



*Cranfield*  
UNIVERSITY  
School of Management

# FULL TIME MBA YEARBOOK 2014



Transforming  
knowledge  
into action

## Details



Name:  
Mrs Priyadarshini -  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
An enthusiastic badminton and  
carom board player who  
exercises mental abilities  
through Sudoku. Enjoy  
photography, reading fact and  
fiction, keen on travelling and  
exploring new cultures.

## Personal Statement

Divisional Manager with over a decade of experience in business development and operations within the fashion industry. Expertise in sourcing, pricing and negotiations coupled with product development and risk assessment. Strong leadership, analytical and interpersonal skills developed by leading multi-disciplinary teams and diverse client handling, demonstrating smooth and effective supply chain in consonance with client specifications.

## Key Achievements

Led a cross-functional team to improve resources to address prevalent service issues and won recognition of 'best sourcing hub' for the Bangladesh office.

Contributed to the increase of operational turnover within Bangladesh for a German fashion brand from US\$4m to US\$12m over a period of five years whilst still utilising the same initial budget.

Solved problem of late sample delivery by challenging accepted practises and convincing a client to accept new practical solutions that significantly reduced the lead time and development cost by 25%.

## Qualifications:

Post Grad Diploma - Garment Manufacturing  
Technology  
National Institute of Fashion Technology  
1999 - 2001

Bachelor of Arts (Hons) in English Literature  
Banaras Hindu University  
1994 - 1997

## Career History:

**Anand Fashions International LLC: Divisional Manager - Dhaka, Bangladesh (Jan 2005 - May 2012)**

**A liaison office for the German based premium lifestyle brand LERROS, catering to men and women's fashion. Founded in 1979, LERROS is**

**represented in over 30 countries with more than 1200 sales outlets. It employs approximately 250 people worldwide with a turnover of €125m.**

- Was invited to apply to this company as Assistant Merchandising Manager based on one year of performance observed at Colby International. Promoted to Divisional Manager in less than five years, directly accountable to one of the Directors based in China. Independently regulated the Bangladesh operations, managed its P & L. Turnover tripled in less than five years, exceeding the set target by 20%.
- Drove new business by launching the production of LERROS women's clothing range in Bangladesh and by strategically identifying opportunities from a client's product range being outsourced from other locations. Directed the product development team to analyse and research potential issues involved with varied material mix, negotiated with vendors for a cut-throat quotation, successfully ensured smooth production and timely and quality delivery of the consignment increasing turnover by US\$5.5m.
- Improved the supply chain of the company. Following an upsurge in business, the company was looking for a reliable supplier who could handle the production of new merchandise in compliance with preset quality specifications. Several suppliers were evaluated based on performance and reputation in context with existing clients and trial orders. The final vendors are now long-term business partners steadily contributing to the mutual business expansion.
- Analysed the issue of stagnancy in the company and the development of new employees. Introduced a concept of hiring fresh graduates from local business and fashion schools to help expand the product base. Used job rotation to augment employee's ability to understand diverse issues and to prepare them as fully trained support staff when needed. The step was consequential in value creation within individuals, empowering teams to deliver business outcomes and improving employee retention by 12%.
- Convinced a client to accept a new solution to resolve late sample deliveries. With 3,000 pieces of development samples every month, almost 15% were available too late. Analysed the result of dyeing different structures of same composition and colour together that demonstrated a cost and time saving of 25%. This resulted in 100% of samples being available in time for sales meetings and increased order quantity by up to 35% for some patterns.
- Helped in the introduction of BSR's 'HER project' to the suppliers. 'HER project' is an initiative that links multinational companies, factories and local NGOs to create a sustainable workplace by increasing women's health awareness. It uses peer education methodology to increase access to information.

**Lenny Fashions: Senior Merchandiser - Dhaka, Bangladesh (Dec 2003 - Dec 2004)**

**A garment manufacturing facility within the Must Group. The Group was founded in 1981 and today is an international company with more than 10,000 employees and a turnover of approx. US\$200m. The group has a global presence with exports of over 35 million garments annually.**

- Minimised the production cost of regular clothing styles. Worked on the production marker with the CAD/ marker planning department to maintain a database of standard marker patterns for similar styles to be referred in the future, negotiated the price with trims and accessories suppliers to agree a minimum benchmark for basic trims for future production. This created a readily available directory for forthcoming business and increased profitability by 5-7% per style line of clothing.
- Initiated change in the organisational structure to improve the procurement of raw material and daily meetings to promote conversation and prioritise daily agendas. Since a delay in raw material was deferring the production planning, analysed the functions, department, people and their current responsibilities to help re-define their roles with clear demarcation ensuring answerability. This successfully reduced delays from 20% to 7% within the first two months.
- Recognised and rewarded for continually exceeding expectation while building and maintaining key business relations. Successfully developed a key account with Wal-Mart worth US\$25m.

**Colby International: Assistant Merchandiser - Gurgaon, India (Oct 2002 - Nov 2003)**

**A sourcing firm acquired by Li & Fung in 2000. Established in 1906, Li & Fung is a global sourcing firm with garments comprising two thirds of its business. Listed in HK stock exchange with 300+ offices and distribution centres and an annual turnover of US\$20bn, it employs over 28K people.**

- Responsible for pursuing several outsourcing and offshoring activities for clients. Successfully monitored the execution and reporting of work-in-progress of ongoing orders and developments and continually supported the Business Head in delivering weekly reports to all key clients.
- Re-examined every aspect of clothing specimens to ensure that they reached all clients with no faults. Led regular in-depth examinations, scrutinising any imperfections which helped to reduce the rejection percentage by 5-7% and ultimately increased the speed of client orders. Recognised for successfully reducing the scrapping rate of samples and offered the opportunity to independently manage a Mexican client Liverpool.
- Worked closely with the Business Head of the 'Awareness Advancement Strategy Programme' which is an initiative aimed at benefiting both suppliers and our team members in broadening their respective learning horizon through the mutual exchange of knowledge. This led to a better understanding of the working limitations at either side and successfully enhanced a more collaborative working partnership.

**Sewa International: Product Development Coordinator - Faridabad, India (May 2001 - Sep 2002)**

**Sewa International is an apparel manufacturing facility that has its own marketing office known as 'The Star of India' in Texas, US. The company has its own labels and employs more than 2000 people.**

- Led a team of people managing four sewing production lines on the shop floor. Applied the theoretical knowledge gained during a postgraduate course, established SAM (Standard Allowed Minute) value of the product by time and motion study to identify the bottleneck operations. Introduced a specific handling process and identified skilled operators that helped in improving the critical operations. This successfully optimised the productivity by 20%.
- Promoted to Product Development Coordinator for delivering the bestselling range 'Angie'. Established a new record of 100% on time sample delivery, reduced throughput time by as much as 50%, and increased new customer orders by 15% for the label. Introduced a new system for record keeping and managing company documentation increasing accountability for staff involved in the process flow. The Head Designer for the label proposed to write a Letter of appreciation for the outstanding performance.
- Designed and set key performance standards for the R&D department's workflow. Introduced a comprehensive system to facilitate prompt and sufficient booking of raw material ready for development, successfully eliminating any last minute issues to attain the final product.
- Managed the R & D department with emotional intelligence and relationship-oriented leadership that helped establish a strong bond with operators, technicians and pattern makers. Successfully improved the team's output by creating an environment of healthy competition amongst the operators, which delivered better results in terms of quality and quantity. Received a performance-based appraisal by higher management.

## Details



Name:  
Mr Pritraj Aggarwal  
Nationality:  
British

Current Course:  
FTMBA  
Interests:  
Classically trained singer and recording artist. A racket sports enthusiast. Keen cricketer and have captained the Rayleigh cricket team. Personal development. Reading and current affairs.

## Personal Statement

A dynamic leader with 10 years of experience in Pharmaceutical Sales and Property Investment. Analytical and insightful; is highly agile, decisive and well versed at managing risk. Implemented creative and innovative solutions to business problems through strong collaborative leadership, delivering timely profitable growth. A natural team player and open communicator, valued for the ability to connect with people of all levels of experience.

## Key Achievements

Led a cross-functional team towards the creation of integrated healthcare services with NHS key opinion leaders and with first line product usage. This increased sales by 40% over a 12 month period.

Awarded No.1 National Representative of the Year for exemplary sales performance at Lundbeck. Promoted to Senior Representative within just 10 months when usual minimum tenure is two years.

Successfully organised joint venture partnerships for the acquisition, development, rental and sale of residential investment property totalling £2m, achieving returns on investment of up to 30%.

## Qualifications:

BSc (Hons) Neuroscience  
King's College, London (KCL)  
2000 - 2003

## Career History:

**Apodi: Key Account Manager - Essex, UK (Nov 2012 - Jul 2013)**

**Apodi provides comprehensive outsourcing solutions to pharmaceutical and healthcare organisations. Dedicated contract to Bayer AG, a global enterprise operating in almost every country. The Bayer Group employed 110,500 people worldwide with sales of €39.8bn as of 2012.**

- Facilitated positive formulary status for a promotional product and favourable care pathway guidance across South Essex through close teamwork. Influenced key opinion leaders, ranging from GPs to Consultants, securing endorsement for wide range prescribing of product in line with NHS agenda.
- Successfully spearheaded innovative solutions such as a customised cost impact modelling presentation initiative for accounts across the region and gained early commercial buy in with first line product placement in three key accounts.
- Led team meetings and contributed to proactive cross-functional and cross-regional working. Involved implementing, managing and improving business

plans and analyses, aligning cross-functional team members towards a common goal. Introduced an activity based incentive system to motivate and increase performance capabilities within the sales team. The sales volume increased by 80% over the following three months across the territory.

- Built strong relationships inter-departmentally to solve problems quickly. Worked closely with Marketing and non-promotional care pathway integration departments to explore opportunity and address gaps in the sales environment.
- Initiated and planned the regional sales restructure, setting up new strategies and tactics based on business intelligence and analysis.

#### **United Drug, AshfieldIn2Focus: Key Account Manager - Essex, UK (May 2011 - Nov 2012)**

**AshfieldIn2Focus is a division of United Drug Group - a provider of outsourced commercialisation solutions to healthcare companies. Dedicated contract to Eli Lilly and Company, a global, research-based company which employed 38,000 people worldwide with net sales of \$22.6bn as of 2012.**

- Led an innovative cross-functional teamwork initiative that created integrated community urology services with clinical commissioning group leads and a consultant advocate. This broadly increased the use of promotional product with first line product placement, in account increasing product sales in locality by 40% over 12 months. Presented a national strategy for long-term business development in new pharmacy markets following a successful pilot.
- Achieved No.1 place nationwide for business turnaround and largest sales growth within top key accounts. Co-ordinated the inclusion of product on the hospital prescribing formulary through close teamwork and key opinion leader influence, increasing NE Essex market share by 13% over eight months. Consistently achieved top quartile rankings out of 49 regions after increasing 31 places over seven months.
- Implemented and oversaw a cross-functional programme to maximise sales and improve customer experience that would support a new strategy and vision. This was achieved by improving communication between Supply Chain and Sales Departments, empowering sales teams in commercial decision making and implementing a strategic business plan to engage key clients. This increased prescription sales by 22% in select accounts and improved customer experience by delivering a faster, more efficient service.
- Worked with marketing to gather competitor intelligence, reporting regional marketing feedback as Field Force Advisory Board Representative and formulating concept and content of the new product sales literature. Implemented and oversaw the quarterly production of a regional team newsletter.
- Responsible for the creation and implementation of management reporting to illustrate team performance – Activity rates, Coverage and Frequency and other key performance metrics. Implemented regular review meetings for a team of 10 to discuss performance and opportunities for improvement. Also responsible for maintaining 100% compliance with organisational standard operating procedures amongst the sales team.
- Led the team to successful negotiation of all honoraria rates for speaker advocates ahead of and in line with the organisation's leaner operation goals. The rates were reduced by an average of 40%, significantly reducing regional costs.

#### **Essex Homebuyers: Co-Founder - UK (Mar 2007 - present)**

**Essex Homebuyers is a real estate investment organisation specialising in below market value property investments.**

- Devised and executed an investment and sales strategy for the business. Led negotiations with vendors, agents and banks for asset acquisitions and financing terms. Developed a multi thronged marketing campaign implemented by partners and third party service providers.
- Successfully established financial partnerships for below market value property investing and gained access to a network of 2,000 investors for lead sales, enabling a mix of over 1,000 qualified lead and ready made package sales to be made.
- Sourced and acquired real estate consisting of buy-to-rent and buy-to-sell residential property projects through the implementation of a marketing campaign direct to vendors and relationship building with property agents, investors and auctioneers. Successfully organised joint venture partnerships for the acquisition and sale of residential investment property, achieving returns on investment of up to 30%.
- Managed and co-ordinated eight buy-to-sell and six buy-to-rent real estate projects which achieved an average rental yield of 10%. Successfully led all property refurbishment teams to project completion within 1-8 week time-scales.
- Worked with a third-party IT supplier to develop, implement and content manage a newly designed and hosted, cost-effective, pay-per-click optimised website in a highly competitive division of the real estate market.
- Provided viability and feasibility studies for a real estate investment client involving market and location analysis, building costs plans, qualitative analysis and options appraisal for two mixed development projects.

#### **Sanofi Pasteur MSD: Vaccine Specialist - London, UK (Sep 2006 - Mar 2007)**

**Sanofi Pasteur MSD is a leading supplier of vaccines through using a combination of research and manufacturing expertise, bringing innovative vaccines to the UK, protecting health and preserving quality of life for all ages.**

- Achieved 110% above target for 2007 'Flu Vaccine sales, through the creation and implementation of a solid business plan reviewed monthly, strong relationship building, key opinion leader development and mobilisation and influencing throughout the healthcare strata.
- Recognised as the only specialist nationwide to create a commercial account for the cervical cancer vaccine under a challenging healthcare environment.
- Organised and implemented a regional training programme for the sales team with regional management and training departments to improve the delivery of customer service by delivering exceptional customer experiences, key to business growth.

#### **H. Lundbeck A/S: Senior Medical Representative - Essex, UK (Jan 2004 - Sep 2006)**

**H. Lundbeck A/S is a Danish international pharmaceutical company engaged in the research and development, production, marketing, and sale of drugs for the treatment of disorders in the central nervous system (CNS).**

- Awarded No.1 National Representative of the Year for exemplary sales performance at Lundbeck. Largest business growth achieved nationally through the creation and execution of a strong business plan and team leadership. Increased cash market share from 6.8% to 11.2% within 12 months, the highest ever seen in the region, within an already saturated market. Promoted to Senior Representative within 10 months when usual minimum tenure is 2 years.
- Progressed key opinion leaders to brand champions through strong relationship building and persuasion skills, resulting in local and regional brand endorsement for wider teams.
- Assisted the Marketing Department with regional marketing updates, feedback and with the creation of content and design of new marketing materials. Acted as Subject Matter Expert for the region offering strong technical knowledge of systems, I.T, products, clinical knowledge and the NHS market.

## Details



Name:  
Mr Chibueze Nnanna  
Anyanwu  
Nationality:  
Nigerian

Languages:

- Igbo (Nigeria)
- Yoruba (Nigeria)

Current Course:

FTMBA

Interests:

Fascinated with reading classical novels especially the works of Alexandre Dumas. Weekends are spent swimming, or engaged in amateur yet competitive games of chess or scrabble.

