of \$45m and leading a secondary organization of 700 people
- Delivered highest market shares & distribution in the country for 12 out of 20 P&G brands in my territory
- Led a team of 6 to redesign and implement Functional Core Work Processes enabling India to get best internal control audit scores
- Awarded the ASEAN/India Sales Practitioners Guild Award

Territory Sales Officer, Procter & Gamble, India

- Set up the operations of a new integrated global distributor model locally within 45 days against a target of 120 days

# IMD MBA 2009 class profile



**Tony Jamous**; France/Lebanon; 28  
Tony.Jamous@mba2009.imd.ch  
English, French, Arabic  
MEng (Hons), Electronic Engineering, INPG, France; MA in Business Management (Hons), La Sorbonne Graduate Business School, France

*5.5 years international experience in business development and entrepreneurship in the telecom industry*

Founder, mExpand Consulting, USA and UK

- Opened Paymo.com, a high tech start-up, in 20 markets and developed its sales strategy

International Business Development Manager, mBlox, France and UK

- Launched grass root mobile messaging business in emerging markets and EU
- Generated sales achievements of \$8.5+m exceeding targets by 150%
- Opened industry segments such as mobile banking and social networking

Business Development Manager, Webtiss Technologies, France

- Led consultancy projects of more than \$300+k offering dedicated mobile solutions to French top 40 stock-exchange rated companies



**Johan Jansén-Storbacka**; Sweden/Finland; 31  
johan.jansen-storbacka@mba2009.imd.ch  
Swedish, English, Italian, Slovak (B)  
MSc Industrial Engineering, KTH Royal Institute of Technology, Sweden

*7 years international operations experience in the appliances industry*

Order-to-Delivery Manager, Whirlpool Nordic, Sweden

- Led planning, logistics and customer contact with a team of 28 people in four countries and a budget of \$18m
- Drove 20% efficiency improvements in customer contact processes

Supply Chain Manager, After-Sales Service, Whirlpool Europe, Italy

- Managed 18 reports across planning and customer relations teams
- Reduced working capital by \$2.5m, 20% of moving inventory

Warranty & Quality Manager, Whirlpool Europe, Italy

- Executed action plans creating savings of \$2.5m in warranty costs
- Conducted a major initiative to revise warranty policy across the Euro. markets

Organisation & Efficiency Manager, Poprad Plant, Whirlpool, Slovak Republic



**Cedric Jusseaume**; France; 30  
Cedric.Jusseaume@mba2009.imd.ch  
French, English, Spanish, Portuguese (B)  
MSc Engineering, ENSAM, France; Postgrad. in Strategic Mgmt, HEC, France

*5+ years international experience in corporate audit and control*

Business Controller, MEA and India, Renault, France

- Defined pricing and marketing strategies in association with Country Marketing Managers and led price negotiations with importers in the MEA (\$200m revenue)
- Coordinated the establishment of a long-term business plan in the Persian Gulf to quadruple sales within 3 years while maintaining acceptable profitability
- Set up processes to control financial flows between Renault, its new Indian technical facilities and local counterparts

Internal Auditor, worldwide activities, Renault, France

- Successfully promoted to Audit Manager, leading teams of up to 3 people
- Performed five-week assignments, across the different practices of the company such as manufacturing, purchasing, sales and distribution, in order to improve operational efficiency and profitability



**Vahid Khamsi**; Switzerland/Iran; 31  
Vahid.Khamsi@mba2009.imd.ch  
English, French, German, Farsi, Spanish (B)  
MSc Communications Syst. Eng., EPFL, Switzerland

*6 years in business performance improvement and project management in Europe and Asia*

Deployment Manager, Shell, Malaysia

- Mobilized and led a team of 20 business & IT consultants in tactical business improvement project across Hong Kong, Singapore and Malaysia
- Drove implementation of 90+ process improvements impacting 1200 users

Global SAP Upgrade Manager, Shell, UK

- Led 13 regional and global project managers to deploy upgrades in 11 key businesses worth \$4bn and four refineries
- Developed and deployed upgrade strategy in 6 global projects with an increase in deployment success rate from 60 to 90% in first 12 months

Sales & Distribution Consultant, Shell, Greece

- Improved pricing processes and tools to reduce manual intervention by 40%



**Young-Ha Kim**; South Korea; 34  
Young-Ha.Kim@mba2009.imd.ch  
Korean, English  
MSc and BSc Chemistry, Yonsei University, Korea

*7 years in manufacturing, quality mgmt and finance in the chemical industry*

Commercial Finance Manager, SABIC Innovative Plastics, Korea

- Assisted regional CEO; led a team of four for commercial planning
- Drove commercial excellence through sales and price analysis and cross-functional communication, leading to company sales records

Lean Six Sigma Black Belt, GE Plastics, Korea

- Led Total Cost Out Initiative and delivered \$2.5m cost savings
- Trained on Lean Six Sigma; led Pacific Lean events for process improvement

New Product Introduction/Translation Leader, GE Plastics, Korea

- Developed new manufacturing processes for new products

Process Engineer, GE Plastics, Korea

- Standardized manufacturing processes and implemented monitoring system



**Vladimir Korobkin**; Russia; 33  
Vladimir.Korobkin@mba2009.imd.ch  
Russian, English, German (B), French (B)  
LLB, Academy of Public Administration, Russia;  
BA Economics (in progress), University - Higher School of Economics, Russia

*10.5 years in international commercial, finance and strategy roles in oil & gas and construction*

Contracts Manager, Caspian Pipeline Consortium, Russia and Kazakhstan

- Set up process for quality decision-making on sourcing issues at executive level
- Drove best practices to manage \$0.23bn third party spend; 20-35% savings
- Set up vendor diligence process to eliminate \$0.5m fraudulent losses pa
- Developed financial risk management toolkit; led cross-functional teams

Business Development Director, Russian Oil & Gas Construction Company, Russia

- Led team to build synergy btw businesses leading to the development of packaged solution

Commercial Director, Russian Oil & Gas Construction Company, India

Commercial Manager, State Company for Agricultural & Industrial Exports, Yemen



**Ajay Lakhwani**; India; 31  
Ajay.Lakhwani@mba2009.imd.ch  
English (G), Hindi (G), Urdu, Sindhi  
MBA Marketing, Symbiosis Institute, India;  
Garment Manufacturing Technology, NIFT, India; BCom, Delhi University, India

*10 years in business dev., corporate social responsibility & supply chain strategy*

Manager - S. Asia, Monitoring & Vendor Dev., Social Responsibility, Gap Inc., India

- Led and managed a team of five to conduct social responsibility audits in 200 supplier facilities in South Asia
- Partnered with external stakeholders such as suppliers, retailers, NGOs, trade unions, govt. and development organisations on multi-stakeholder initiatives
- Provided consultancy on management systems & corporate social responsibility to help facilities improve their compliance levels
- Drove successful supply chain & community development projects such as Hand Work, Women Empowerment and Gap-H&M Vendor Restructuring projects