## Personal Statement

Distinctly innovative, highly motivated and versatile person with rich experience in Oil and Gas engineering within a multicultural and multinational framework. Fast learner, results-orientated person, with proven ability to analyse complex situations, gained from cross-functional responsibilities and based on exceptional business and interpersonal skills. Skilled strategic planner who thrives on system optimisation and new business development.

## Key Achievements

Optimised 223000 bbls/day production and improved facility uptime as the Asset Integrity & Execution work preparer overseeing ten people and instrumentation on ten production facilities worth US\$100m.

Prevented the loss of thirty lives, asset damages worth US\$ 40m and deferment of 40000 bbls/day by proactive intervention in the over-pressurisation of vessels, operated with bypassed safety devices.

Recipient of Chevening and Cranfield MBA Scholarships, a UK Nessco Award, two awards for Production Optimisation and Excellence, and two Shell Training awards for excellence in Industrial Psychology.

## Qualifications:

MEng Electronics and Electrical Engineering  
Robert Gordon University Aberdeen  
2011 - 2012

BEng Electronics and Electrical Engineering  
Robert Gordon University Aberdeen  
2009 - 2010

Engineering Graduateship Exam  
Nigeria Society of Engineers  
2008 - 2008

Diploma Electronics and Electrical Engineering  
Federal Polytechnic Ilaro Ogun State  
1999 - 2004

## Career History:

### Shell: Instrumentation, Control and Automation/Work Preparer Land 2 - Nigeria (Oct 2008 - Sep 2013)

Shell Petroleum Development Company Nigeria is the largest private-sector oil and gas company in Nigeria. Land 2 is one of Shell's area teams with nine Oil and Gas production facilities worth over US\$100m, and 223000 bbls/day production.

- Provided technical support to field instrumentation and strategic production management support to operations teams. Used systems applications and products supervisory access to manage production work flow required to achieve top quartile preventive and corrective maintenance compliance from 2010 to 2012. This culminated in a 60% reduction in equipment pre start up failures, optimal delivery of 223000 bbls/day, and receipt of the area teams' 'Best Production Facility' award Shell wide in 2011.
- Prevented the loss of thirty lives, major environmental impact, damage to assets worth US\$30m and net production deferment of 40000 bbls/day. Paid close attention to design details, identified overpressurisation of an extra high pressure separator vessel above its maximum safe working pressure, observed the pressure switch was bypassed and recommended the immediate isolation and shutdown of the unit.
- Pushed for, as the Instrument focal point working within a multicultural team, significant changes in the environmental compliance implementation process, and the area team obtained milestone environmental compliance in which key facilities were converted from the use of process gas to clean air, in conformance with the Nigerian government's environmental initiative, while liaising with cross-functional teams on the profitability of domestic gas in the West African Sub region.
- Led a team of two to carry out 'Root Cause Analysis' (RCA) on the Land 2 Area teams' deferment trend available from field data gathered across the various locations. Produced a working document outlining both causes and challenges, as well as proffering possible solutions to maintenance based deferment. Significant reduction in deferment was achieved in 2011 as the methods proposed were deployed and a special recognition of the Land 2 team on production optimisation was received.
- Led the team that prevented the loss of 67000 bbls/day production (US\$7m) by proactive intervention in the mal-operation of Surge Vessels 1 and 2. Mitigated against the rupture of both vessels due to false high differential outputs from the selector switch, to the camflex valve and pumps. Implosion of both vessels was averted, significant facility downtime for repairs prevented, a major production loss and possible injury to personnel was avoided.
- Member of the Institute of Engineering and Technology (IET) Nigerian national committee - from September 2012 to date. Position attained based on recognition of outstanding contribution to the development of local content engineering in Nigeria, demonstrated by delivering top class mentoring of local engineering students and participation in institutions' 'Present Around The World' (PATW) panel. Responsible, with fellow team members, for the coordination of the institute's activities in Nigeria.

### Shell: Instrumentation Controls and Automation Southern Swamp - Nigeria (Apr 2005 - Oct 2008)

Shell Petroleum Development Company Nigeria is the largest private-sector oil and gas company in Nigeria. It is the operator of a joint venture between the Nigerian National Petroleum Corporation NNPC (55%), Shell (30%), Total/Elf Petroleum Nigeria Limited Total (10%), and Agip (5%).

- During migration to local content spares delivery the team was faced with constraints caused by the poor quality of critical spares delivered. Worked with a team of three, to achieve significant reduction in facility downtime on instrumentation faults, and develop proactive measures to supplement SAP generated maintenance plans. A 75% improvement in equipment uptime was recorded for which commendation from the Manager was received.
- Led a team of five that carried out personal analysis on availability of rotating equipment such as gas sets, pumps and metering systems. Discovered that a lot of on-demand failures were due to stiction (sticking-friction) of rotating parts due to lack of usage and corrosion of rotating parts. Developed and proposed the implementation of a quarterly equipment rotation plan, which resulted in significant corrective maintenance cost savings and a 60% improvement in equipment uptime.
- Closely monitored maintenance spares availability, liaised with the planning team to ensure timely on site spares delivery, and constantly updated spares deployment. Achieved improved facility equipment up time, and reduction in equipment down time due to unavailability of maintenance spares. This played an important role in achieving no unplanned facility shutdown from November 2006 to March 2008.
- Maintenance integrity and modification focal point. Responsible for maintaining the instrumentation and control system that supplied critical utility gas to the Forcados terminal gas turbine used in the terminal power generation. This terminal handles Oil exports from the entire Shell western division which totals approximately 800,000 bbls/day.
- Responsible for instrumentation, control and automation preventive and corrective maintenance compliance monitoring. Delivered improvements in gas and liquid metering systems, ensured full functionality of safety critical equipment and certified fire and gas safe guarding systems. Responsible for instrumentation quality assurance checks, and safety compliance assessment. Achieved a remarkable three year, third party direct supervision, zero fatality, in line with Shell's Goal zero policy.
- Member of the 'National Society of Black Engineers' (NSBE) scholarship review committee from 2010 to date responsible for the development of engineering interest and practice among engineering students from African extraction. Evaluated more than 30 engineering students across the globe for various scholarship positions such as Chevron and Accenture scholarships, and recommended suitable scholarship recipients measured against the NSBE set criteria.

### Robert Gordon University: Design & Technology Faculty Officer - Aberdeen, UK (Sept 2011 - May 2012)

The Robert Gordon University student union manages over £3m in business. Constantly liaises with domestic and international students, bridges gaps between students and school leadership and provides engaging activities that improve student learning experience while turning annual profits.

- Worked with a team of two to represent over 50 class representatives, held key membership role in the student union committee, and actively participated in engagement sessions with the class representatives, the Dean, and the Principal. Ensured timely payment of faculty officers, and put forward a more efficient reporting structure for faculty officers.
- Fostered improvements in the degree of communication established with the class representatives, evident in the time spent with them on key student issues,

which resulted in the timely identification and resolution of issues such as: Disparity in Mechanical and Electrical MEng structure; concerns on the level of support provided on immigration issues; placement concerns among engineering students and concerns from the Gray School of Art on the level of employability support provided.

- Member of the 'Institution-Led Subject Review' (ILSR) board, which reviewed the programmes, offered by the law department and the relevance of newly proposed courses in the light of the university's employability agenda. Experienced significant improvements in the local and international student learning experience, quality of academic delivery, and employability which significantly contributed to the university's top graduate employment ranking.
- Member of the 'Faculty Quality Enhancement Sub-committee' (FQESC) which focussed on quality enhancement of the student learning experience in the faculty of Design and Technology. Parameters for measuring the quality of progress made by both academia and students as obtained from the institution's reflective analysis.
- Member of the 'Learning Infrastructure Sub-committee' (LISC): Focus was on improving the quality of the university's physical infrastructures that support learning. Key themes explored include academic appraisals, student performance barometers, national student surveys and changes implemented in the university's vehicle for communicating and delivering qualitative learning.
- Participated in the 'Enhancement-Led Institutional Review' (ELIR): Focussed on university wide reviews on the importance of facilitating student involvement, reviewing the various academic activities and challenges faced by the various schools across the university, while proffering cutting edge solutions that culminated in the high employability ratings enjoyed by the school in 2012.

#### **NCCF: Member National Delegates Council/State Director - Borno State, Nigeria (Mar 2005 - Apr 2006)**

**A purely humanitarian institution engaging the services of over 6000 fresh graduates from Nigeria's higher institutions of learning, responsible for the annual distribution of free medical treatment, free drugs and free relief materials in the most rural parts of Nigeria worth millions of Naira.**

- Successfully led, as the state director in 2005, a team of 12 people to generate funding for the purchase and distribution of free medical services, drugs and relief materials in Biu, Bama and Monguno districts of Borno State.
- Developed an efficient and cordial working relationship with the 'National Youth Service Corps' (NYSC) State director, Borno state transport company, traditional rulers among many other institutions for establishing effective links with the local communities necessary for seamless distribution of the materials provided.
- Ensured top class coordination of multi-disciplined groups consisting of medical personnel, pharmacists, and engineers using project management and team building techniques. This resulted in zero fatalities in an area classified as both hostile and reclusive to the presence of non-locals.
- Inherited a deficit budget, and successfully engaged the services of top class accountants at both State and National levels, resulting in the financial transformation of the State's portfolio, and recorded savings of 3 million naira while exceeding projections for humanitarian services delivered.

#### **SITP Editorial Board: Associate Editor SITP Magazine - Rivers State, Nigeria (Mar 2004 - Feb 2005)**

**Shell Intensive Training Programme (SITP) is a part of Shell's learning and development structure responsible for annual training and deployment of top class engineers and technicians in Oil and Gas and technical engineering skills.**

- Reported directly to the Chief Editor, whilst working with a team of four associate editors to produce the full colour magazine, capturing engineering, non-engineering and personal articles in a manner that makes for a refreshing read which kept readers waiting for the next edition.
- Developed an ability to discern articles that capture the minds of the readers gained from intuition, interaction, research and people observation. Developed a unique reader friendly writing style that conveys the most technically challenging concepts in an easy to follow format, gained from active implementation of feedback from readers.
- Developed budget management skills unique to media organisations with key focus on reach, followership and cost effectiveness.
- Effective time management skills developed in order to plan and meet article deadlines, which have been translated into work place attitude and approach to day-to-day issues as a member of the Instrumentation, Controls and Automation team.
- Developed skill in the use of MS-Word, PowerPoint and Excel for article development and technical report writing. Became efficient in the delivery of top class presentations gained from creating and presenting daily activity reports, weekly equipment status reports, facility event reports and making quarterly presentations to team leaders and senior management.
- Highly developed solid interpersonal communication with colleagues, third party contractors and customers, and sound business and negotiating skills built on a good understanding of the work environment developed from constant on and off the job interactions which began during the induction year with Shell and developed while working as the focal point for the Land-2 instrument revamp project.

#### **Power Holding Company Nigeria: Trainee Engineer - Lagos, Nigeria (Sept 1999 - Jan 2000)**

**The Power Holding Company of Nigeria is the Nigerian government's sole generator and provider of electricity, with more than 20,000 employees in 36 states and assets in excess of US\$10bn.**

- Understudied engineers working in Festac district planning and construction; protection, control and metering; and operations and maintenance units to manage power generation and distribution assets in excess of US\$50m. Developed key skills in time management, negotiation and asset management.
- Significantly contributed to the districts' operations and maintenance of power generation equipment and facilities. Contributed towards cost effective maintenance of transmission networks, transformers and associated equipment, and achieved a 50% reduction in maintenance lead time in the district.
- Actively participated within the power generation planning and construction unit in the construction of new substations and in the expansion of the existing power network in satellite town Lagos. Project implementation was achieved within a record three months. This exposure led to the development of skills in equipment cost analysis, project planning, implementation and budgeting.
- Actively participated in the protection, control and metering of industrial and domestic substations, gained substantial experience in metering and earthing test systems, third party prepaid and post-paid billing systems and electrical safety systems.



## Details



Name:  
Mr Vipul Arora  
Nationality:  
Indian

Languages:  

- Hindi (India)
- Punjabi (India)

Current Course:  
FTMBA  
Interests:  
Learning, meeting new people,  
volunteering to reach out to the  
deprived, starting new  
ventures, new market  
development, retailing,  
engaging in outdoor sport,  
events, golf, tennis, skiing,  
snowboarding

## Personal Statement

More than five years experience of successfully leading projects and business units for multinational SMEs. Proven competence in retail, institutional sales and services and manufacturing sectors through accomplishment of strategic and monetary objectives. Keen learner, innovative, proactively seeking new challenges to expand professional capabilities. Determined team worker, skilled in engaging productively with people holding diverse views.

## Key Achievements

As part of a four member team at Vestergaard-Frandsen, successfully introduced products to adventure retail markets in six countries; Products were erstwhile only for third world and disaster relief.

Led Utopia Solar Solutions to bid for US \$60m contract for solar power plant EPC services with a US company and started up 35MW solar module manufacturing to achieve over US \$400,000 Sales in 2012-13.

Successfully concluded negotiations with Military Ceramics Corporation Australia to relocate armoured ceramics manufacturing and transfer technology to India through a new Joint Venture company.

## Qualifications:

Bachelors in Business Administration, Honours  
University of Kent, Canterbury  
2005 - 2008

## Career History:

**Vestergaard Frandsen: Retail Coordinator - New Delhi, India (Oct 2008 - Mar 2009)**

**The Swiss company Vestergaard Frandsen develops and sells vector and water borne disease-control solutions, which are procured as disaster relief supplies by Governments and as aid material by UNICEF, WHO and Red Cross.**

- As part of a four member team, formulated market entry strategy for the company to diversify into the outdoor/adventure market segment in Asian countries, responsibilities included deciding on the product design, packaging, pricing and promotion. Successfully implemented a new colour theme for the product, new packaging and newly designed POS equipment with a competitive price and executed successful launch in six countries.
- With guidance from the team leader, successfully implemented the strategy by being solely responsible for identifying and communicating with potential distributors, organising design of the magazine advertising and appointing importers cum distributors cum retailers for Thailand, Singapore, Malaysia, HongKong, Australia and NewZealand. Responsible for budgeting US \$16,000 plus travel costs.

**Swatex Excel Private Limited: Director - New Delhi, India (May 2008 - Sep 2013)**

**Company provides marketing, consulting and facilitating services to domestic and overseas companies for products including textiles, high altitude equipment, armour, special purpose vehicles and disaster relief material for institutional sales to central, state governments and paramilitary forces.**

- Attended key meetings with government officials and client business owners/directors and visited their factories. Responsibilities included identifying companies with superior products, convincing key government officials to upgrade to the better products and ensuring quality compliance of supplies made, adherence to stipulated time schedule for deliveries and timely realisation of payment.
- Developed a deep understanding of the government procurement process; procurement through open tendering. Travelled globally to deal with companies from India, US, Serbia, Italy and Australia. Responsible for allocating in excess of US \$96,000 annually for business development. Supervised a team of six members, obtaining daily performance reports to achieve targets.

**Utopia Solar Solutions Private Limited: Director - New Delhi, India (Apr 2010 - Mar 2012)**

**Company is a part of the research led US \$100m Utopia group of companies based in Satara, Maharashtra and provides engineering, procurement and construction services for grid tied and off-grid solar photovoltaic power plants to power generation and distribution companies in India.**

- Actively bid for US \$60m solar power plant tender by Mahagenco, Maharashtra, India. Located consortium partners to qualify the eligibility criteria for participation, concluding discussions with Akoda Power, Israel, and eventually forming the consortium with American Capital Energy, U.S. and Central Electronics Limited, India.
- Ensured compliance with terms set out in the contract for qualification through comprehensive and appropriate documentation. Met with the US ambassador to India, Timothy J. Roemer, as part of the US India trade delegation to secure US Overseas Private Investment Corporation financing through the US company.
- Conducted financial feasibility for the system design and configuration including a brief study on incorporation of the company's newly developed dual axis solar tracking software and system. Managed funds edging over US \$160,000 for the company and led a team of five under direct supervision.

**Vipul Enterprises: Managing Partner - Himachal Pradesh, India (Apr 2009 - Mar 2013)**

**Eight Acre facility encompassing a 35 MW solar module line from Gorosabel, Spain and Chinese assembly machines for solar equipment, a metal fabrication unit for armoured and disaster response vehicles and a fabric/aramid/tarpaulin product assembly facility.**

- Obtained regulatory compliance for constructing the factory and starting production, secured bank finance, purchased machinery, oversaw import & clearance of machinery. Recruited staff and supervised their training. Achieved successful product testing and certification.
- Responsible for allocating an investment outlay of over US \$810,000 and leading a production team of eleven members, handling procurement, production and day to day operations at the factory for one year.
- Eighteen months experience of marketing Solar photovoltaic modules to regional system integrators. Successfully obtained award and implementation of tender contracts from Food Corporation of India and Haryana Renewable Energy Development Authority.

**DewSoft Fabrication Private limited: CEO - Haryana, India (Apr 2012 - Sep 2013)**

**Relocated the factory of Military Ceramics Corporation Pty Ltd from Australia. New joint venture has two acre manufacturing facility with eight induction and vacuum furnaces for manufacturing silicon carbide and boron carbide armoured tiles for use in both vehicle and body armour.**

- Located a financially troubled company in Australia with technological capabilities in the armouring sector. Proposed an alternative to high costs in Australia, resulting from carbon tax, an appreciating currency, high labour costs and electricity costs. Successfully conducted negotiations to relocate to India and implement transfer of technology through a Joint venture with my Indian company had two decades of experience marketing armour products to defence forces.
- Ensured legal compliance for a defence project with foreign collaboration, liaising with various government departments, obtaining information and submitting applications and making representations on behalf of the company at government offices to obtain approvals. Supervised setup of factory, planning for and acquiring required infrastructure, handling a budget outlay of over US \$800,000.
- Supervised a team of eight employees reporting directly on a weekly basis to ensure quality control and cost management targets were met.

**Swatex Packaging: Executive Director - Himachal Pradesh, India (Apr 2012 - Mar 2013)**

**Company packages disinfectants and health and sanitation products under contract from domestic and foreign companies. At the same two acre facility, company manufactures corrugated boxes and packs health supplements for various companies.**

- Liaising with old contacts in the pharmaceutical industry and with the regional marketing efforts of my five member team, successfully obtained contracts from national and international companies to pack and bottle their products, resulting in operating profits of approximately US \$100,000 in the first year of operation.
- As part of a four member Indo-Australian delegation, held high level political meetings with Hon. LK Advani leader of opposition of India, Opposition leader Senator Eric Abetz of Australia and New Zealand Prime Minister Hon. John Key to facilitate cross border trade and investment.

## Details



Name:  
Miss Julia Barton  
Nationality:  
British

Current Course:  
FTMBA  
Interests:  
High level competitive horse-  
rider with a passion for all  
things equestrian. Travelled  
extensively, fascinated by the  
study of Mandarin & Chinese  
history. Enthusiastic dancer &  
competent scuba diver.

## Personal Statement

A highly motivated and driven individual with a wide range of international experience. Has lived in and travelled to over 30 countries, and works well in a multi-cultural environment. A background of five years in sales and recruitment; advising senior management, managing expectations and excelling in contract negotiations, has further developed strong communication skills and the ability to deliver in high pressure situations.

## Key Achievements

Greatly expanded candidate and client base across Asia Pacific (especially China). In particular focussed on senior management hiring: CEO and Medical Director level.

Won the National Show Jumping Championship of Malaysia in 1996 (Junior category), and was chosen to compete for the British Team (FEI Eventing) selection trials.

Awarded a partial Scholarship for the Cranfield MBA.

## Qualifications:

Mandarin HSK Level 3  
Ocean University of Qingdao, China  
2006 - 2007

BA (Hons) History (2:1)  
University of Nottingham  
2003 - 2006

## Career History:

**Onyx: Account Executive (Intern) - London, UK (Jun 2013 - Jul 2013)**

**Onyx is a London based PR and communications agency. Onyx has advised a wide range of clients from cabinet ministers to boy bands, advised the biggest retail group in the UK on merchandising, and developed campaigns to influence everyone from teenagers to managing directors.**

- Managed a launch event for a top client at The Ivy Club from start to finish, including a high profile guest-list of over 200 people comprising of senior management and 'celebrities' from the digital marketing world.
- Handled all communication with regards to the event, including liaising with top publications such as The Economist, The Daily Telegraph, Reuters, Computer Weekly, LondonLovesBusiness and The Drum.
- Advised on strategy in order to gain the best advantage for clients. Wrote press releases, articles and social media posts in line with the agreed strategy, developing positive brand awareness. Contacted and managed journalists, and so generated a huge amount of press coverage.

#### **Barrington James: Consultant - Singapore (Apr 2012 - Dec 2012)**

**Barrington James is a specialist pharmaceutical recruitment consultancy which provides recruitment services across a variety of environments. In addition, Barrington James provides proactive search campaigns, advertising campaigns and dedicated account management.**

- Greatly expanded the candidate and client base across Asia Pacific. In particular focussed on senior management hiring: CEO and Medical Director level.
- Initiated focus on developing into the Chinese market to increase the potential applicant pool, and began building client relationships. Increased the candidate network in China by almost 60%.
- Broadened the company's areas of expertise by developing new specialisms. Whilst predominantly focussing on Medical Affairs, also grew the Pharmacovigilance / Drug Safety, and Quality sectors.
- Led bi-monthly group training sessions for a team of eight, focussing on client relations. Particularly concentrated on making a direct positive impact on the team's future client meetings by highlighting questioning techniques and also role-playing potential scenarios.

#### **HAYS: Associate Consultant - Singapore (Feb 2011 - Jan 2012)**

**HAYS is the leading global specialist recruitment group, and the market leader in the UK and Australia, placing professional candidates into permanent, temporary and interim jobs. HAYS employs over 7,800 employees in 245 offices across 33 countries and 20 specialisms.**

- Analysed market, projected potential growth, and presented the findings to the senior management of Hays at a high profile meeting; achieved approval to act upon results. Arranged and led presentations to potential clients showcasing Hays' services. Very successful in contract negotiations. Secured 25% fee with six new clients (the average contract fee was 21%) and secured 22%-24% fee with over 10 new clients.
- Evaluated existing client base, strengthened current client relations, and created a targeted 'Hot 120' list of cold/warm/hot clients specific to the Financial Services sector. Out of a team of nine, made the highest number of business development calls and arranged, attended and directed the most client meetings.
- Market mapped candidates through referrals, and by headhunting and advanced questioning techniques, and thus succeeded in selecting desirable candidates for the client vacancies. Provided both candidate and client with market intelligence and advice.
- By effective control of the full recruitment process, successfully placed six candidates on a contract basis and five candidates on a permanent basis. (Had more than 10 candidates at offer stage, that didn't go through due to employment pass being rejected, sudden company hiring freezes, and emergency hospitalisation).
- Recognised for responsiveness and quick turnaround, including 24 hour placement of candidate – from acquiring the job, selling in the candidate over the phone, organising same day interviews, contract signatures, and placement (for a permanent position).
- Managed, mentored and trained researchers. Advised on search requirements and technique, call structure, and guided them through the difficulties of candidate management.

#### **Eximius Group: Consultant - Singapore (Nov 2010 - Jan 2011)**

**Eximius Group is one of the world's most exciting recruitment and human capital specialists. A market leader in finding exceptional employees for their top tier clients. (Investor related issues led to the sudden closure of their Singapore operation in Jan 2011).**

- Worked closely with the Managing Director to create and introduce a market entry plan. Starting from a situation of almost no clients, built and developed many new client relationships within the Financial Services sector by targeted research, cold calling, setting up meetings and introducing the company's services.
- By developing the client relationship, ascertaining their candidate requirements through detailed discussions and precise questioning, took control of key client accounts across Singapore, Hong Kong and Australia and provided strong candidate lists.
- Controlled and managed the placement process by careful and effective pre-screening of candidates; through initial CV selection, phone and face-to-face interviews. Achieved the highest number of interviews in the Singapore office during the quiet end of year period by securing five first interviews and one second interview from working assignments.
- Chosen to be sent from Singapore to London for top performers' training event, placed first in the training group and received excellent feedback.
- As the company was unknown in Asia, developed brand identity through networking, job advertisements, social media, and constant use of the phone. Achieved dramatic increase in the number of strong candidate relationships in a start-up office environment.
- Winner of internal competition by being the most successful in developing an extensive candidate network, as well as having the highest number of candidate meetings per week (32).

#### **Marcus Evans: Sales Executive - Singapore (Apr 2010 - Jul 2010)**

**Marcus Evans is a global, multi-faceted media, corporate marketing and information company, employing 3000 professionals in 59 worldwide locations. THG Sports, the sports hospitality division, specialises in teaming corporate hospitality with premier international sporting events.**

- Through advanced research and call techniques, identified and targeted potential customers and introduced the THG Sports' VIP Corporate Hospitality package' for the Formula One Singapore Grand Prix 2010.
- Surpassed all key performance indicators through hard selling and persuading clients to not only consider the VIP Corporate Hospitality package but also to make positive decisions within a limited time period. Achieved more than 100 targeted calls per day to senior management only.
- Creatively researched and built a huge personal database of over 1000 Presidents / CEOs / Managing Directors in Singapore alone.

## **Spectrum Worldwide: Sales Executive (Contract) - Singapore (Nov 2009 - Apr 2010)**

**Spectrum Worldwide is a leading event management and experiential marketing company operating throughout the Asia Pacific region. Through long-standing partnerships with multi-national companies throughout the region, Spectrum Worldwide has consistently delivered groundbreaking, iconic events.**

- Researched and identified potential sponsors. Generated leads of high profile companies such as Skoda, Mitsubishi and MasterCard. Assisted the Managing Director and the Business Development Manager in conducting sales presentations.
- Manager of the VIP Corporate Hospitality Marquee for the Oversea-Chinese Banking Corporation Cycle Singapore three-day event, looking after key clients. Supervised six volunteers for the event. Handled the event from set-up through to closure. Organised the logistics of multiple contractors liaising in Mandarin and under tight time constraints. Excelled in corporate relationships with extremely positive feedback from all sponsors and clients involved, and secured their commitment to Cycle 2011.
- Took a lead role in the management of the main stage for the Standard Chartered Marathon. This was crucial to the event's success. Planned and coordinated the timetable of performers, prize presentations and managed the VIPs.

## Details



Name:  
Mr Steven Biggs  
Nationality:  
New Zealand

Current Course:  
FTMBA  
Interests:  
Social sport, racquets, skiing,  
running, anything competitive;  
literary fiction, music, festival  
films, theatre; media;  
experiencing different cultures.

## Personal Statement

A highly motivated and client-focussed professional with five years' diverse, international experience in software-as-a-service business development and implementation, through wide-ranging exposure across a start-up environment. Strong analytical and problem-solving abilities, communication and relationship skills evident in experience and progression to date.

## Key Achievements

Grew existing New Zealand client spend through Unimarket's marketplace by 20%, and year-on-year recurring supplier revenues by 40%, in an 18 month period.

Managed successful implementations, from signing to post go-live, for Unimarket's two largest New Zealand clients to date, at go-live both worth more than US\$100k a year in recurring revenues.

Rapidly developed subject-matter-expertise resulted in secondment to the US, where demonstrated ability to quickly adjust to significantly different cultural and commercial environments.

## Qualifications:

Bachelor of Arts (Hons) in Philosophy  
The University of Auckland  
2011 - 2011

Bachelor of Arts  
The University of Auckland  
2005 - 2007

CELTA  
Unitec NZ  
2005 - 2005

## Career History:

### **Unimarket: Account Manager - Auckland, New Zealand (Dec 2011 - Aug 2013)**

**Unimarket provides cloud e-Procurement, offering a range of interconnected solutions which sit on top of an ERP and optimise the procure-to-pay process. Unimarket has the largest marketplace in New Zealand and clients in the corporate, higher education, government, research and healthcare sectors.**

- Reporting to the CEO, developed and enhanced relationships with procurement, finance and IT stakeholders on client-side and key sales and integration personnel on the supplier-side, leading to renewal of all expiring contracts and a 20% increase in transaction volume, critical for product stickiness.
- Undertook detailed analysis of client spend inside and outside the system, and following this targeted, adopted and managed enablement of new 'Premium' suppliers. This resulted in the Unimarket marketplace growing by 20% and year-on-year recurring supplier revenues increasing by 40%. Also recommended a pricing structure change now being implemented.
- Used e-procurement expertise to assist clients with delivering return on investment and expected cost savings, providing guidance and assistance with key performance indicators, reporting and best practise procurement strategies, and advice on change management.
- Managed the public expectations of Unimarket's development roadmap and process, identifying revenue opportunities that aligned with proposed product direction, representing client wishes internally and managing the rejection of requests not seen as helping the company's longer term goals.

### **Unimarket: Operations and Delivery - United States and New Zealand (Jan 2009 - Nov 2011)**

**Unimarket's suite integrates with both their clients' and suppliers' systems, allowing process efficiencies and real-time visibility. The US business was launched in 2008, Unimarket's first US customer went live in 2009 and the company is now a significant player in the US higher education market.**

- Spent two years in the US where successfully project managed the implementation of Unimarket in five states, as well as in New Zealand on return home. This meant leading cross-functional project teams tasked with integration with finance systems, software configuration, product enhancements, supplier adoption, change management and customer rollout.
- Assisted with new sales in a pre-sales role, running product demonstrations, participating in sales presentations, manning conference booths and helping respond to request for proposals.
- Liaised between live customers and Unimarket's technical team to clearly communicate needs and issues. Performed requirements gathering and gap analysis. Prioritised US customer product change requests for Unimarket's development roadmap.
- Contributed to product design by suggesting enhancements and analysing proposed changes with regard to both customer requirements, best practise and actual usage.