Senior Merchandiser, M/S Cotton Concept, India

- Led a team of two and increased business with OTTO, major European mail order company, from \$50k to 2m



**Coralie Leresche**; France/Switzerland; 31  
Coralie.Leresche@mba2009.imd.ch  
French, English, Spanish (B)  
Master Business Law, University Paris X, France

*8 years international experience in finance and credit structuring*

Credit Advisor - VP level, JPMorgan Private Bank, Switzerland

- Responsible for off-shore ultra high net worth clients for France, Greece, UK and Spain: analysis, structuring and approval of complex credit deals such as lending against hedge funds portfolio, single stock, art or plane financing

Manager Central Lending team, JPMorgan Private Bank, Switzerland

- Launched and developed centralised credit team of three people in charge of standard credit structures for all the European markets, the Middle East and Latin American off-shore markets

Manager of Credit Administration Department, JPMorgan Private Bank, France

- Supervised the credit operation team of three, responsible for the French private banking clients



**Chia Chia Lim**; Singapore; 29  
chiachia.lim@mba2009.imd.ch  
English, Mandarin, Hokkien (B)  
BA Accountancy, Nanyang Technological U, Singapore

*7 years in management and operational review in Asia Pacific combined with audit and business advisory experience*

Assistant Manager, Emerson Process Management, Singapore

- Performed management reviews on Asia Pacific entities to identify key areas for financial improvement
- Led operational reviews in both manufacturing and trading entities in Asia Pacific to drive process improvement
- Developed and implemented an inventory obsolescence review process to reduce inventory wastage to \$2m per annum
- Formulated and enforced operation policies and procedures

Senior Auditor, Deloitte, Singapore

- Conducted fraud and forensic investigations
- Managed financial audits on joint ventures of \$2.6bn projects
- Supervised teams to meet the tight reporting requirements



**Gerald Lo**; Malaysia/Hong Kong; 32  
Gerald.Lo@mba2009.imd.ch  
English, Chinese, Cantonese  
MSc System Level Integration, U of Edinburgh, UK; BEng (Hons) Electronic Engineering, U of Southampton, UK; BSc Management, UCD, Ireland/Singapore

*6.5 years exp. in technology consulting and marketing in emerging markets*

Lead Consulting Engineer (Asia-Pacific), Cadence Design Systems, Taiwan

- Led regional team on projects across 7 countries to reengineer clients' electronic design methodologies; accelerated design process by 100 times and reduced time-to-market by 6 months
- Formulated business strategies with sales and management to create new strategic business opportunities worth \$26m in the region
- Marketed and positioned products and process flows against competitors'
- Planned and executed product roadshows and user conferences with marketing
- Conducted trainings and coached teams on after-sales customer support
- Awarded Cadence 2007 Best Regional Team Award

# IMD MBA 2009 class profile

**Henry Low**; Singapore; 34

Henry.Low@mba2009.imd.ch  
English, Chinese, Hokkien (B), Cantonese (B)  
BSc (Hons) Psychology, University College London, UK

*11 years in leadership roles in operations, strategy and policy formulation*

Branch Head, Defence Policy Office, Singapore Ministry of Defence

- Formulated national defence policies towards China, Taiwan, Japan and Korea
- Managed team for negotiations and conclusion of the first China-Singapore defence agreement and the inaugural Korea-Singapore strategic defence dialogue

Warship Commanding Officer (Lieut. Colonel), Republic of Singapore Navy

- Headed 120-men contingents to Australia, Indonesia, Malaysia and Taiwan
- Led a consulting team for the \$250m mid-life upgrade of a naval platform
- Directed security operations as a senior officer to a 200-men national contingent in charge of protecting oil tankers and Iraqi oil infrastructure in the Arabian Gulf

Section Head [Major], Operations Planning, Republic of Singapore Navy

- Devised maritime security strategy & ops for tankers transiting the Malacca Strait
- Executed crisis management coordination between media, legal & civil agencies

**Martin Lään**; Estonia; 31

martin.laan@mba2009.imd.ch  
Estonian, English, Finnish, Russian (G), French (B), German (B)  
BA Economics, University of Tartu, Estonia

*8 years in diplomacy and educational services; specialised on trade policy and information society*

Diplomat, Ministry of Foreign Affairs and Permanent Mission of Estonia to the UN

- Represented Estonia in the UN and the World Trade Organisation
- Led Estonia's participation in the UN World Summit on information society
- Served as a coordinator for the Eastern European regional group in information society related issues of the UN
- Successfully headed a team of 5 in charge of eliminating a trade barrier that generated \$3m of losses to Estonian companies every month

Branch Manager, Erican Language Centre, Malaysia

- Managed a team of four administrative staff and 20 teachers
- Improved the performance of the branch and achieved targets set by the parent company within 6 months

**Joost Mackor**; The Netherlands; 31

Joost.Mackor@mba2009.imd.ch  
Dutch, English, German, French (B)  
MSc (Hons) Mechanical Eng., Delft U of Technology, The Netherlands;  
International Diploma in Management, Imperial College, UK

*5.5 years international experience in strategy consulting*

Project Manager, OC&C Strategy Consultants, Benelux and UK

- Executed 25+ strategy consulting projects in Europe and Asia across various industries (i.e. transport, FMCG, media, services and private equity)
- Managed entire projects and led consultant/client teams of up to eight people
- Advised the executives of corporate, private equity and government clients on corporate strategy, business/market strategy as well as strategy implementation
- Performed a commercial due diligence in an international €2.1bn private equity deal in the media industry
- Assisted a public transport company in an extensive improvement program with a €22m EBIT impact
- Executed a 2-month pro-bono project with an organisation for disabled children

**Misayo Matsumoto**; Japan; 34

Misayo.Matsumoto@mba2009.imd.ch  
Japanese, English  
BA Social Sciences, Hitotsubashi U, Japan; MA Int'l Studies, American U, USA

*7.5 years in IT project management and consulting across various sectors*

Senior Manager, Information Systems, Coach Japan Inc., Japan

- Led strategic system implementation projects of up to \$1.1m to improve operational efficiency at Tokyo headquarters and 100+ stores
- Managed international project teams of up to 15 members located in Japan, USA, and India to deliver system solutions
- Assured on-time delivery of the project whilst maintaining quality

Consultant, Deloitte Tohmatsu Consulting, Japan

- Delivered SAP-driven supply chain engineering projects as a project member to companies in manufacturing, chemical, trading, and advertising sectors

**Manisha Mediratta**; India; 32

Manisha.Mediratta@mba2009.imd.ch  
English, Hindi, Punjabi (G), Spanish (B)  
Diploma in Business Finance, ICFAI; Post Grad Diploma Business Mgmt, IMT; Software Dev., NIIT