### **Unimarket: Supplier Enablement - Auckland, New Zealand (Jul 2008 - Dec 2008)**

**Unimarket was founded by an ex-EY consultant after completing an Executive MBA at Katz (Pitt). An opportunity was seen for a mid-market solution with what was then a unique business model - sharing the costs between purchasing organisations and suppliers.**

- Managed integration projects with Premium suppliers, primarily set-up and testing of roundtrips, order and invoice integration between Unimarket and supplier systems, learning fundamentals of standard code used for eCommerce integration.
- Tested new versions and new functionality prior to release, working closely with the development team. Created test plans and was acknowledged as a product expert in a number of months.
- Provided training to customers, improved existing and wrote further help documentation (for new or previously overlooked features) from scratch.

### **Various: English Teacher - Melbourne, Australia (Jan 2008 - Jun 2008)**

**Taught English as second language to young adults from Asia and South America at a number of English language schools.**

- Produced well-planned lessons with level-appropriate material, creating a positive learning atmosphere and developing a good rapport with students from varying backgrounds to keep them engaged and learning.

### **Magic Markers: Co-Founder - Auckland, New Zealand (Jun 2006 - Nov 2007)**

**Magic Markers was started to take advantage of New Zealand's relatively lower wages (compared to the rest of the English-speaking world) and provide online English education services to the South Korean market.**

- Working remotely with a high-school friend based in Seoul, developed the business plan, marketing collateral, operational procedures, implemented the software solution (involving customisation of Moodle, an open-source e-learning platform) and helped develop the teaching materials for the venture.

### **Mobile Mentor: Operations Assistant - Auckland, New Zealand (Nov 2005 - Nov 2006)**

**Mobile Mentor was founded by an ex-Nokia exec after completing an Executive MBA at IMD. Initially based in the ICEHOUSE business incubator, the company offers mobile solutions and at the time was also focussed on training.**

- Provided data analysis and reporting on 'mentor' training sessions, and helped write procedural documentation.

## Details



Name:  
Miss Jennifer Cheng  
Nationality:  
British

Current Course:  
FTMBA  
Interests:  
Learning new languages along with travelling. Just returned from backpacking SE Asia. Keen on running regularly for fitness and to raise sponsorship for charities. Enjoys independent and world cinema.

## Personal Statement

A highly ambitious and goal-driven sales professional with 12 years' experience within the print and digital publishing industry. Worked successfully across diverse sectors, notably in pharmaceuticals. Possesses strong negotiation skills and expertise in building commercial relations with senior level clients. Thrives under pressure and in challenging situations combined with the proven ability to lead and motivate teams.

## Key Achievements

Secured £250k of new business for global publishers Informa, in a major deal to over exceed personal and company profit targets set for 2010.

Ran a half marathon on behalf of the Target Tuberculosis charity, raising £600, which was 19% above the required level of sponsorship.

Managed a department of four people with the responsibility for generating £2.5m per annum advertising revenue on Scrip Intelligence, a pharma industry leading portfolio of publications and events.

## Qualifications:

BSc Geography  
Brunel University  
1997 - 2000

## Career History:

**P\S\L Group: Director Advertising Sales - London, UK (Aug 2011 - Jun 2013)**

**P\S\L Group is a global market research and publishing company in the medical and healthcare sectors. The FirstWord service provides news and intelligence to executives in the pharmaceutical and medical device industries by subscription to email newsletters and market reports.**

- Fulfilled a position in the company which was created in order to develop 100% new business in sales for the advertising department. Achieved by converting personal networks to take investment in FirstWord Pharma, a fledgling industry product. This resulted in the acquisition of 20 key accounts in Pharma services that had no prior spend with P\S\L Group.
- Collaborated directly with the Group Managing Director to develop innovative advertising strategies. Implemented the concept of whitepaper marketing campaign as new inventory to maximise revenue stream.
- Demonstrated sales excellence in closing the first deal at \$3k and consequent revenue to the value of \$15.5k during 2012, on the inaugural launch of



FirstWord Medtech, a Medical Technology service with only 1,000 subscribers. Encouraged departmental competition to increase their sales contributions to the service, to match that achieved.

#### **Informa UK plc: Group Advertising Manager - London, UK (May 2006 - Aug 2011)**

**Informa is a FTSE 250 international business with a £1.2bn annual turnover. It specialises in supplying industry leading products and services in niche markets, through some of the longest-standing brands in the sectors of publishing, conferences, exhibitions and training.**

- Promoted to Group Advertising Manager by progression through several positions spanning more than five years' employment at Informa. Starting as a Junior Sales Manager, roles included Business Development Manager and Specification Sales Manager. Directly managed a sales team of four reports as well as actively conducting sales to drive advertising revenue and increase profits on the flagship brand portfolio: Scrip Intelligence.
- Successfully impacted annual growth in 2010 with a personal performance of over £700k including a major win from a single client accounting for £250k of that total.
- Headed sponsored editorial solutions on the annual Scrip 100 publication, sourcing sponsors from the pharma and biotechnology markets. Instrumental in exceeding budgets and hitting the six figure mark in gross revenue for the first time in the publication's 15 year existence.
- Created and led from concept through to launch and establishment, a series of topic led supplement magazines called Medtech Partnering. These were custom published solutions produced in partnership between sponsor companies and the in house editorial team. The first three editions in 2007 provided an additional and unforeseen sum of £24k for the business.

#### **Centaur Media PLC: Display Sales Executive - London, UK (Mar 2005 - May 2006)**

**Centaur is a UK based business information, publishing and events group providing marketing and information solutions to professional and commercial communities.**

- Worked on a monthly business to business portfolio of publications and the In-Store Awards event within the Retail Marketing sector. Promptly grasped knowledge of this unique area to identify new customers.
- Played a senior role in a small team by making corporate presentations to clients and maintaining rapport to obtain signed contracts. Consistently made monthly targets and increased product value with cross selling opportunities.

#### **National Magazine Company Ltd: Regional Sales Executive - London, UK (Jun 2004 - Mar 2005)**

**Part of the Hearst Corporation, National Magazine Company is one of the UK's leading media companies and publishes 20 consumer titles in the UK.**

- Worked directly with retailers in the wedding industry to feature their boutiques in glossy consumer magazines. Required national travel for attendance at bridal exhibitions to hold face to face meetings with potential advertisers from this lucrative market for two publications, including Cosmopolitan Bride, part of the renowned Cosmopolitan brand.
- Applied customer focus with account management of regular clients to maintain existing business. Canvassing of new leads by cold calling on the telephone which resulted in an increased pagination in the You and Your Wedding magazine.

#### **Redactive Media Group: Classified Sales Executive - London, UK (Jun 2002 - Jun 2004)**

**Redactive is the leading provider of magazines, digital media and live events for membership and professional services organisations.**

- Gained initial training in magazine publishing and learnt universal sales skills. Adapted efficiently to the many deadlines due to varying frequencies of publication; fortnightly, monthly and bi-monthly. This developed the competences of time management, organisation and prioritisation.
- As contract publishers, professionally represented institutions such as the Royal British Legion, National Union of Teachers and the Royal National Institute for Deaf people. Demonstrated thorough knowledge of each association to clients of each respective magazine during sales discussions.

#### **Johnston Press plc: Classified Sales Executive - Luton, UK (Sep 2001 - Jun 2002)**

**Johnston Press plc is one of the top community media organisations in the UK. Unique content is created by teams of experts living in the cities, towns and villages where local stories and events are published.**

- Liaised with the borough council, schools and recruitment agencies in the promotional activity of job vacancies to the local community. Responsible for organising a job fair held at Bedfordshire University that supported local businesses and attracted suitable candidates.
- Communicated with service providers and business owners to publicise their offerings in the weekly local newspaper which was freely distributed throughout Central Bedfordshire. Creative advertising was produced in the formats of advertorials and announcements in print.

## Details



Name:  
Mr Alan (Al) Cummings  
Nationality:  
British

Sponsored:  
Yes  
Current Course:  
FTMBA  
Interests:  
Yachting (RYA Yachtmaster  
Ocean). Motorcycling.

## Personal Statement

Forces professional possessing considerable breadth and depth of military experience both within the Royal Navy and other UK forces, government departments and foreign militaries. Adept and effective not only at operational level but more significantly within the strategic policy and planning areas. Has succeeded in all posts by strong contribution in a team environment while displaying strong interpersonal skills and excellent leadership.

## Key Achievements

Command at Sea of HMS WALNEY (Minehunter)

Facilitated the highest possible level of UK US military cooperation, within allocated resource, in support of UK foreign and defence policy goals.

Successfully competed against a strong cohort for selection to undertake the Cranfield FTMBA.

## Qualifications:

Command and Staff Course  
United States Naval War College  
1999 - 2000

## Career History:

**British Embassy Washington - Royal Navy Maritime Aviation SME (Sep 2010 - Aug 2013)**

**As the RN maritime aviation expert located in the British Embassy in Washington, DC, was responsible for developing and implementing several strategic change programmes in support of Her Majesty's Government defence policy. Specifically was the Embassy lead on the UK Carrier Strike programme.**

- Coordinated the drafting and signing of the Government to Government policy Statement of Intent (SOI), signed in Jan 2012, between the UK SofS and US Sec Def which defines the strategic cooperation in the field of maritime security and Aircraft Carrier Cooperation. The speed at which the document was drafted and signed, less than eight months from inception to signature, reflects the considerable team and individual effort and political goodwill on both sides of the Atlantic.
- As a result of the signing of the SOI, led on the establishment of a Long Lead Specialist Skills programme, a collaborative effort between the RN/RAF and US Navy and Marine Corps. Requiring careful board level negotiation, achieved a programme which will see the training of up to 30+ pilots and some 350

ground crew in aircraft carrier operations over the coming 10 years. Without such an agreement the Ministry of Defence would not be able to safely and efficiently achieve its policy goals.

- Developed UK-US policy agreement to allow RN personnel to fully integrate with the USN on specified operations. This required careful negotiation at board level between the MOD and Pentagon to ensure the UK and US policy was aligned ensuring UK military personnel could be seamlessly integrated into a US military command structure.

### **Permanent Joint Headquarters (PJHQ) Operations: Team Leader (Aug 2008 - Sep 2010)**

**PJHQ is the UK's joint operational HQ, responsible for the planning and execution of UK military operations throughout the world, implementing political direction on behalf of the Ministry of Defence. Specific area of responsibility was for emergent crises and peacekeeping operations.**

- Led on the UK's military response, in support of the Foreign and Commonwealth Office (FCO) and Department for International Development (DfID) following the January 2010 Haiti earthquake disaster. This required considerable flexibility and diplomacy to ensure the UK military fully supported the requirements of the other government departments such that the UK response effort was maximised.
- Coordinated the UK withdrawal from the UN mission Georgia following the Russian veto in Aug 2009. This required considerable flexibility, team management and imagination to ensure UK military personnel were withdrawn in an expedient, safe and timely fashion.
- Coordinated the efficient withdrawal of UK forces from the NATO peacekeeping mission in Kosovo. In 2009, the MOD decided to withdraw its forces from Kosovo. Over 10 years since troops first deployed, the UK had invested heavily in military support infrastructure all of which needed disposing on the open market or repatriating to the UK. This required multi agency cooperation and considerable tact and diplomacy allied to excellent judgement, to ensure best value for money was achieved.

### **Staff Operations Officer - Flag Officer Sea Training (Aug 2006 - Aug 2008)**

**As SOO to FOST was responsible for the planning and execution of all RN sea training. Leading a team of 80, ensured the RN's sea training requirements were delivered safely and to time while minimising disruption to other sea and airspace users over 6000 square miles of the English Channel.**

- Over a two year period, delivered training to 60 UK and foreign warships, amounting to 12,000 personnel, ensuring training targets were met to allow the Royal Navy's operational commitments to be fulfilled without interruption, achieving minimum disruption to other users of the English Channel sea and airspace, close multi-agency cooperation with the Civil Aviation Authority, Coastguard, local fishermen, the maritime leisure industry and various port authorities.
- Led a £6.5m contract renewal negotiation with UK helicopter operators to provide a support helicopter solution. This required specifying targets, analysing bids to ensure compliance and value for money, developing the business case and managing the bid competition and subsequent contract implementation.

### **HMS ILLUSTRIOUS: Operations Officer (Apr 2004 - Jul 2006)**

**As the Ops Officer of the UK's only Strike Carrier and Fleet Flagship, was responsible to the CO for developing and implementing the ship's programme out to two years ahead. Required considerable coordination with both external agencies and internal departments.**

- Regeneration of the ship from an 18 month overhaul period to full operational status. On joining, the ship was undergoing a significant refit to update systems and ensure highest operational effectiveness. Regeneration required a significant trials and training period. Led a large multi disciplinary team, coordinating with external agencies to provide support assets, training and specialist personnel to ensure all operational milestones were met on time.
- Post regeneration, planned and coordinated a most successful programme, which saw the deployment of a multi national task group to the Middle East. Operating with numerous foreign navies this not only increased the UK's strategic profile in the area but ensured the ships deployed maintained the highest levels of readiness. This required significant negotiation skills, an understanding of diverse cultural issues and considerable flexibility.
- Developed and implemented a significant internal organisational restructure, through the application of 'Lean' principles. In order to better serve the key output of the ship, namely support to aviation operations, working with external consultants led on the reshaping of the Air Management organisation. Requiring both physical changes and changes to working practices, often against significant resistance, the process became the model for future lean events across the RN.

### **HMS WALNEY: Commanding Officer - (Feb 2002 - Dec 2003)**

**As the commanding officer of a warship, was responsible to the Admiralty Board, (the RN senior management), for the leadership and direction of the ship's company to ensure the safe operation of the platform and maintenance of operational capability to the highest level possible.**

- Ensured sustained capability during a prolonged period of operations. As a result of operations against Iraq, the ship was required to deploy away from the UK for a considerable period. Throughout a nine month deployment, through leadership, tenacity and diplomacy, was able to sustain an operational capability with minimal interruption due to defects or logistics shortfalls.

### **819 Naval Air Squadron: Executive Officer (Second in Command) - (Feb 01 - Nov 01)**

**As the Executive Officer, was responsible to the CO for long-term operational planning, execution of the daily programme, daily management of 150 personnel and providing senior oversight of flying operations, to ensure the highest standards of safety were maintained.**

- Following defence cuts it was decided to significantly reduce the operational output of the squadron. This required considerable planning to ensure the major structural and organisational changes that were required were carefully communicated to the workforce and the change management plan was successfully implemented, while maintaining output against shrinking resource.

## Details



Name:  
Mr Leonard Della-Moretta  
Nationality:  
American  
Second Nationality:  
Salvadoran

Current Course:  
FTMBA  
Interests:  
Enjoy aerial sports, micro-  
finance, social  
entrepreneurship, writing  
professional articles and  
studying international relations.

## Personal Statement

A former US Army Captain with extensive international and cross-cultural experience with proven abilities in supply chain management, operations, strategy, and leadership. Accustomed to working independently in geographically isolated locations with only the most basic guidance and achieving all goals while simultaneously increasing efficiency and effectiveness. Able to enter foreign organisations and rapidly establish trust and rapport.

## Key Achievements

Doubled capacity at Al Asad Air Base, Iraq (from 500 to 1,000 people departing per day) and reduced per person processing by 50% by improving process sequencing, efficiencies, and demand forecasting.

Moved 30,000 soldiers from Iraq to the US and shipped hundreds of thousands of tons of cargo via air and sea. Regularly developed transportation feasibility models for the General Officer leadership.

Reduced administrative hold status for US soldiers at the Defence Language Institute from eight weeks to six weeks (20%) by applying Lean Six Sigma and Kaizen techniques.

## Qualifications:

Command and General Staff College  
Command and General Staff College  
2011 - 2011

US Army Combined Logistics Captains Career  
Course  
Army Logistics University  
2008 - 2008

Infantry Officer Basic Course  
US Army School of Infantry  
2003 - 2003

BA in Political Science and International Studies

## Career History:

### Transition Year: (Jan 2013 - Sep 2013)

**Embarked upon an eight month self designed and directed programme to transition from military service to the commercial sector in Europe. Emphasised working in non-hierarchical and foreign environments, and acquiring an additional European Language.**

- Competitively selected to serve a four month fellowship in Ecuador for Kiva.org (with Banco D-Miro, Fundacion Espoir, and Cooperativa San Jose). Kiva is a non-profit organisation with a mission to connect people through lending to alleviate poverty. Leveraging the Internet and a worldwide network of microfinance institutions, Kiva lets individuals borrow as little as US\$25 to help create opportunity around the world.
- Assisted Banco D-Miro in introducing a micro-credit loan designed to help HIV positive impoverished entrepreneurs start businesses in order to become self-sufficient and afford their medication. Trained over 50 loan officers at 10 different branches on the requirements of this loan. All training was conducted in Spanish.
- Conducted a market survey in Guayaquil, Ecuador that identified the Lesbian, Gay, Bisexual, and Transgender (LGBT) community as being under served with respect to financial services. This resulted in Banco D-Miro and Kiva working to develop a micro-finance loan specifically aimed at their needs.
- Conducted 37 field interviews in Spanish with micro loan borrowers (spread over the entirety of Ecuador and three different micro finance institutions) to assess impact of the loan on their lives, ensure they were not the victims of fraud or abuse, and to reinforce the peer to peer contact that Kiva.org strives for.
- Learned French at the Institut Linguistique Adenet in Montpellier, France. Attended for three months finishing with an intermediate (B1) French capability.

### 229th MI Battalion: Operations Officer - Monterey, California (Nov 2011 - Jan 2013)

**The 299th Military Intelligence (MI) battalion is responsible for the administrative support, military training, and command authority for 1900 US Army soldiers learning more than two dozen languages at the Defence Language Institute Foreign Language Centre.**

- Third in command of a 1900 person organisation and oversaw daily operations. Conducted strategic planning activities and modelled value chains designed to optimise student throughput at the Defence Language Institute Foreign Language Centre.
- Conducted a Defence Language Institute wide staff study of all US Army students to identify predictive indicators of linguist student success, student failure, and the resources available to positively move both. Recommendations were adopted by the 229th MI Battalion and were adopted as best practice for a higher level staff study to include all marines, airmen, and sailors attending the Defence Language Institute.
- Mapped all disparate battalion functions and processes and then merged them into a holistic value chain. Eliminated redundant processes and excess staffing while increasing the amount of information available to the 229th Commander. Resulted in a 20% reduction of time soldiers spent in an administrative status.
- Selected above peers to assume the position of Operations Officer (a position normally reserved for a Major). Rated by the commandant of the Defence Language Institute Commandant as among the best Captains and Majors in his command.

### 1st AR DIV: Deputy Transport Officer - Wiesbaden Germany and Baghdad, Iraq (Sep 2009 - Jun 2011)

**The US Army's 1st Armored Division (1st AR DIV) headquarters was deployed to Baghdad, Iraq from Wiesbaden, Germany to command and control six brigades conducting combat operations, counter insurgency operations while overseeing the draw-down of US Army Forces in the Al Anbar and Baghdad Provinces.**

- Transported 30,000 soldiers from Iraq to multiple US locations as well as shipping over 35,000 tons of cargo via air and hundreds of thousands more via sea. This resulted in zero soldiers or cargo arriving late or being mis-shipped, all while conducting combat operations and during the Eyjafjallajökull Icelandic volcano eruption that crippled worldwide air distribution systems.
- Provided guidance on the improvements to the Al Asad Air Base in Al Anbar, Iraq. This resulted in a doubling of capacity from 500 people departing per day to over a 1,000 departing per day while simultaneously reducing processing time per person by 50%, all without adding more personnel to the process.
- Developed classified transportation models that showed the feasibility of transportation plans to the General Officer leadership. These models enabled Al Asad Airbase to anticipate and prepare for surges in requirements and allowed the General Officer leadership in the division to visualise the impacts of their operational decisions on the US Army transportation system.
- Published a professional article in the July/August 2012 'Army Sustainment' issue to share how the 1st Armored Division was able to drawdown its forces while simultaneously conducting unit rotations whilst in combat and supporting Iraqi elections.
- Rated by the Lieutenant Colonel (Promotable) as being in the top 10% of Captains that he had worked with in 22 years.

### Multinational Force & Observers: Movement Control Officer - El Arish, Egypt (Sep 2008 - Sep 2009)

**The Multinational Force & Observers (MFO) is an independent international organisation, with peacekeeping responsibilities in the Sinai, tasked with implementing the 1979 Treaty of Peace between Egypt and Israel. The 1981 protocol established the MFO and defined its mission.**

- Supervised 37 soldiers from Uruguay, New Zealand, Columbia, Fiji, and France, the majority of whom did not speak English; operated 33 trucks and one airplane. Communicated in Spanish, Italian, and basic French on a regular basis. Supported ~2,500 troops from 12 countries and liaised with Egyptian and Israeli border officials. Formed a cohesive team that met all mission objectives while distribution routes and destinations were under threat from multiple belligerent forces in the Sinai.
- Oversaw the reduction of forces on the ground distribution element by 20% while simultaneously placing additional force protection requirements on the distribution missions due to the increased threat. This resulted in no loss of operational support.

- Responsible for implementing and planning the employment of one French Air Force airplane for all cargo missions (averaging two per week). This resulted in reducing customer wait time at remote sites by an average of three days.
- Rated by the Colonel as one of the best five captains that he had worked with in 25 years.

#### **497th Transportation Detachment: Commander - Pisa, Italy (Mar 2007 - Mar 2008)**

**US Army detachment responsible for all movement control and distribution management for the western Italy area of all US Army cargo and personnel; responsible for all US Armed forces cargo entering and departing the Port of Livorno.**

- Supervised all US Armed Forces cargo entering and departing Port of Livorno (>40% classified as hazardous), as well as movement control and distribution management for western Italy, totalling over 100,000 tons of US Military cargo without incident.
- Supervised 21 US Army soldiers and four Italian civilians. Established the best transportation in the brigade while experiencing 75% turn over and transitioning the detachment from a legacy model to modular detachment while conducting more field training events than all other movement control commanders in the brigade combined and established supply management and maintenance systems to bring the detachment in line with requirements.
- Rated by Colonel as the #1 of 12 Movement Control Commanders in four countries.

#### **330th MCB: Battle Captain - Bagram, Afghanistan (Mar 2006 - Feb 2007)**

**The 330th Movement Control Battalion (MCB) was responsible for coordinating, de-conflicting and managing all US Military cargo and personnel distribution for all of Afghanistan.**

- Established systems that coordinated, de-conflicted, and managed distribution requirements of all US Forces in Afghanistan. Daily average was five US Air Force flights, three contracted airplane flights, four helicopter flights, and 300-600 contracted trucks. Systems enabled the right cargo to be pushed to the right conveyance to meet delivery requirements in a combat environment.
- Additionally served as Battle Captain for the Combined / Joint Distribution Cell. Synchronised the logistics assets and activities of five countries to support combat operations. Resulted in a 25% reduction of executed missions while meeting all continuing support requirements. Published a professional article in the May/June 2007 'Army Logistician' issue to share lessons learned with logistical community on how to operate in a multinational logistical environment.
- Supported an 800 soldier infantry task force with all logistical support while conducting a deep attack into central Afghanistan. After the combat operations executed a 'task force reset' where all personnel, equipment, and supplies were brought up to 100% operational readiness in less than two weeks.
- Rated by the Lieutenant Colonel as the best of 19 Captains.

## Details



Name:  
Mr Reda El Khayyat  
Nationality:  
Italian

Current Course:  
FTMBA  
Interests:  
A lifelong passion for science  
and mobile technologies.  
Interested in existentialism,  
mindfulness and photography.

## Personal Statement

A passionate, technically experienced and commercially driven Product and Cost Manager with more than nine years of experience working within the telecoms sector in technical, operational and pre-sales roles. Track record of adding significant value as a result of rigorous analysis, creating problem-solving solutions and identifying lucrative business opportunities which would otherwise have been missed.

## Key Achievements

Developed a highly profitable and competitive service solution worth more than €10m as part of a break-through win. Won Nokia Siemens Networks Drive for Growth Award and rated as outstanding in 2011.

Successfully kept a €2.2m pre-sales planned expenditure within budget by shifting mindset to systematically evaluate resource demands on relatively unimportant or potentially unsuccessful cases.

Assigned the lead during the first year of graduate programme of significant multi-functional projects. Won the NOKIA Service Excellence Award for the development and delivery of an audit service.

## Qualifications:

MSc in Mobile and Satellite Communications  
University of Surrey  
2003 - 2004

BSc (Hons) Electronic Communication Systems  
University of Plymouth  
2000 - 2003

## Career History:

### **Nokia Solutions and Networks: Services Product and Cost Manager - UK (July 2009 – Nov 2013)**

**Nokia Solutions and Networks (NSN), formerly Nokia Siemens Networks, is a multinational data networking and telecommunications equipment company wholly owned subsidiary of Nokia Corporation. NSN has 58,000 employees across 150 countries and a turnover of €13bn.**

- Experienced Product Manager focussed on sustainable business growth through the development of value-based solutions. Maintained a high degree of accuracy while working under considerable pressure and consistently produced competitive service solution for European customers worth between €100k and £15m.
- Developed and successfully delivered the training of all colleagues in West South Europe (WSE) during the roll-out of a new Common Sales Platform. Managed global virtual teams as required and employed a flexible attitude and approach to achieve results. Created innovative solutions and led individual training and mentoring sessions to successfully overcome the limitations of the platform. The tools and processes created are currently employed by other regions.

### **Nokia Siemens Network: Pre-Sales Coordinator - Farnborough, UK (July 2011 - July 2013)**

**Now Nokia Solutions and Networks (NSN) as described above.**

- Reduced pre-sales expenditure and ensured resources were allocated to viable and attractive solutions in a timely manner. Prepared monthly budget review and worked collaboratively with Account Managers, Head of Sales and other key individuals from customer facing divisions to prevent unnecessary Pre-Sales efforts. Influenced mind-set shift to remove resources from relatively unimportant or potentially unsuccessful cases and kept £2.2m pre-sales planned expenditure within budget.

### **Nokia Siemens Network: Care SWS Cost Manager - Farnborough, UK (Dec 2007 - June 2009)**

**Now Nokia Solutions and Networks (NSN) as described above.**

- Investigated as a Service Business Analyst for the West Region (UK, Ireland, France, Belgium and The Netherlands) operational issues with multiple stakeholders such as Country Head of Care, Services Business Management, Product Management and Customer Teams in the assigned countries.
- Utilised advanced Excel business modelling skills to consolidate information from different internal sources and initiated cross-country reports to support new tenders and contract renewals. The reports were also used to illustrate relevant trends per customer and analyse the results. Achieved tangible cost savings for WSE Customer Teams such as a negotiated €330K chargeback to Global Units.

### **Nokia: Graduate / Lead RAN Engineer - Huntingdon, UK (Jan 2005 - Dec 2007)**

**Nokia is a multinational communications and information technology corporation with a turnover of €30bn and 98000 employees.**

- Delivered technical support services and business solutions on customer site and remotely to four major mobile telecommunications providers in the UK (O2 UK, Orange, T-Mobile, Three UK)
- Pro-actively sought opportunities to generate additional revenue and successfully managed projects across multi-functional as well as multi-cultural virtual teams such as the O2 UK re-hosting project, which was noted as an extremely successful endeavour by the customer because of the high potential risk of outage and lack of issues during the implementation.
- Worked four months on an international assignment in Sweden as part of the RAN Performance Management and Investigation Team. Won NOKIA Service Excellence Award for the creation of an audit tool as well as delivery of the relative service and achieved Nokia Certification in less than two years.



## Details



Name:  
Mr Adeeb Elahi  
Nationality:  
Indian

Languages:

- Hindi
- Urdu

Current Course:

FTMBA

Interests:

Dessert safaris, team sports, tutoring and travelling. Keen participant in charity focussed cultural events. Enjoy investigation related documentaries.

## Personal Statement

A confident, enthusiastic and thorough professional with experience in the United Kingdom, India and Saudi Arabia. Result-orientated team player with strong communication, analytical and proposal management skills. Possesses knowledge on gas processing industries coupled with commercial acumen and proven ability to lead cross-functional teams in challenging environments.

## Key Achievements

Youngest employee in Howden to commence a professional role skipping the minimum three year tenure post graduation, backed by fast track career progression following two promotions in three years.

Successfully led and secured a contract for a compression system with highest profit margin in recent history, together with a 40% raise in scope through continuous consultation with client/end user.

Recipient of Cranfield School of Management MBA Scholarship 2013.

## Qualifications:

Bachelor of Engineering with Honours (Mechanical)  
Newcastle University, United Kingdom  
2007 - 2010

Workshop Skills Certificate (Welding Techniques)  
South Tyneside College, United Kingdom  
2007 - 2007

## Career History:

**Howden: Proposals Engineer (Commenced as Junior Engineer) - Glasgow, U.K (Aug 2010 - Sept 2013)**

**Established over 150 years ago, Howden is a world leading supplier of fans, compressor systems and rotary heat exchangers custom designed for process-critical industrial applications.**

- Effectively led a flagship project to contract for Shell-Stones offshore platform in the Gulf of Mexico, hosting the deepest production facility in the world. This included developing process scope and technical deviations, specifying and evaluating quotations, attending technical and commercial negotiations with client and sub-vendors, developing detailed costing and managing inputs from internal engineering departments.
- Developed a pre contract sub-supplier agreement for a green field multiple package tendering project, resulting in bidding cost reductions totalling 3.7% for a £12m proposal.
- Managed a team of multi-discipline engineers to improve detailed pre-contract scope implementing RCCM (Root Count Counter Measure), to reduce standard contingency margins by a targeted 1.1-2.3%.
- Consistently and successfully executed long-lead equipment FEED (Front End Engineering Design) proposals in line with end user and EPC (Engineering Procurement Construction) requirements. This resulted in rapid switch to manage additional responsibilities and to lead high value detailed commercial, technical bids and negotiations worldwide.
- Trained and mentored new members of staff in all aspects of process design, equipment tenders, proposals development and other disciplines, whilst simultaneously managing ongoing responses to schedule.

**KWS: Asst. Estimations Engineer (Contract) - Jeddah, K.S.A (June 2010 - July 2010)**

**Kindasa Water Services was the first private potable water supply company in Jeddah engaged in Sea Water Reverse Osmosis desalination. The company employs over 250 staff with plant capacity of 40,500 m3/day.**

- Successfully developed a detailed 20 year OPEX (operational costs) for phase II of the JIP (Jeddah Islamic Port) plant intended to increase plant capacity by 35%, by liaising with key vendors for high pressure pumps, energy recovery systems and sub-contractors in challenging timescales.