*8+ years in project and team mgmt in bus. analysis & customer service roles*

Senior Manager - Analytics, American Express Business Travel, India

- Established financial & operational planning support system for European Business Travel Leadership Team and Global Business Travel HQ
  - Managed relations with Europe Quality & Process Optimization team
  - Headed diverse teams of 40+ business analysts to develop, deliver and implement MI solutions in 100 offices and 250 clients across 27 countries
- Manager - Customer Service, American Express Financial Advisors, India
- Led a team of 20 NASD certified employees to deliver customer service to 401k clients in USA with stringent targets and strong compliance requirements
  - Introduced "Performance Management System" for India operations
  - Executed the unit's "spin off" from American Express Organisation in 2006

**José Luiz Mesquita**; Brazil; 34

jose Luiz.mesquita@mba2009.imd.ch  
English, Portuguese, Spanish (G), French (B)  
BSc Business Administration, EAESP-Fundacao Getulio Vargas, Brazil

*14 years experience in treasury and finance*

Partner in charge of Finance & Accounting issues, Missao Holding Ltda., Brazil

- Designed investment allocation strategy of \$25m for the years 2008-2009
- Director Finance and Administration, Mesquita S.A. Transportes Servicos, Brazil
- Managed a cross-functional team of 45 and a \$4m budget across five depts: treasury, accounting, purchasing, payroll and maintenance
  - Developed several business plans for warehousing and transportation projects
  - Successfully sold company by driving M&A deal

Project Manager, Mesquita S.A. Transportes Servicos, Brazil

- Led a team of 5 on the implementation of an integrated system project of \$1m

Treasury Department Supervisor, Procter & Gamble, Brazil

- Supervised a team of four in charge of daily treasury activities

**Konstantinos Mitsiou**; Greece; 32

Konstantinos.Mitsiou@mba2009.imd.ch  
English, Greek, German (G)  
BA Politics & Economics, U of Oxford, UK; MA Public Policy, Harvard U, USA

*9 years exp. in successful start-up, management consulting and public policy*

Founder and Director, The Ziridis International Baccalaureate Program, Greece

- Completed legal and administrative setup, recruitment and roll-out
- Achieved profitability and 3rd rank in student population among 11 competitors by 2nd year of operation, leading a team of eighteen staff members

Senior Advisor, Organization for Economic Cooperation and Development, France

- Reported to and worked directly with the Head of the Greek delegation
- Coordinated with senior officials and experts on economic and policy issues

Senior Advisor to the Minister for Public Order, Greece

- Headed committees on policy drafting during Greek European presidency

Associate, McKinsey & Company, UK and Greece

- Executed strategy and operations consulting projects across an array of sectors

**John Bradford Moldin**; USA; 29

johnbradford.moldin@mba2009.imd.ch  
English, Spanish (B)  
BSc Business Administration, U of North Carolina Chapel Hill, USA; CFA

*4.5 years in business valuation and investment banking*

Senior Analyst - Equity Capital Origination, SunTrust Robinson Humphrey, USA

- Originated, marketed and executed over \$45bn in equity and equity-linked capital raises across an array of industries
- Coordinated up to 5 investment banking coverage teams in deal origination / execution

Associate, Deloitte Financial Advisory Services LLP, USA

- Led and managed the valuation and financial analysis of both public and private businesses for M&A accounting, fairness opinions and bankruptcies
- Executed the valuation of an \$11bn bankrupt, publicly-traded international energy company

Analyst, Employee Benefits Consulting, Marsh & McLennan, USA

- Coordinated plan for marketing and preparation of bid specifications for 12 clients

**Alberto Mussa**; Italy; 26

Alberto.Mussa@mba2009.imd.ch  
Italian, English, French, German (B)  
MSc (Hons) Mathematical Engineering, Politecnico di Turin, Italy

*3 years experience in management consulting and project management*

Business Analyst, McKinsey & Company, Italy

- Defined the growth strategy in the renewable energy and biofuel market for a major Italian player, leading to an investment of \$1.3bn
- Designed the new credit and operating model for a leading bank, which affected circa 100 branches and circa 1,000 employees
- Conceived a strategic organization for a banking group, generating \$300m saving
- Organized a new purchasing division for a retailer to save \$15m
- Supported clients on corporate finance, specifically M&A and IPO transactions

Project Manager, Perardi & Gresino, Italy

- Managed the implementation of a new production process worth \$2.25m

**Wouter Naessens**; Belgium; 31

Wouter.Naessens@mba2009.imd.ch  
Dutch, English, French (G), Spanish (B)  
MBA, Solvay Business School, Belgium;  
MSc (Hons) Electrical Engineering, Vrije Universiteit Brussel, Belgium

*7 years experience in strategy consulting and production*

Associate, A.T. Kearney, Belgium

- Developed a market entry strategy for a European sea freight forwarder
- Performed a due diligence of a wholesaler (€30m) in Slovenia
- Reviewed the 10-year network strategy of a European parcel express company
- Managed the HR implementation of a government transformation project in South Africa

Production and Process Engineer, Care4Data/Sentinel, Belgium

- Transformed a CD producing plant into a high tech DVD production plant, increasing turnover by 20%
- Introduced a new printing technology, improving production efficiency by 15%

# IMD MBA 2009 class profile



**Joe Nai**; The Netherlands/Hong Kong; 31  
Joe.Nai@mba2009.imd.ch  
Dutch, Cantonese, English, German [B], French [B], Mandarin [B]  
MSc Civil Engineering, Delft University of Technology, The Netherlands

*4.5 years int'l experience in the oil & gas industry with focus on supply chain operations and customer fulfilment*

Supply Chain Operations Manager, Shell Chemicals Europe B.V., NL

- Managed daily supply chain operations & production scheduling of multiple manufacturing units and terminals across Europe, Africa & Middle East
- Built and led a multi-national supply team to support annual sales of \$800m
- Headed multi-disciplinary project teams to improve supply chains; reduced costs by \$5m

Customer Relationship Coordinator, Shell Chemicals Europe B.V., NL

- Managed daily ordering, delivery & cash collection process of a \$37m customer portfolio
- Initiated & rolled out customer records databases across customer service centers in Europe



**Jin Long Niu**; China; 32  
jinlong.niu@mba2009.imd.ch  
Chinese, English  
BSc, major in Marine Chemistry, Ocean University of China, China

*8 years program management & operations experience in marketing, manufacturing and services*

Global Operation Engineering Consultant, Dell China Inc.

- Set up the operation processes of build-to-stock model for global market
- Worldwide Service Program Manager, China Design Center, Dell China Inc.
- Improved product design process to enhance the serviceability of products, resulting in warranty cost savings of \$1m
- Managed international operations team of 20 to serve 9.2 million customers of consumer laptop products worldwide

APJ Marketing Program Manager, Dell China Inc.