**BinDawood Group: Associate Consultant (Summer Placement) - Various, K.S.A (June 2009 - Sept 2009)**

**BinDawood Group is the one of the leading chains of supermarkets, hypermarkets, department stores, importers, agents and distributors in Saud Arabia with an annual turnover of £500m.**

- Successfully co-led a team of up to five finance and engineering interns in a feasibility project to analyse the performance and reliability of on-site equipment on nine locations. Reports included site surveys, site employee remarks, operational costs and inventory depreciation calculations.
- Managed phase-II of the feasibility project that compared results by replacing less efficient equipment with new installations in the same locations. Result favoured replacing one-third of the equipment in four of the locations with operational savings greater than 13% per year.
- Worked directly under the Group Finance Director on a feasibility project with responsibility to generate reports and present the findings to the board of directors for project approval.

**Indian Offset Printers: Business Analyst (Summer Placement) - Lucknow, India (July 2008 - Sept 2008)**

**Indian Offset Printers is one of the leading family-owned printing presses in the city with over 50 staff members. Clients include schools, colleges, newspaper and magazine agencies.**

- Collated and analysed data from key customers and introduced an internal monthly template reporting on on-time delivery and customer satisfaction by use of charts. Persuaded senior managers to submit monthly reports for open book analysis on budgets and resource utilisation.
- Researched market competition and developed a corporate presentation for Indian Offset Printers highlighting their key competencies and differentiation.

**Western Transformers: Field Service Technician - Jeddah, K.S.A (Nov. 2006 - Aug 2007)**

**Western Transformers is a privately owned company with over 20 years of experience in installation, repair and commissioning of medium and high voltage power transformers, refineries and power stations.**

- Successfully accomplished major site overhauls of power transformers as part of the service team, working extended hours to comply with plant maintenance schedules. Performed on-line oil treatment changeover for medium voltage transformer under supervision and completed classroom training and on-site observation for transformer low voltage and high voltage switch-gear repair.
- Interfaced effectively with team members, functional departments and managers to resolve customer problems and attain sign-off of service documentation in agreement with site supervisors.

## Details



Name:  
Miss Itohan Evbuomwan  
Nationality:  
Nigerian  
Second Nationality:  
British

Current Course:  
FTMBA  
Interests:  
Sports including badminton and swimming. A keen fan/spectator of wrestling and gymnastics. In addition, enjoy attempts to advance culinary skills. Trained in adult life support and resuscitation.

## Personal Statement

Dynamic and results-driven pharmacist with five years' experience in healthcare service provision. Possesses strong leadership abilities and communication skills. Experienced in making legal and ethical decisions influencing patient care while optimising resources and maximising profitability in the retail pharmacy sector.

## Key Achievements

Promotion to lead pharmacist after four months as a support pharmacist in a high profile flagship branch. Led a healthcare team of nine to generate over £2m in yearly healthcare sales.

Increased prescription loyalty by 20% by effecting and implementing changes to patient recruitment and interaction process. Engaged individual team members by developing and utilising key strengths.

Successfully tutored and supervised the training of over 10 staff members to attain UK recognised dispensing and healthcare advisory qualifications.

## Qualifications:

Master of Pharmacy  
University of Brighton  
2003 - 2007

Registered Pharmacist  
General Pharmaceutical Council, UK  
2008 - Present

## Career History:

### Boots UK: Lead Pharmacist - London, UK (Aug 2008 - Jul 2013)

**Boots is a member of Alliance Boots, an international pharmacy led health and beauty retailer. In addition, the group is involved in pharmaceutical wholesaling and distribution gaining an annual revenue of over £22bn and employing over 108k staff in 25 countries.**

- Facilitated cost savings for the National Health Service by collaborating with local prescribers and offering cost effective drug alternatives. Influenced changes to local GP's prescribing choices of colecalciferol resulting in a saving of over £50 per revised prescription. Involved in stock control and medicines procurement. Managed pharmacy services account to ensure timely reimbursement for service provision.
- Held the role of clinical governance/patient safety lead for a group of eight central London pharmacies. Liaised with other lead pharmacists to share best practice and ensured that pharmacies operated within legal frameworks and care standards. This included providing support for clinical governance tasks including implementation/review of standard operating procedures, management of dispensary incidents, maintenance of clear audit trails and continuous professional development.
- Implemented a condition-led healthcare service in branch which manages patients with chronic conditions like asthma, chronic obstructive pulmonary disease, diabetes and high blood pressure. Supervised support staff training and carried out consultations to help patients effectively manage condition and medication regimes.
- Engaged with the local community, including patients, businesses and healthcare providers to promote public health campaigns. Strategically marketed smoking cessation services ahead of 'national no smoking day' by creating and distributing marketing materials, targeting employees of local businesses by liaising with managers (human resource leads in larger companies) and empowering healthcare teams to have effective consultations. This led to a 50% increase in patient recruitment for the service.
- Responsible for the launch and implementation of a company led 'flu vaccination service in branch. This encompassed staff training, patient recruitment, stock procurement, waste management, service promotion and service risk assessment, all within a set time limit of four weeks. Maintained exceptionally high quality of patient care while maximising profitability, resulting in over 200 vaccinations per season.
- Audited operating procedures relating to dispensing and management of anticoagulant medicines as well as other high risk medicines. Areas of non-compliance were identified and effected a change in practice leading to a reduced risk of errors.

### Boots UK: Pre-Registration Pharmacist-East - Sussex, UK (Aug 2007- Aug 2008)

**Health and beauty retail branch in a rural community in East Sussex serving a population of over 20k. Prominent pharmacy department involved in medicine management, public health promotion and dispensing services in fulfilment of both organisational targets and National Health Service contract.**

- Built and improved relationships with local healthcare professionals and external stakeholders by establishing personal status as the point of contact for the pharmacy. Represented pharmacy and effectively communicated its agenda where necessary. including local community forums and GP surgery meetings.
- Successfully planned and managed a project aimed at increasing vitamins and supplements sales. This group of products represented over 30% of the total over the counter medicines sale. Optimised staffing resources using customer driven profiling to ensure staff availability during peak hours. Organised in branch promotion to create awareness, observed and modified staff/customer interactions. Achieved a 16% increase in weekly sales as a result.
- Developed professional expertise necessary for the registration as a UK Pharmacist, through self directed learning. Gained extensive knowledge of managing medical conditions, medicines management, numeracy skills and knowledge of pharmacy law and ethics. Ensured that the broad scope of pharmacy practice was achieved by pro-actively seeking learning opportunities not routinely offered at allocated training stores such as drug user services and care home dispensing.
- Responsible for mentoring members of the healthcare team by understanding individual learning styles and developing key strengths. Involved in strategic planning, effective delegation and reviewing pharmacy performance against targets.

## Details



Name:  
Mr Prashan Fernando  
Nationality:  
Sri Lankan

Current Course:  
FTMBA  
Interests:  
Travelling and experiencing  
new cultures, world history,  
ancient architecture, world  
politics, participating in  
Rotaract charity initiatives,  
improving guitar skills, playing  
cricket.

## Personal Statement

Skilled, self-motivated professional with nearly seven years' experience in Business Advisory Services (two plus years) and Equity Research (three plus years). Worked with prominent financial clients around the globe. Good cross-cultural communication with the ability to influence clients on work improvement and new work generation. Proven entrepreneurial skills in successfully leading new market ventures and leading high performance teams.

## Key Achievements

Promoted to Senior Consultant, the youngest at the time, and consequently selected to run two intense parallel Audits at the Bank of Tokyo Mitsubishi in NYC, during tenure at Ernst & Young.

Was selected to lead a high net worth Swiss asset management account at Amba Research. Worked directly with portfolio managers; built financial models and prepared decisive investment case reports.

Selected to lead Amba Research's first ever local market (Sri Lankan) initiative where an opinionated 100+ page Sri Lankan apparel industry research report was created for a local bank.

## Qualifications:

Bachelor of Science (Finance)  
Louisiana State University  
2003 - 2006

## Career History:

### **Amba Research Lanka: Associate Vice President - Colombo, Sri Lanka (Dec 2009 - Sep 2013)**

**Amba Research is a Knowledge Process Outsourcing firm providing investment research to the global capital markets industry. Founded by former equity research heads of Goldman Sachs and Deutsche Bank, Amba caters to some of the top global asset managers and investment banks.**

- Promoted to Associate Vice President following the successful work performed on a large UK based Pension fund that involved supporting three portfolio managers in their investment research functions. Provided coverage on a multi sector client portfolio that included stocks from industrials to oil and gas companies. Work often included delivering time sensitive research reports to the clients that were used by the portfolio managers in their investment decisions.
- Took the lead and worked directly with portfolio managers of a high net worth Swiss asset management firm. Built financial models and prepared investment case reports that were communicated to the high net worth individual for final investment decision.
- Led a team of four analysts on Amba's first ever domestic (Sri Lankan) initiative. Created a 130 page industry research report giving opinion on industry attractiveness and first hand industry views from apparel players throughout the value chain. The report was created for a large Sri Lankan lender that was interested in increasing apparel sector exposure. This report was successfully presented to the bank's board and led to securing a new agriculture sector research project.
- Developed analytical skills, financial modelling skills, cross-cultural communications skills, and the ability to adapt to client requirements throughout work at Amba Research. Also improved technical skills in Excel, Bloomberg, Reuters, and online news sources. All of this led to the successful development as an Analyst.

### **Ernst & Young LLP: Senior Business Advisor - New York, US (Jan 2007 - June 2009)**

**Ernst & Young LLP (EY) is one of the largest professional services firms in the world and one of the big four accounting giants in the world. EY has a presence in over 140 countries and provides assurance services, advisory services, tax services, and transaction advisory services.**

- Successfully ran two parallel Audit projects at the Bank of Tokyo Mitsubishi in New York City. Was competitively selected out of a large pool of newly promoted Senior Consultants (youngest Senior Advisor at Ernst & Young at the time), to run these two intense Audit projects. The Audits were particularly challenging due to a difficult client environment. However, both of the Audits were completed on time and within budget.
- Aided in setting up a financial control mapping process (in complying with SOX rules and regulations) for insurance giant American International Group (AIG), New York. Working closely with the IT group at AIG to set up this system, managed to streamline the financial control mapping process and left behind a user friendly system for AIG staff. Work involved direct communication with the Director of Financial Controls at AIG.
- Worked as part of a team on a challenging, time sensitive, back office operations project at Merrill Lynch, New York. Working closely with Merrill operations specialists, completed the task of reconciling cash breaks in equity derivative transactions between Merrill Lynch and its counterparties, thus helping the company receive payments on time.

### **Wachovia Bank: Audit Intern at Charlotte - North Carolina, US (Jun 2006 - July 2006)**

**Wachovia Bank (now part of Wells Fargo) was a financial services company based in Charlotte, North Carolina. It was the fourth largest bank in the United States based on total assets prior to its acquisition by Wells Fargo in 2008.**

- Worked on a mortgage issuance Audit and was instrumental in documenting the mortgage issuance process, reviewing a sample of mortgages that had been issued, checking these documents for compliance with anti-money laundering policies, and submitting a report with findings and recommendations.
- Led an Intern initiative to introduce leaders from other areas of the bank to Audit Interns by setting up luncheons and information sessions.

## Details



Name:  
Mr Stepan Galaev  
Nationality:  
British  
Second Nationality:  
Estonian

Languages:  

- Estonian
- Russian

Current Course:  
FTMBA  
Interests:  
Start-up businesses and high yield investment ventures, world politics and current affairs, European history. Innovations and research in health care/pharmaceutical industry. Learning German language.

## Personal Statement

A charismatic, healthcare manager with lecturing experience and a track record of maximising team performance through identifying individual strengths. Versatile team leader with over five years' international business experience in both public and private healthcare sectors. An innovative and entrepreneurial decision maker with a high degree of professionalism including: academic excellence, business acumen and leadership qualities.

## Key Achievements

Self-made capital, plus a portfolio of successful investment projects. For the last five years annual return on investment realised in excess of 50%. Increased capital by an extra £200k in 2013.

Restructured existing stock management system via the introduction of new software, resulting in improved logistics and delivery times. As a result of these improvements stock values reduced by 25%.

Achieved a level of career proficiency at the age of 25 to work as a University lecturer. This involved supervising a group of 20 students and teaching the latest technologies in dentistry.

## Qualifications:

MSc Dental Technology  
Cardiff Metropolitan University  
2010 - 2013

Diploma in Education and Training  
University of Wales  
2010 - 2013

BSc (Hons) Dental Technology  
Cardiff Metropolitan University  
2005 - 2008

## Career History:

**NHS Wales: Senior Dental Technician - Cardiff, UK (Jan 2010 - Sep 2013)**

**National Health Service (NHS) is the largest publicly funded healthcare organisation in the world operating in the United Kingdom. The NHS provides a comprehensive range of health services to the public.**

- As a senior member of staff the aim was to manage and improve the quality of the services provided by the department. Led a team of four junior dental technicians towards their aspired goals via applications of leadership and motivational skills, improving the overall level of patient satisfaction via quality control, and educational programmes for staff. Multiple and positive feedback has been recorded as proof of a 12% increase in patient satisfaction.
- Restructured stock management at the production laboratory with an annual budget of £50k, by utilising just-in-time principles and stock management software. This necessitated that materials were available within set budgetary limits and on time. Represented the laboratory at meetings with sales representatives from dental supply companies and negotiated on loyalty bonuses and discounts. This managed to save 25% on annual stock spending.
- Reached a high level of competency in the area of dental technology. Consulted on multiple and highly complex patient treatment cases, utilising technical and operational expert knowledge. Researched an alternative way of manufacturing complex dental restorations; this, as a result, has been awarded a research grant by the European Prosthodontic Association and a recommendation for a lecturing position at the UK's leading dental technology teaching centre at Cardiff Metropolitan University.
- Initiated and led negotiations with the laboratory management on the provision of computer-aided design and computer-aided manufacturing (CAD/CAM) software and hardware tools. Within the last four years at the production laboratory four CAD/CAM systems have been installed and presently are all operating at full capacity. As a result, production time decreased by 30% and material plus manufacturing costs decreased by 15%.
- Led a year long research project, based on real-life data, researching whether there is a correlation between the quality and price of specific dental appliances and also studied patients' perceptions of quality and price. The results could be used in developing business strategies for dental healthcare companies to maximise their potential business. It has been reported that in 60% of cases patients were prepared to pay significantly over 200% for a product with use of precious metals.
- Enjoyed the privilege of working with world class professionals; including the past President of The British Academy of Aesthetic Dentistry and of the Association of Dental Implantology, a Fellow of The International Congress of Implantology, also winner of the top NHS manager award. Achieved personal recognition in the field for having a strong reputation for delivering the highest standards of complex cases via the application of professional acumen, negotiating and interpersonal skills.

**Cardiff Metropolitan University: Part-Time Support Lecturer - Cardiff, UK (Sep 2011 - May 2013)**

**Cardiff Metropolitan University is a leading new University in Wales, UK. In 2010 It was ranked as 'Wales' top new university' by all four major university guides. It is a leading centre for education and research in the field of dental technology in the UK.**

- Worked with first and second year BSc (Hons) undergraduate students as part of the programme at the School of Dental Technology, Cardiff Metropolitan University. Through support via reading the theoretical materials, guidance through practical work and practical exams, this supervision improved the grades of the students and increased their exam pass rate.
- Demonstrated multiple production processes of various complex dental appliances. Gained valuable experience of working with groups of young people under academic stress. Found mutual understanding and ways of communicating with different age and social groups. Learned how to organise groups of people, motivate them and drive them to a set goal. Improved public speaking skills, interpersonal skills and learned how to generate interest and a hold group's attention.
- Lectured on latest technological advancements in the field of dental technology in both laboratory and auditorium settings. These lectures promoted scientific interest among students and also taught them the latest trends in dental research. As a technological consultant worked on developing several partnerships between the British Engineering companies and Dental Technology research centres.

**CPS Homes: Part-Time Estate Agent - Cardiff, UK (Dec 2007 - Dec 2010)**

**CPS Homes is an estate agency with a major market share in Cardiff dealing with both lettings and sales. Company engages in commercial and private real estate markets.**

- Nominated as the best sales person on several occasions with a personal record of 53 let properties in a week, generating a profit of £50k a week for the company. As a result of this high performance was recommended for a similar position in the largest estate agency chain in the UK, in the highly sought after Richmond office in South London dealing with corporate clients.
- Developed a marketing campaign where landlords would be given free consultations on real estate investment, help in securing low-interest loans and investing into property development to achieve a higher return on their investment. Achieved a 20% annual increase in new business via a marketing campaign in 2009, resulting in a 15% increase in company's profit.
- Utilised the company's marketing platform and landlord database to promote property investments in the European developing markets. During the period of rapid economic growth managed to secure investment with British partners in multiple real estate projects in Estonia. Generated a 30% annual return on investment within two years and with successful capitalisation before the financial crisis of 2008. This generated a profit of £40k for the investors.
- Acquired expertise in real-estate management and property investment. This knowledge and experience has been useful in setting up current investment projects via Galaev Ltd. investment company. This company has provided financial solutions to numerous real estate projects internationally and has been a beneficiary of these successful investments. Partner countries included: Sweden, Finland, Estonia, Russia and Saudi Arabia.

**Galaev Ltd: Partner - Cardiff, UK (Nov 2008 - Present)**

**Galaev Ltd. is an private investment company that specialises in international investment and project management. Company offers financial solutions to small capitalisation start-up businesses within the EU. Galaev Ltd. primarily operates in the real estate, hotel and construction business sectors.**

- Set up a successful investment partnership with the use of personal capital. The current investment portfolio consists of eight profitable projects in different countries. For the last five years the annual return on investment realised in excess of 50%. The company has representatives in Estonia, Russia, United Kingdom, and Saudi Arabia.
- Initiated and led negotiations with business angels and venture capital companies. Managed to secure £200k investment via business angels. Currently the



average return on investment is predicted at 10% annually.

- The company donates 2% of its annual profit to High School Education. Monetary prizes are given to the students who have demonstrated substantial improvement to their exam grades.

## Details



Name:  
Mr Daniel George  
Nationality:  
Australian  
Second Nationality:  
British

Current Course:  
FTMBA  
Interests:  
A youth mentor for the Red Cross, enjoys football, kitesurfing and a range of other sports. Also a fan of live music and learning the guitar. Enjoys camping, climbing and the beach.

## Personal Statement

Highly energetic and motivated with the ability to challenge traditional thinking to achieve exceptional results. Able to connect and empathise with a range of people. A proven track record of working under pressure to get the best out of a diverse team and deliver results. Has received awards and bursaries including the Cranfield Australian Alumni Scholarship and the RT & LM Fulcher bursary (Kings College).

## Key Achievements

Restructured a major research project which analysed the economic and financial performance of fisheries. Made the final report more in demand, less costly, and gain wider acceptance from industry.

Was the Australian commodity forecaster for Prawn and Rock Lobster, two of Australia's largest fisheries commodities.

Economics author for a number of fisheries in the 'Fisheries Status Report' which compares Australian fisheries against the policy objectives of ecological and economic sustainability.

## Qualifications:

Master of Business Administration  
Cranfield University  
2013 - Present

Bachelor of Economics  
University of Queensland  
2007 - 2010

## Career History:

### Australian Bureau of Agricultural & Resource Economics & Sciences: Economist (Jan 2010 - Sept 2013)

**Provides research and consulting work for government and private clients predominantly relating to agriculture and natural resources. Is partially funded by the Department for Agriculture (Australia) to provide on demand advice to the Minister for Agriculture.**

- Restructured the flagship 'Fisheries Surveys Report' in 2012-13 to better reflect the needs of its target audience. Managed a multidisciplinary team, lowered the cost of the report, increased its quality and relevance, and improved the organisation's relationship with key stakeholders. This required the alignment of apparently conflicting objectives, negotiation with government and industry and resistance to political pressure.
- Created an econometric model supplemented by a network of industry and government advisors which greatly improved the accuracy of forecasts for price, production and export for Australian Prawn and Rock Lobster commodities. This involved a technical understanding of the drivers affecting the forecasts, the ability to express these in a model and an understanding of the model's limitations as well as establishing a network to gather the necessary information.
- Authored the economic sections of the Torres Strait and Northern Prawn fisheries in the 'Fisheries Status Reports'. Built a strong relationship with scientists in the Torres Strait (the remote northern tip of Australia) which enabled the organisation to access price data used in the analysis of the fisheries' sustainability. This analysis involved explaining the fishery in terms of its relationship with the economic theory underpinning management objectives as well as using indicative metrics.
- Was involved in a variety of ad hoc projects including a socio-economic study of gamefishing (in Australia) and the National 'Status of Fisheries Reports'.
- Provided continuous support to the organisation's long-term objective of maintaining an impeccable reputation for independent research of the highest quality. This was especially evident when training up new members of the survey team; Made sure that they were fully briefed on the objectives of both the project as well as the organisation as a whole so that actions at their discretion were aligned with what the organisation and the team wanted to achieve.

## Details



Name:  
Mr Gerard Gillespie  
Nationality:  
British

Current Course:  
FTMBA  
Interests:  
Composing and performing  
music from an array of genres.  
Passionate about travelling and  
experiencing different cultures.  
Enthusiast of outdoor pursuits,  
especially cycling, hiking and  
golfing.

## Personal Statement

Extremely committed, culturally aware and enthusiastic engineer with 13 years' experience in civil aviation. Possesses a strong, pro-active and adaptable leadership style that inspires trust and innovation through guidance and encouragement. Thrives on working with others to accomplish objectives and build profound relationships at all organisation levels. Exceptional problem solving and communication skills evidenced by rapid career progression.

## Key Achievements

Acquired EASA-66 Aircraft Engineering Licence and entrusted with safety critical role in a high-pressure environment. Inspected and certified flight critical systems from just 21 years of age.

Strengthened Jetstar Pacific's maintenance control. Transformed organisational use of maintenance management system software and revised department procedures to ultimately minimise aircraft downtime.

Encouraged best engineering practice from Vietnamese workforce with experience deficit to ensure fleet airworthiness. Developed local skill set to reduce reliance on costly expatriate personnel.

## Qualifications:

Professional Certificate Management  
Open University  
2011 - 2013

Airbus A320 CFM56/V2500 Type Licence  
European Aviation Safety Agency  
2009 - 2009

Boeing B737-3/4/5/6/7/8 CFM56 Type Licence  
European Aviation Safety Agency  
2005 - 2005

EASA-66 Aircraft Engineering Licence

## Career History:

### **JPA: Maintenance Control Manager/Tech Specialist (Contract) - HCMC, Vietnam (Jun 2012 - Jul 2013)**

**A network of airlines operating in the leisure and value based markets. The Jetstar Group is the largest budget carrier in Asia Pacific by revenue and has carried over 100 million passengers since 2004.**

- Co-ordinated the restructure of the airline's maintenance control department with respect to technical and engineering aspects of daily operations, including disruption recovery, technical support to maintenance repair organisations and flight crew, defect monitoring and compliance control.
- Developed the organisation's use of engineering management software within the maintenance control department to increase planning efficiency, optimise resource use and reduce aircraft ground time. Collaborated with local and expatriate staff via change management and participative strategies to promote and initiate radical changes to maintenance recording and spares procurement.
- An active member of the airline airworthiness safety committee. Took on the challenging, yet extremely rewarding voluntary role of 'Human Factors' trainer to introduce and promote safety. Facilitated the adoption of a no-blame, open communication climate by developing and delivering structured presentations and educational courses that engaged all staff.
- Successfully managed scheduled aircraft maintenance and urgent technical disturbances in consultation with internal and external department stakeholders by utilising adept communication and negotiation skills. Enhanced cross-departmental relations within a high-pressure environment to deliver maximum aircraft fleet availability.

### **JPA: Senior Engineer and Duty Maintenance Manager (Contract) - HCMC, Vietnam (Jun 2011 - Jun 2012)**

**The first carrier to be established in Vietnam following legislative reforms that permitted foreign investment in the country's aviation sector. A subsidiary of Qantas and Vietnam Airlines.**

- Project managed the Boeing 737-400 end of lease engine removals and installations. Successfully reduced the ground time for engine changes by two thirds through optimisation of maintenance practice and application of theoretical teamwork models and strategies.
- Consistently exceeded airline expectation when releasing aircraft to service following scheduled and unscheduled maintenance, enabling optimum aircraft usage and minimising flight schedule disturbance.
- Acted as principal takeoff and high engine power test engineer for Boeing 737-400 and Airbus A320 aircraft types, following engine replacement or propulsion system adjustment. Supervised and safeguarded team members during these high-risk procedures by conveying unambiguous, explicit directions for best practice.
- Nominated as delivery engineer for the airline's acquisition of an Airbus A320 aircraft. Travelled with the VIP delegation to the manufacturing facility in Germany in the capacity of airline technical representative. Performed system checks and collaborated with flight crew to evaluate the aircraft's technical status. Subsequently ferried the aircraft to Vietnam. Conducted post and pre-flight inspections during multiple stopovers and liaised with ground staff to ensure uninterrupted transfer.

### **JPA: Base Senior Engineer (Contract) - Hanoi, Vietnam (Dec 2009 - Jun 2011)**

**Vietnam based airline in the Jetstar Group network, operating scheduled domestic, international services and charter flights across the Asia Pacific region, providing employment to more than 1,000.**

- Reviewed Hanoi base engineering/maintenance practices and procedures. Implemented comprehensive changes to ensure compliance with global standards and the efficient completion of engineering processes, in accordance with low cost carrier expectations.
- Took charge of all maintenance and engineering requirements at Hanoi base during a time of negative media coverage, political turbulence and failing relations between the airline and the civil aviation administration. All subsequent engineering audits in Hanoi were successful with zero non-compliance findings.
- Took personal satisfaction in boosting staff morale by mentoring and actively encouraging local engineering staff to advance their knowledge and skills. Conducted informal but structured training sessions with respect to standard aeronautical engineering practices. Subsequently, over 50% of the Hanoi based mechanics now hold the Vietnamese aircraft maintenance licence.
- Successfully negotiated with competitor airlines to secure engineering resource support during technical disturbances.
- Developed in-depth knowledge and comprehension of national civil aviation legislation through self-study and subsequent successful examination, to obtain the Civil Aviation Administration of Vietnam aircraft engineering licence.

### **Malaysian Airline System: Section Leader (Contract) - Kuala Lumpur, Malaysia (May 2009 - Nov 2009)**

**The Malaysian flag carrier, operating international and domestic flights from Kuala Lumpur to 80 worldwide destinations with a fleet of 88 aircraft. It boarded 13 million passengers in 2011.**

- Recognised the delay in delivering a mandatory modification to the cargo smoke detection and fire suppression system of the Boeing 737-400 aircraft type. Employed a lateral leadership style to invigorate the process in accordance with local cultural value systems. The modification was expedited with efficiency and precision, utilising less man-hours than specified by the aircraft manufacturer.
- Led multi-disciplinary teams to accomplish major structural corrosion repairs to the ageing fleet of Boeing 737-400 aircraft type. Implemented a series of corrosion prevention measures, by ensuring workforce understanding of and compliance with manufacturing structure repair procedures.
- Relied upon by the airline to provide specialist technical support and in-depth system knowledge in relation to the maintenance and operation of newly

acquired Boeing 737-800 'Next Generation' aircraft. Performed crucial fault diagnosis during the aircraft's initiation into the fleet, enabling the airline to capitalise on investment.

- Developed in-depth knowledge and comprehension of national civil aviation legislation through self-study and subsequent successful examination, to obtain the Malaysian Department of Civil Aviation aircraft engineering licence.

#### **Ryanair Ltd: Base Lead Engineer (Contract) - Various, Europe (Sep 2007 - May 2009)**

**European ultra low cost carrier, operating more than 1,600 daily flights from 57 bases in 29 countries, with a fleet of 303 aircraft and a workforce of 9,000 employees.**

- Led a team of engineering personnel to establish an outlying aircraft maintenance base. Successfully launched the base in compliance with all operational and legislative procedures and stringent financial and schedule constraints.
- Recognised erroneous entries in Bremen, Dusseldorf and Kerry engineering base procedure manuals and modified them in accordance with mandatory requirement revisions from aircraft manufacturer and regulatory authorities. Responded to continuously changing airline practices and quality procedures by reviewing and updating engineering processes to ensure compliance and safe practice.
- Successfully co-ordinated out-stationed technical divisions during regulatory authority audits, eliminating all audit failures and non-compliances. Achieved this by maintaining engineering base resources to a meticulous standard in accordance with civil aviation legislation and co-operating fully with inspectors during quality audits.
- Liaised with third party maintenance providers to establish a collaborative network of responsive engineering support and an open communication climate. This enhanced information exchange, generated productivity and improved inter-organisational morale.

## Details



Name:  
Mr Stevan Gostovic  
Nationality:  
Serbian

Current Course:  
FTMBA  
Interests:  
Sports, especially football,  
basketball and tennis. Won  
several medals on national level  
competitions in rowing. Big  
NFL fan. Passion for history  
and books about various  
historical events.

## Personal Statement

Highly motivated professional with ten years of experience in audit, consulting, finance and risk management. Five years of experience in one of the Big 4 accompanied by five years within management positions in the financial services industry. ACCA member and CFA level III candidate. Led teams of up to 17 members and possesses excellent interpersonal, organisational and problem solving abilities developed in high pressure work environments.

## Key Achievements

Established the system of reporting, risk monitoring, internal controls and financial and risk management in EFG Leasing that led to improved performance of the company.

Gained diversified knowledge and developed high adaptability to different circumstances while working in Deloitte through engagements in various industries.

Coordinated the project of change in the group structure in Hypo Group Alpe Adria through integration, mergers and founding of new companies for the purpose of improved group management efficiency.