- Led program team of 18 to define and launch a portfolio of laptop products for Chinese and Korean markets, with revenue of around \$1bn



**Chukwumaoge Onunkwo**; Nigeria; 29  
Chukwumaoge.Onunkwo@mba2009.imd.ch  
English, Igbo  
MSc Mech. Eng., U College London, UK;  
BEng Mech. Eng., Federal U of Technology Owerri, Nigeria

*5 years in project engineering and management in the oil and gas industry*

Project Engineer, ExxonMobil, Nigeria

- Managed the successful completion of the design and procurement of a major gas injection pipeline project worth \$0.3bn
- Led and managed the successful execution of the first series of gas lift projects to meet the safety, quality, cost and schedule objectives
- Drove the procurement initiative in the projects department to reduce the delivery time whilst maintaining the quality of materials

Procurement Manager, Neco-Tech Company (family business), Nigeria

- Headed four buyers; increased profit by 30%
- Reviewed contract provisions for bid proposals



**Valeria Pavlyukovskaya**; Russia; 28  
Valeria.Pavlyukovskaya@mba2009.imd.ch  
Russian, English, French  
BA Journalism, Lomonosov Moscow State U, Russia

*8 years of sales & marketing experience in the advertising, e-commerce and mail order business*

Commercial Director, Direct Group [JV with Otto Group], Russia

- Created analytical division and introduced database marketing [analytical DB, segmentation, scoring, etc], resulting in 30% sales increase to \$70m
- Restructured reporting and business processing, basing it on clients' KPI
- Developed and launched e-commerce projects which generated 15% extra sales in the first year

Chief Marketing Officer, Ozon.ru [e-market leader], Russia

- Designed and implemented new marketing strategy, resulting in 36% sales and 40% active database increase; led team of 15

Account Director, Ogilvy One Russia, Russia

- Managed agency's key accounts and advertising budgets of up to \$4m



**Denis Peres**; Brazil; 33  
Denis.Peres@mba2009.imd.ch  
Portuguese, English, Spanish [G]  
BSc Electrical Eng., FEI, Brazil; Post-grad. diploma in Business Admin., FGV, Brazil

*9 years in sales and marketing in the consumer products and packaging sector in Latin America*

Pricing Manager for Latin America, Packaging industry, Brazil

- Led the pricing strategy for the region; reported to Latam President and Global Marketing VP
- Implemented a new pricing process; worked with the country heads to define the tactical approach for major customers, delivering \$15m in additional Ebit
- Worked as a National Sales Manager, introducing new products which generated \$20m in additional revenue

Owner/Entrepreneur, Business Broker Group (valuation services), Brazil

Commercial specialist/Sales Manager/Logistics Coordinator, ABInBev, Brazil

- Managed a sales team of 54 people looking after 7500 customers
- Supervised 2nd biggest distribution center, reduced product devolution by 9% in less than one year



**Bruno Portnoi**; Brazil; 28  
Bruno.Portnoi@mba2009.imd.ch  
Portuguese, English, Spanish, German [B]  
BSc Mechatronics Engineering, POLI USP, Brazil

*6 years international experience in business planning and marketing, mainly in the telecom industry*

Senior Planning Manager, Telefonica, Latin America

- Managed business planning and reporting for the SMEs BU in Latin America [Brazil, Chile, Argentina, Peru and Colombia], with €2.1bn annual revenues, €207m in expenditures and €308m investments
- Elaborated five-year strategic plan for the BU, defined and implemented strategic and sales objectives, developed budget and forecasting
- Controlled results, identified and drove actions to achieve goals in all product lines and countries, exceeding the BU's target every year and surpassing expected growth up to \$150m
- Led regional team of five that provided consulting services in marketing research & strategy and managed local teams in four countries



**Vyacheslav Raykov**; Russia; 27  
Vyacheslav.Raykov@mba2009.imd.ch  
Russian, English, French [B]  
MA Economics, Finance Academy Moscow, Russia; CFA

*5.5 years in business and project finance in the chemical industry across Western and Eastern Europe, Middle East and Africa*

Business Analyst for Crop Protection in Europe, DuPont, Switzerland

- Drove planning and analysis of the \$850m+ business across 50+ countries
- Built tools to increase profitability and transparency across product portfolio
- Led financial part of an acquisition; coordinated due diligence, structured the deal
- Designed sales incentive plan; streamlined activities for finance team of 8

Emerging Market Analyst, DuPont, Switzerland

- Shaped 2010 regional strategy across all businesses based on macroeconomic models; identified development gaps and influenced resource allocation plans
- Led small teams to open new offices in Lithuania, Saudi Arabia, and Kazakhstan

Credit Representative Eastern Europe, DuPont, Russia

- Managed 100+ accounts, worth \$40m+; improved risk assessment methods



**Jodie Roussell**; USA; 29  
Jodie.Roussell@mba2009.imd.ch  
English, Chinese, German, Spanish [G], French [G], Japanese [G]  
BSc in Chinese Studies & Linguistics, Georgetown University, USA

*6.5 years in operations & mgmt in the renewable energy & non-profit sectors*

COO, American Council On Renewable Energy [ACORE], USA

- Co-founded NGO convening the renewable energy industry with a \$3m budget
- Won the \$3m Skoll Award for Social Entrepreneurs for ACORE's innovative business model in 2008
- Managed team of 15 in building operations; 500 organizational members over 5.5 years
- Led int'l team that produced first Chinese all renewable energy expo (3,000 attendees) resulting in joint MOU among US, EU & China on renewables production potential by 2025
- Represented ACORE in three international networks and public speaking

Research Associate, Solar Internal Management, USA

- Advised corporate clients on global solar energy markets opportunities



**Alexandre Rubio**; Brazil; 29  
Alexandre.Rubio@mba2009.imd.ch  
Portuguese, English, Spanish  
BSc Economics, University of São Paulo, Brazil

*5 years experience in corporate finance and financial planning in Latin America's largest independent logistics company*

Financial Manager, ALL - America Latina Logistica, Argentina

- Led a team of 20 people for the management of \$100m income and \$35m debt
- Achieved working capital reduction of 35%
- Drove the company's 5-year business plan

Financial Planning Manager, ALL - America Latina Logistica, Brazil

- Obtained a \$680m loan with Brazilian Government Development Bank (BNDES)
- Headed the financial modelling/valuation of Brasil Ferrovias acquisition; \$1.5bn deal
- Participated in a 15 people team managing the turnaround of Brasil Ferrovias



**Walid Sahyoun**; Canada/Lebanon/Italy; 34  
Walid.Sahyoun@mba2009.imd.ch  
English, French, Arabic, Italian  
BEng Civil Engineering, McGill University, Canada

*11+ years int'l experience in engineering, field operations and project management in industrial and infrastructure projects*

Project Manager, Lafarge, France, Morocco and Austria

- Managed \$47m CAPEX investment projects from feasibility to contracting, construction & start of operations; country exposure: Egypt, Jordan, Kuwait, China, France, Austria, Germany, Italy; led up to 15 people on & off sites
- Controlled the cost and carried out contract management on a \$119m industrial project in Morocco; collaborated with local, French and other European suppliers
- Cost & Field Engineer, Modern Continental Construction, USA
- Controlled the budget, invoicing and claims of a \$252m highway infrastructure project ensuring profitability and positive cash flow
- Enforced quality control and coordinated engineering on site construction works

# IMD MBA 2009 class profile



**Alejandro Salcedo**; Mexico; 33  
Alejandro.Salcedo@mba2009.imd.ch  
Spanish, English, German, Italian [B]  
BSc Mechanical & Electrical Engineering, ITESM, Mexico

*6.5 years international experience in sales and project management in the machinery and steel industries*

Project Manager Sales Division, Stopinc AG, Switzerland

- Led project sales with annual turnover of \$3m
- Supervised project implementation with int'l multi-disciplinary teams of up to 20
- Co-led the starting of sales activities in India

Sales Engineer, Berger Lahr Positec Ltd., UK

- Managed the relationship with small-size customers and advised them in technical solutions

Applications Engineer, Berger Lahr Positec Ltd., UK

- Designed and implemented motion control solutions for OEM's
- Carried out application adaptation and trouble-shooting internationally



**Tatsuo Sato**; Japan; 32  
Tatsuo.Sato@mba2009.imd.ch  
Japanese, English, French [G], Chinese [B]  
BA Philosophy, Nihon University, Japan

*8 years in multimedia and entertainment business franchising in Asia and Europe*

Corporate and Business Development Manager, Index Holdings, Japan

- Spearheaded Euro-Asian mobile entertainment franchising business

Board Member, Grenoble Foot38 [owned by Index], France

- Changed management of low placed professional football club; now in first league

General Manager - Europe Business, Index Europe Holdings, UK

- Created and implemented financial strategy of four European subsidiaries

Board Member, Index Multimedia, France

- Developed corporate structure to adapt to global group strategy

Manager - International Business Dept, Index Corporation, China

- Led team of 30 to develop a portal site for mobile handsets in Asia and Europe



**Fadi Sbaiti**; Lebanon/USA; 34  
Fadi.Sbaiti@mba2009.imd.ch  
Arabic, English, French [B]  
MSc Eng. Mngt / BSc Electrical Eng., American U of Beirut, Lebanon;  
BSc Systems Eng., US Naval Academy, USA

*8 years int'l experience in operations, project and general management; proven entrepreneurial spirit*

General Manager, International Company for Advanced Systems, Qatar

- Led a team of 37 employees into becoming the leading data-center technology provider in Qatar
- Developed and implemented a strategy for business growth that resulted in 60% increase in revenues within only one year

Co-founder and Operations Manager, Evison, Saudi Arabia

- Helped develop the original business plan and secure the necessary funds for the start-up (\$1.5m)
- Achieved a revenue growth of over 100% in less than 3 years
- Designed and implemented an internal reporting system and set standard procedures for proper project management



**Cathinka Scheie**; Norway; 29  
Cathinka.Scheie@mba2009.imd.ch  
Norwegian, English, French [G]  
MSc Communication Technology, NTNU, Norway

*4.5 years in sales in the IT industry*

Account Manager, Hewlett-Packard, Norway

- Sold server, storage and IT service solutions to the business market; developed business cases and drove growth across various customer segments
- Led an int'l bid team that won the most powerful compute cluster in Norway

Presale Consultant, Hewlett-Packard, Norway

- Provided technical advice to sales force, customers and partners as a solution architect; conducted presentations, product demonstrations, trainings and workshops

- Converted several large customers from competing platforms to HP, increasing sales

Young Graduate and Sales Specialist, Hewlett-Packard, Norway

- Selected for HP's Global Western Europe (GWE) Young Graduate program



**Albert Schultz**; Germany; 33  
Albert.Schultz@mba2009.imd.ch  
German, English, French, Italian, Mandarin [B], Spanish [B]  
PhD Engineering [Dr.-Ing. RWTH Aachen/D, Dipl. EL.-Ing. ETH Zürich/CH]

*7 years int'l project mgmt in industrial products and engineering research*

Assistant to CEO / Project Manager, ZF Marine, Italy, China and Germany

- Coordinated \$10m supply chain between a Chinese joint venture and the European plants; implemented and led multi-national logistics processes
- Supported all top management functions with financial and operational analysis

Scientific Staff, Fluid Power Institute IFAS, RWTH Aachen, Germany

- Conducted R&D in electromagnetic actuation, pneumatics and hydraulics
- Managed and applied for public and industry research projects worth \$1m
- Organized a 3-day conference with 600 participants, 100 speakers, 40 companies

Project Manager, Magnet-Schultz Memmingen MSM, Germany and UK

- Introduced a software-based design tool to R&D and reduced the time-to-market
- Implemented an ERP tool for the UK sales agency



**Kristin Sherwood**; USA; 28  
Kristin.Sherwood@mba2009.imd.ch  
English, French [B]  
BS Commerce, University of Virginia, USA

*6 years in strategic research, consulting and product management*

Consultant and Associate Director Product Support, Corporate Executive Board, USA

- Provided strategy services for Global 1000 senior technology executives
- Managed team of six in creating large-scale research study and executive meeting on change management, including survey creation and analysis
- Structured and launched a new service offering to enable networking among senior technology executives
- Conducted segment analysis to create sales strategy for three advisory service products; directed \$6m in revenue generation
- Selected as part of team to define and pilot new sales support role; supported over 1000 sales conversations annually
- Managed pool of 200 sales opportunities; sold \$450K during a six month rotation



**Seif Shieshakly**; Saudi Arabia/Germany; 27  
Seif.Shieshakly@mba2009.imd.ch  
Arabic, English, German [G], Japanese [G]  
BA Quantitative Economics & International Relations, Tufts University, MA, USA

*5 years in supply chain management and management consulting*

Consultant, Porsche Consulting, Germany

- Conducted lean process consulting projects in various service and manufacturing industries
- Realized benefits for clients averaging 10 times the value of project costs

Supply Chain Kaizen Manager, Toyota Motor Corporation, Japan

- Managed the roll-out of a supply chain kaizen project across the Arabian Gulf
- Engaged in product planning projects for the Arabian Gulf markets

Senior Specialist, Toyota Saudi Arabia (ALJ), Saudi Arabia

- Initiated and championed a supply chain kaizen project resulting in over \$10m savings
- Managed the sales and marketing of 4x4 products with a budget of \$4,5m



**Yadira Sierra**; Colombia; 31  
Yadira.Sierra@mba2009.imd.ch  
Spanish, English, Portuguese [B]  
BSc Electronic Eng., P U Javeriana, Colombia;  
Post-Grad. Telecom Business Mgmt, Los Andes U, Colombia

*8 years experience in consulting, strategic planning and project management*

Expert Professional, Banco de la República, Colombia

- Supported top mgmt in strategic decision making; led restructuring initiatives
- Advised Deputy Manager in the development and deployment of new HR strategy due to changes in national legislation; approved and implemented
- Facilitated the outsourcing process for the regional branches to increase productivity and efficiency
- Led the ISO 9000 quality certification of the budgeting and planning processes

Telecommunication Specialist Engineer, Banco de la República, Colombia

- Led a team of four to design, implement and support IT projects, with focus on the telecommunication platform

Telecommunications Engineer, Nortel Networks, Colombia



**Marco Simons**; The Netherlands; 33  
Marco.Simons@mba2009.imd.ch  
Dutch, English, German [G], French [B]  
MSc Mechanical Eng., University of Twente, The Netherlands

*7.5 years in mgmt consulting and in supply chain mgmt of consumer goods*

Consultant, the Boston Consulting Group, The Netherlands

- Executed six strategy projects: restructuring of a factory network, integration of two retail banks, strategy for an internet provider, sales strategy for industrial goods, restructuring of service process, integration of three utility companies

European Planning Manager, Unilever, Switzerland

- Headed planning of bouillon products in 20 sales organizations and four factories
- Project Manager, Unilever, The Netherlands
- Developed central logistics function in European supply chain organization
- Rolled out a new planning methodology in 50 European factories

Management Trainee/Factory planner, Unilever, The Netherlands

- Responsible for production planning, capacity planning, customer service



**Gerrit Sindermann**; Germany; 30  
Gerrit.Sindermann@mba2009.imd.ch  
German, English, Dutch [G], Spanish [B]  
BA Business Administration, Frankfurt School of Finance & Mgmt, Germany

*7 years experience in equity research, operational risk and strategy consulting combined with start-up coaching skills*

Assistant Fleet Manager, Workx, The Netherlands

- Managed project to identify and divest equipment fleet of €1m+

Business Development, Science Park Amsterdam Center for Entrepreneurship, NL

- Coached two science-based start-up teams; one to succeed in 3 VC pitches

Management Consultant, ABN AMRO Bank, The Netherlands

- Developed financial models for private banking to support €8bn asset acquisition
- Planned implementation of retail growth strategy in Central Asian emerging markets to increase revenues from €20m to €175m

Operational Risk Analyst, Delbrueck Bethmann Maffei [ABN AMRO], Germany

- Implemented operational risk function for three merged private banks

# IMD MBA 2009 class profile



**Adrian Smaranda**; Romania; 30  
Adrian.Smaranda@mba2009.imd.ch  
English, Romanian, French (G)  
BA Finance, Academy of Economics Studies, Romania;  
BSc Computer Engineering, U "Politehnica" Bucharest, Romania

*7.5 years experience in supply chain management in the consumer goods industry and management consulting*

Associate, Kolaja & Partners, Poland

- Managed the supply chain and purchasing integration of the biggest steel trader in Central Europe; \$350m/yr revenues, operations in eight countries
- Established and coordinated the business development process for Romania Supply Chain Integration Project Manager, Procter & Gamble Balkans, Romania
- Supervised the end-to-end supply chain integration of Gillette and P&G; \$80m/yr sales, seven countries

Supply Chain Planning Manager, Procter & Gamble Balkans, Romania

- Managed the sales and operational planning process in a seven-country supply chain for a \$60m/yr business



**Simon Sundboell**; Denmark; 30  
Simon.Sundboell@mba2009.imd.ch  
Danish, English, French (G), German (B)  
Maersk International Shipping Education, Denmark

*11 years in general management and strategic project management in global transportation & logistics*

Head of Route Market Intelligence - Maersk Line, Denmark

- Built from scratch and managed a team of eight market analysts
- Provided supply and demand analysis, competitor intelligence, market and trend guidance to support network and procurement decisions

Assistant GM, Line Finance - Maersk Line, Denmark

- Analysed and managed P&Ls to/from Africa, revenues of \$2bn
- Developed and implemented a corporate accounting system

Deputy Country Manager - Maersk Madagascar, Madagascar

- Managed a cross-functional team of 25 people
- Increased revenues by 40% to \$13m; converted 3rd party agency into own setup
- Lived through a civil war for one year, learning both personally and professionally



**Suchir Swarup**; Canada/India; 29  
Suchir.Swarup@mba2009.imd.ch  
English, Hindi, Urdu, Japanese (B), Arabic (B), Marathi (B)  
BSc Computer Eng, specialization in Management Sciences, U Waterloo, Canada

*5+ years of international experience in product and project management in electronics and finance sectors*

Senior Analyst, TD Bank Financial Group, Canada

- Implemented Market Risk/VaR programs in collaboration with senior executives
- Defined and tested the Business Continuity Management plan for the Global Middle Office of 200 employees
- Improved risk reporting process for the Mortgage-Backed Securities business
- Standardized VaR reporting framework to enhance operational efficiency
- Streamlined market risk business processes, resulting in over 80% time savings

Product Developer, Seiko Epson Corporation, Japan and Canada

- Transferred the point-of-sale devices project from Japan to Canada
- Developed and released device configuration products to vendors worldwide

Various assignments as a consultant and analyst in the IT sector



**Ilya Syshchikov**; Russia; 28  
Ilya.Syshchikov@mba2009.imd.ch  
Russian, French, English, Polish (G)  
PhD Economics, State U of Services, Russia; MSc Economics, Audit & Accounting, Nayanova U, Russia

*7+ years int'l experience in sales & marketing, strategy & business development and finance in the building materials industry*

Sales Director CIS & Baltic Countries, Lafarge Gypsum, Russia

- Defined and implemented sales and logistics strategy for the Russian market
- Conceptualised a new sales organisation and recruited initial team of three
- Doubled sales to \$11m in 2.5 years

Strategy Manager, Lafarge Gypsum, France

- Developed strategy for Mediterranean/MENA area; conducted five investment projects worth \$50m with business unit teams
- Coordinated a team of seven to create a JV in Saudi Arabia

CFD Artimovsk plant, Lafarge Gypsum, Ukraine

- Built finance/accounting team of nine; introduced corporate mgmt systems



**Benoit Tavernier**; France; 34  
Benoit.Tavernier@mba2009.imd.ch  
English, French, German (B)  
MSc Mechanical Eng., Ecole Polytechnique, France; MSc Naval Eng., ENSTA, France

*8 years of project and general management in the shipbuilding industry*

Department Manager - Hull Engineering, Aker Yards, France

- Managed 15 engineers and 70 draftsmen
- Reduced production costs by 2% (€2m) and design costs by 10% (€0,7m)
- Defined and implemented a new organization after a change of shareholder

Contract Manager, Technology transfer with Hudong-Zhonghua shipyard (China) for LNG vessels, Alstom, France

- Directed a team of 12 projects managers
- Led the ship design and technology transfer project worth €20m, managing the relationship with our Chinese customer

Project Manager, Hull of Queen Mary 2 cruise vessel, Alstom, France

- Conducted the ship's structure design and production project worth €120m



**Kornelius Thimm**; Germany; 31  
Kornelius.Thimm@mba2009.imd.ch  
German, English, French (B)  
MSc Production Engineering (Dipl.-Ing.), RWTH Aachen, Germany

*4.5 years int'l project management and R&D experience in the automotive industry, with focus on energy management*

Senior Engineer - Powertrain Calibration, BMW Hybrid Tech. Coop., USA

- Led inter-divisional teams of up to 15 engineers to specify, develop and test overall vehicle functions
- Coordinated technical solutions within an international cooperation with General Motors and DaimlerChrysler

System Manager - Energy Management, BMW Group, Germany

- Spearheaded cross-divisional collaboration for the first BMW hybrid vehicle
- Coordinated the implementation of the operational strategy

Function Developer - Energy Management, BMW Group, Germany

- Invented and implemented new energy management functions to reduce fuel consumption, which were launched in the BMW 1-, 3- and 5-series



**Myriam Vacher**; France; 29  
Myriam.Vacher@mba2009.imd.ch  
French, English, German (G), Spanish (G)  
MSc Management, EDHEC, France; Grad. Dipl. (Distinct.) World Politics, LSE, UK

*7 years in finance, int'l strategic projects and auditing in the B2B sector*

Business Controller, Antalis International - Sequana, France

- Monitored performance of five regions worth \$1.7bn in sales across 17 countries
- Supported top management to challenge operations in business review meetings
- Assessed investment projects of up to \$9m and reviewed integration synergies

Senior, Internal Audit and M&A, Antalis International - Sequana, France

- Drove strategic projects including a \$0.6bn acquisition
- Field managed internal audits spending 70% of the time abroad; supervised senior external and internal resources
- Introduced sustainable tools and standards in newly created audit department

Senior, Global Accounts Assurance Services, Ernst & Young, France

- Led teams of up to nine on SOX compliance and transition to IFRS engagements
- Conducted external audit and due diligence assignments; trained junior staff



**Yury Vasilkov**; Russia; 31  
Yury.Vasilkov@mba2009.imd.ch  
Russian, English  
MEng. Land Use Planning; MA Law, State U of Land Use Planning, Russia

*8 years of experience in business transformation and general management in the services industry*

Managing Director, Neotech Technical Translation Company, Russia

- Led the merger & integration of 2 translation businesses into one operational unit and reshaped organizational structure and processes to improve operations
- Managed a team of 80 to grow revenue by 70% and profit by 500% in 2 years

Operations Director, Neotech Technical Translation Company, Russia

- Introduced and implemented financial management system within the company
- Applied ABC analysis to clients mix, increasing profitability by 15% in one year
- Led project design and implementation of a new workflow management system

Production Director, Neotech Technical Translation Company, Russia

- Developed and implemented ISO 9001 certified Quality Management System
- Managed team of 40 to sustain annual production growth of 30%



**Eric Vergara**; Thailand; 29  
Eric.Vergara@mba2009.imd.ch  
Thai, English, Chinese (B)  
BA Business Administration, Chulalongkorn University, Thailand

*6 years in corporate finance, debt restructuring, equity/derivatives trading and M&A consulting in Asia*

Salestrader - Equity & Equity Derivative Sales, Phatra Merrill Lynch, Thailand

- Ranked top 3 Salestrader Thailand in 2007 and 2008, according to "AsiaMoney"
- Managed 10+ key global equity and hedge fund accounts

Corporate Finance Associate - Investment Bank, UBS AG, Thailand

- Executed the biggest real estate investment trust IPO in Thailand, market size of US\$300m, involving more than 30 team members

Project Manager - M&A Consulting, PYI Consulting & Ventures, Thailand

- Advised Bureau Veritas in its acquisition of targets in Thailand, size US\$5-10m

Senior Analyst, Bualuang Securities PCL, Thailand

- Successfully restructured US\$300m debt for Tuntex Thailand PCL



**Stylianos Vytogiannis**; Greece; 31  
Stylianos.Vytogiannis@mba2009.imd.ch  
Greek, English  
BSc Management Sciences, London School of Economics, UK

*8 years in sales and operations in a family business servicing the beverages industry worldwide*

Commercial and Operations Director, ASTIR VITOGIANNIS BROS S.A., Greece

- Grew from Assistant Marketing Manager to Commercial and Operations Director
- Managed all the purchasing and sales activities, as well as the supply chain and production planning, with an annual budget of €12m; led cross-functional team of 25
- Tripled the annual sales within eight years and gained significant market share by bringing in large multinational beer & beverage companies, such as Heineken, Inbev, Coca Cola, Pepsi Cola, SAB Miller and Carlsberg
- Developed and managed customer relations in over 25 countries

# IMD MBA 2009 class profile



**Oren Yehudai**; Israel/EU work permit; 30  
oren.yehudai@imd.ch  
Hebrew, English, German (G), Spanish (B)  
BSc Economics (High Hons) and Computer Science (Hons), Tel Aviv U, Israel

*7 years in consulting, business analysis and project management in Europe*

**Solution Architect, Professional Services, ClickSoftware Europe Ltd., UK**  
• Led a cross-functional 12-member team in the implementation of a \$1.7m scheduling solution for our biggest customer, impacting over 25,000 users  
• Provided business analysis services, defined project goals and change management programs to improve customers' overall efficiency  
**Senior Technical Consultant, Professional Services, ClickSoftware Europe Ltd., UK**  
• Interviewed, trained and mentored new consultants and project managers  
• Supported sales activities in Europe to achieve a 70% prospect conversion rate; clients included telecommunications and utility companies

**Project Manager, Infrastructure and Construction, IDF, Israel**

• Conducted a TQM project which reduced department's response time by 20%  
• Managed nationwide infrastructure projects with budgets of up to \$5m



The following sponsored participant will be returning to his company upon graduation:

**Ryoichi Abe**; Japan; 29  
Ryoichi.Abe@mba2009.imd.ch  
Japanese, English  
BA Political Science, Waseda University, Japan  
Sponsored by Japan Bank for International Cooperation, Japan



**Ruslana Zbagerska**; Canada; 31  
Ruslana.Zbagerska@mba2009.imd.ch  
Ukrainian, English, French (B), Russian (G)  
BSc (Hons) Computer Science/Software Eng., U of Waterloo, Canada;  
BA Linguistics, U of Chernivtsi, Ukraine

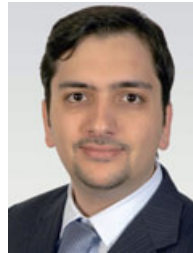
*5.5 years in strategy, program management and business operations in the e-commerce and travel sectors*

**Senior Manager - Portfolio and Planning, Expedia Inc., USA**

• Led the Portfolio and Planning team to manage Expedia Enterprise Global portfolio of \$240m for American, European and Asian divisions  
• Designed and established strategic and rolling annual plan for product development organization in close collaboration with business partners

**Team Lead, IBM, Germany**

• Managed and released technically complex projects for globally utilized Web Effectiveness toolset, a centralized mechanism for portfolio management  
• Led the global tools development team of 15 application developers and analysts



The following sponsored participant will be returning to his company upon graduation:

**Nader Ashoor**; Saudi Arabia/USA; 29  
Nader.Ashoor@mba2009.imd.ch  
Arabic, English, Farsi (G)  
BSc Accounting (High Hons), King Fahd University, Saudi Arabia;  
Certified Management Accountant (Distinguished Performance Award), USA  
Sponsored by Saudi Aramco, Saudi Arabia



**Minli Zhao**; Germany; 29  
Minli.Zhao@mba2009.imd.ch  
Chinese, English, German  
MA European Culture and Economy, Ruhr-U Bochum, Germany;  
BA German and Economics, Peking U, China

*6 years international experience in product management and marketing in the manufacturing industry and technology services*

**Product Manager, Dometic WAEKO International, Germany**

• Co-led cross-functional teams developing new coolers for vehicles  
• Managed product lifecycle for more than 60 high-end and 30 mass-merchandising coolers which generated in total €40m+ annual revenue  
• Project managed customized milk coolers, from development to logistics stages, for first-class coffee machines which generated €1.5m+ annual revenue  
• Cut design-to-production period to less than half of the company standard

**Assistant to General Manager, MD engineering GmbH, Germany**

• Participated in development and implementation of marketing strategies for remote control systems  
• Designed & programmed automatic purchasing system of electronic components



The following sponsored participant will be returning to his company upon graduation:

**Satoshi Konagai**; Japan; 30  
Satoshi.Konagai@mba2009.imd.ch  
Japanese, English  
BA Environmental Information, Keio U, Japan  
Sponsored by the Boston Consulting Group, Japan



**Zhouli Zhu**; China; 31  
Zhouli.Zhu@mba2009.imd.ch  
Chinese, English  
BSc Medicine, Zhejiang University, China

*8 years business development & sales management experience in the healthcare sector*

**District Sales Manager (North China), Johnson & Johnson Medical, China**

• Built up Northern China business team of six Key Account Managers, two Clinical Education Consultants and one Field Service Engineer, achieving 30% yearly business growth in the region  
• Developed the equipment business from scratch to generate additional revenue of \$15m  
• Headed task force team to launch new medical equipment  
• Collaborated with the Ministry of Health to develop the "National Standard of New Product"  
• Designed and piloted the business expansion plan for the consumer team and rolled it out on the Chinese market  
• Coached distributors on product knowledge and sales skills



The following sponsored participant will be returning to his company upon graduation:

**David Rohan**; Australia; 29  
David.Rohan@mba2009.imd.ch  
English  
BEng Mechanical Eng. (Hons), BCommerce Finance, U of Sydney, Australia  
Sponsored by Bain & Company, Australia



**Margarita Zvezda**; Ukraine; 29  
Margarita.Zvezda@mba2009.imd.ch  
Ukrainian, English, Russian  
Professional Diploma in Marketing, The Chartered Institute of Marketing, UK;  
BA Economics, National U of Kyiv-Mohyla Academy, Ukraine

*8 years in consulting and in strategy & marketing in the steel sector*

**Marketing Director, Metinvest International S.A. (former Leman Commodities S.A.), Switzerland**

• Established marketing function from scratch, led international marketing team  
• Devised and managed market monitoring, forecasting and reporting system for sales organization in 12 countries; directly contributed to c. \$110m in 2007-08  
• Headed the development of a new sales strategy; provided marketing input for corporate investment program worth \$6bn

**Corporate Development Manager, Leman Commodities S.A., Ukraine**

• Initiated, managed and implemented projects on corporate restructuring

**Business Analyst, Spektor, Sachs and Co. (currently Bain&Co.), Ukraine**

• Delivered strategic consulting services in oil and gas, retail and FMCG sectors



The following sponsored participant will be returning to his company upon graduation:

**Naoto Tsushima**; Japan; 33  
Naoto.Tsushima@mba2009.imd.ch  
Japanese, English, Chinese (B)  
BSc Business Administration, Sophia University, Japan  
Sponsored by ITOCHU Corporation, Japan

90 exceptional people  
who will shape the  
future of business

# The IMD MBA Class of 2009



## Key dates 2009

### On-Campus Presentations

April, May, June and August 2009

Educate and inform participants of your unique opportunities and business challenges, as well as your organization's culture and structure. We recommend a 30-minute presentation and a 30-minute Q&A session followed by a networking cocktail outside of the auditorium. Bringing senior executives and MBA graduates will help you make a powerful impact.

### On-Campus Recruiting

September 15–25, 2009

Conduct your first-round interviews during these dedicated two weeks when our participants do not have any classes and are exclusively focused on exploring career opportunities.

### Career Fair

September 14, 2009

Join the IMD Career Fair to enhance your visibility on campus and meet with talented individuals from 40+ countries. Besides being a great recruiting platform, it is also a convenient way to network with future key international decision-makers and customers – without engaging the resources required for a formal presentation.

## Tools

On-line CV platform for CV access and search, interview invitations and scheduling:

[www.MBA-Exchange.com/IMD/recruiting.htm](http://www.MBA-Exchange.com/IMD/recruiting.htm)

Job postings (free of charge): [www.MBA-Exchange.com/IMD/PostJobs](http://www.MBA-Exchange.com/IMD/PostJobs)

## Fee

CHF 500, which includes full access to all on-line recruitment services and a hardcopy of the CV-book.

## To reserve your presentation and/or interview dates contact

MBA Career Services Office

+41 21 618 03 39

[MBAtalent@imd.ch](mailto:MBAtalent@imd.ch)

[www.imd.ch/mba/careerservices](http://www.imd.ch/mba/careerservices)

## Location

IMD is located in Lausanne, Switzerland on the shores of Lake Geneva, approximately 40 minutes by road or rail from Geneva International Airport.

**IMD – Real World. Real Learning**



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Central fax: +41 21 618 07 07  
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IMD is committed to environmental sustainability and fully offsets its CO2 footprint with Carbonfund.