## Qualifications:

Bachelor, Finance, Banking and Insurance stream,  
Faculty of Economics  
Belgrade University  
1998 - 2003

ACCA Member  
The Association of Chartered Certified Accountants,  
UK  
2004 - 2007

CFA Level III candidate  
CFA Institute  
2012 - Present

## Career History:

### **Hypo Alpe Adria Leasing: Head of Finance Division - Belgrade, Serbia (Jun 2011 - Sep 2013)**

**Hypo Group Alpe Adria, whose principal activities are banking and leasing, operates in 12 countries, employs 7,600 employees and has total assets to the value of EUR33.7bn.**

- Improved the functioning and synergy within the division by better coordination of accounting, tax, reporting and treasury functions within the division, building the extensive monitoring and controlling system of processes and training the junior staff. The result was more effective financial management of the group of 18 corporate entities.
- Successfully prepared the launching of a new product on the local market - real estate financial leasing. The project involved coordination of specialists from various areas, covering legal, accounting, tax and IT aspects. The company arranged direct negotiations with the Ministry of Finance regarding amendments on existing tax regulations in order to improve marketability of the product. As a result, the company was the first on the local market to sign this kind of finance contract.
- Coordinated the project of portfolio securitisation as a means of improvement of portfolio quality. Due to restrictive local legal regulations in terms of derivative transactions, the project requested a great deal of analytical work in customising the financial transaction to local laws. After consultation with The Central Bank, the project went live with minor amendments, making it the first of its kind in the country.
- Coordinated the project of improvement in group structure through integration, mergers and founding of new companies for the purpose of improved group management efficiency. Prepared the analysis that was instrumental for improvement in financial and operational management of the group, especially in real estate financing.
- Established the improved system for market risk management, in terms of foreign exchange and liquidity risks. On the basis of more precise and more frequent reporting, by the means of funds management and investment decisions, asset and liability management, significantly improved in comparison with previous periods. Due to the volatility of foreign exchange rates, this was of great importance to the company.
- Re-designed the accounting system that led to a higher quality of reporting, making a shorter processing time of information, and as a result, a more efficient decision making process. Effects on tax management and savings in that area were considerable (EUR1m in 2012).

### **EFG Leasing: Head of Finance and Administration (CFO) - Belgrade, Serbia (May 2008 - Jun 2011)**

**EFG Leasing is a part of Eurobank Group that provides financial services in eight countries and has total assets in excess of EUR67.7bn.**

- Created a coherent system of previously unrelated functions within finance, planning and treasury through the stratified organisation of staff, creation of formal controlling system and education of fellow colleagues. The result was better financial management in terms of timeliness and quality of decision making process and elimination of unnoticed errors.
- Successfully implemented the system of credit risk control that led to improvement in portfolio quality. Improved the system of credit risk allowance calculation in accordance with the relevant international accounting standards through introducing simplified and strict criteria for classification of clients and improvement of client data quality. Supervised capital adequacy and Basel II requirements compliance.
- Established the internal controls system within the Administration department that simplified the procedures, implemented the effective and efficient control activities and added to overall transparency. As a result, the operating risk incidences were prevented, compliance with the external regulative was established, as well as customer complaints management.
- Prepared the proposition based on transfer pricing efficiency that would have led to savings in corporate income tax of 40%. The proposition included the diversification of funding sources, as the local tax regulations discouraged reliance on related party funding.
- Improved the reporting system that included IFRS reporting through Hyperion, annual financial statements in accordance with local regulations, tax reports, Central Bank reports, budgeting and forecasting, credit risk calculations, as well as liquidity and foreign exchange risk reporting. It was achieved through development of adequate tools based on data sourcing and cross-checking.
- Managed and negotiated numerous cooperation agreements with business partners, as well as communication with Central Bank and The Ministry of Finance.

### **Deloitte: Audit Supervisor - Belgrade, Serbia (Jul 2003 - May 2008)**

**Deloitte is the brand under which nearly 200,000 professionals in independent firms throughout the world collaborate to provide audit, consulting, financial advisory, risk management, and tax services to selected clients.**

- Participated in and led numerous audit engagements in accordance with International Financial Reporting Standards, US GAAP, Austrian GAAP, Greek GAAP and regulations of The Republic of Serbia. Experience in financial services projects, as well as corporate clients from various industries.
- M&A experience through several due diligence projects in industries like financial services, metallurgy and leasing. Participated in the assurance project of merger of three newly acquired banks into one legal entity.
- Heavily involved in credit risk evaluations of banking portfolios throughout the region. The evaluations were performed in accordance with various methodologies based on IAS 39 and local banking regulations. Gained valuable experience in financial analysis and investment decisions evaluation.
- Due to characteristics of the market during the period (significant growth with lots of foreign direct investments) and the company itself (many low-fee clients, few high value projects), the usual audit and consulting projects had tight deadlines while project teams contained only a couple of members. Skills developed in such an environment included priority setting, time allocation, quick adaptation, thorough background preparation and managing unexpected situations.



## Details



Name:  
Mr Kevin Ha  
Nationality:  
Australian

Current Course:  
FTMBA  
Interests:  
Travelling, health and fitness enthusiast. Enjoys financial markets, geography and photography. Quiz and comedy nights junkie. Regularly volunteers to raise awareness on international social issues.

## Personal Statement

A highly driven, analytical and personable professional with seven years' financial services experience, including over five years in investment banking. Demonstrated a track record in executing complex M&A transactions and a disciplined approach to project and people management. Key areas of expertise include leveraged finance, financial modelling, credit risk and investment management of private equity portfolio companies.

## Key Achievements

Fast tracked career progression and awarded numerous Business Excellence Awards at the Commonwealth Bank of Australia in recognition for leadership qualities, deal execution and management.

Balancing a demanding career with travel aspirations (summitting Mt Kilimanjaro in four days) and community initiatives (UN Association of Australia Young Professionals Network leadership team).

Winner of a 2013 Outstanding FTMBA Candidate Cranfield Bursary scholarship towards tuition fees.

## Qualifications:

Graduate Diploma in Chartered Accounting  
The Institute of Chartered Accountants in Australia  
2007 - 2009

Bachelor of Commerce with Distinction (Double major in Finance and Accounting)  
University of New South Wales  
2004 - 2006

## Career History:

**Commonwealth Bank: Associate Director, Acquisition Finance - Sydney, Australia (Jul 2010 - Sep 2013)**

**The Commonwealth Bank of Australia is a multi-national bank with operations in Asia Pacific, USA and the UK. It provides financial services including retail, business and institutional banking, funds management, superannuation, insurance, investment and broking services.**

- Fastest promotion to Associate Director from Analyst level in the Corporate Finance business at the Commonwealth Bank; within two years of joining the team. Consistently ranked and recognised as a talented high-potential professional in performance reviews.
- Funded over A\$400m in mid-market leveraged buy-out transactions across various industries including manufacturing, food, retail and healthcare. Total contribution of fees and margin income of over A\$30m for the Bank in three years.
- Built strong relationships with Australian, Asian and US mid-market private equity firms by providing seamless execution service on transactions, creative deal structuring ideas and targeted business development initiatives. The results are best demonstrated by a solid track record of over 25 deals completed in three years in a highly competitive market.
- Proactively provided capital structuring advice and solutions to private equity and corporate clients on leveraged buy-out transactions and succession planning options. More than 80% of serviced clients have seen the benefits of these solutions and have committed to the Bank through numerous cross-sell products such as transaction banking, merchant facilities and hedging arrangements.
- Actively managed and led transactions that involved balancing the expectations of private equity clients, management of the target company and bank credit risk officers. Deal management typically involved the preparation and review of business valuations, industry research, credit analysis and assessment papers, operational and financial models, and complex loan facility negotiations; all done within tight timeframes.
- Ongoing relationship and portfolio management of corporate customers that include regular interactions with the CEO and CFO of portfolio companies to explore both organic and acquisition growth strategies, detailed analysis of monthly financial results and monitoring of loan facility covenants.

#### **Commonwealth Bank: Executive, Client Acquisition - Sydney, Australia (Sep 2012 - Nov 2012)**

**The Client Acquisition & Advisory team is a national business that sits within the Corporate Finance division of the Commonwealth Bank. It focusses on new-to-bank refinance opportunities and small-to-medium M&A transactions.**

- Led a team of seven analysts to work with business development executives in the team to successfully restructure and refinance A\$50m of debt from competitors over a ten week secondment programme. Added value to transactions by thoroughly reviewing credit papers to provide insight on industry background and financial structuring ideas to win new business.
- Developed a detailed learning and development framework from scratch that allowed the identification of the strengths and areas for improvement for each analyst and their career progression plans.
- Created training materials and presented workshops and coached analysts on topics such as M&A transactions, business valuations, credit analysis and financial modelling. Positive feedback was received from senior credit risk officers on the work of the analysts in terms of their improved ability to identify the key risks and mitigants of the transaction and complex cashflow modelling sensitivities.
- Rolled out a national cashflow modelling course for all analysts in the Corporate Finance business unit, spanning four major cities and over 20 analysts. Won a CBA Corporate Finance Business Excellence Award in recognition for this leadership initiative and course development.

#### **SAHA International Limited: Corporate Finance Executive - Sydney, Australia (Feb 2008 - Jul 2010)**

**SAHA International Limited was a boutique M&A advisory firm with offices in Australia, New Zealand, South Africa and Namibia. Focussed on engagements in the energy, utilities and transport industries. The Australian and NZ operations were acquired by Deloitte Touche Tohmatsu in Dec 2010.**

- M&A advisor to government-owned corporations, private and small-cap listed companies in both equity and debt capital raising engagements.
- As sellside advisor, conducted vendor due diligence on companies to prepare investment teasers, information memorandums, board and management presentations, industry and company research reports, and complex financial models. Outcome of the reports and presentations has been critical to the success of notable transactions such as the 15% equity stake investment of Australian Stock Exchange listed Blue Energy Limited by Korea Gas Corporation and the backdoor listing of Exoma Energy Limited.
- Identified shortlists of potential offshore and onshore trade buyers and financial sponsors to instigate investment interest in Australian opportunities. Regular contact was maintained with potential buyers to keep competitive tension high over a prolonged process. The Blue Energy and Korea Gas transaction took over eight months to complete.
- Managed a number of successful bids and proposals for new engagements such as the New South Wales Treasury Specialist Advisory Panel and as Commercial and Financial Advisers to the Victorian Department of Primary Industries on the evaluation of business proposals.
- Led the quality audit team in the Sydney office, which encompassed periodic system and project audits of various engagements to ensure quality management procedures were followed. Project files audited always received 100% compliance and adherence to quality standards.

#### **Ernst & Young: Accountant - Sydney, Australia (Feb 2007 - Feb 2008)**

**Ernst & Young is a leading multi-national professional services firm operating in over 140 countries. It provides audit and assurance, tax, consulting and advisory services to companies.**

- Worked collaboratively in audit teams with some of Ernst & Young's high profile clients in the technology, communications and entertainment industries. Major clients included Publishing and Broadcasting Limited, Sun Microsystems Inc. and JCDecaux.
- Co-managed and delivered timely financial statements and controls testing audit and assurance engagements. Performed analyses of material accounts in financial statements to validate accuracy of accounting treatments. Investigated significant variances to validate compliance with key technical standards and highlight potential areas of business process improvements relating to financial and key operational processes to company management.
- Acquired deep technical knowledge and understanding of financial statements prepared in accordance with Australian-adopted International Financial Reporting Standards and US GAAP.
- Provision of on-the-job training for junior staff members on audit engagements that regularly resulted in increased productivity and reduced project delivery time by 20% from prior years.

#### **Ernst & Young: Intern - Sydney, Australia (Dec 2005 - Feb 2006)**

**The Audit & Assurance Services Business Division at Ernst & Young provides services for clients across financial services, technology, media, retail and industrial sectors.**

- Placement and completion of a highly competitive eight week summer internship programme at Ernst & Young. Strong performance feedback and reviews resulted in a successful graduate offer at the end of the internship.

## Details



Name:  
Mr Tibor Horvath  
Nationality:  
Brazilian  
Second Nationality:  
Hungarian

Current Course:  
FTMBA  
Interests:  
Enjoy travelling, bread cooking  
and wine tasting. Like to read  
up on diverse subjects  
especially politics. Frequently  
play team and individual sports.  
Passionate about movies and  
theatre.

## Personal Statement

Highly motivated professional with 8 years' experience and a background in finance consultancy. Multi-sector knowledge (ranging from mining to banking) in different functions and experience with early stage companies. Excellent problem solving capabilities and strong communication skills as evidenced by a fast tracked career path. Experience in quantitative and qualitative analysis, and leading projects within multi-functional teams.

## Key Achievements

Set-up a new company with US\$1m capital raised from angel investors and developed an investment plan, structured finance and a legal model, in addition to a method of reporting to investors.

Implementation of a performance management model for a major retail company in Brazil, with identification of up to US\$250m potential reduction in administrative costs for the company.

Restructured the accounting area of a global agribusiness company in Brazil, with identification and capture of US\$5m in gains through productivity increase and reduction of shadow activities.

## Qualifications:

Bachelor of Arts in International Relations  
Pontificia Universidade Catolica - SP  
2002 - 2007

## Career History:

### **Accenture: Finance Manager - São Paulo, Brazil (Mar 2010 - Sept 2013)**

**Accenture is a global management consulting, technology services and outsourcing company, with net revenues of US\$25.5bn employing approximately 261,000 people in 54 countries.**

- Managed the implementation of a new costing and reporting model at the leading retail company in Brazil. This allowed the identification and reduction of US\$250m in general and administrative costs in 2012 and 2013.
- Managed the revision of the 'Record to Report' process for a multinational commodity company which resulted in a reduction of five days in the closing cycle, reduction of 500 monthly hours in redundant accounting activities, and the implementation of a new governance model that reduced by 90% the number of journal entries at the month end.
- Managed the implementation of a new portfolio projection model at the largest commercial bank in Brazil, leading to an increase of 98% of projection adherence, a reduction of the budgeting process to two weeks and a reduction of the paid overtime of more than 80%.
- Successfully led the post merger integration (PMI) of Justesa Latin America, a US\$100m pharmaceutical company with operations in Brazil, Argentina and Mexico, acquired by the Bracco Group, a leading Italian pharmaceutical company. The PMI role involved the definition of the integration plan, supporting on the definition of roles to be performed by the parts involved after integration and support on legal definitions to avoid operational disruption.
- Designed and implemented the activity based costing model at Itau-Unibanco, the major commercial bank in Brazil, allowing the bank to perform internal bench-marking and address cost optimisation activities.

### **Royal Ostrich: Finance and Operations Manager and Partner - São Paulo, Brazil (May 2007 - Mar 2010)**

**Royal Ostrich is a small enterprise, founded in 2007 with the aim of developing the ostrich production industry in Brazil. Today, the company has 20% of the ostrich meat market and plans to multiply the production by five in the next two years.**

- Developed the business plan and raised US\$1m to initiate the company's operation with a product portfolio of US\$300k in sales in the first year of operation.
- Developed the production cycle (farming, slaughter, tanning, meat processing and selling) with the implementation of three different production plants (feed factory, hatchery and tannery) and the process design and standardisation of all production and selling phases.
- Developed networking with banks and angel investors to obtain US\$200k in credit lines and another additional US\$200k from stock selling to enable company's investment plan execution.
- Developed and managed reporting to investors with biannual meetings and a yearly business plan review.

### **Ernst & Young: Business Development Intern - São Paulo, Brazil (Aug 2006 - Apr 2007)**

**Ernst & Young is one of the largest privately-held firms providing accounting, tax, transaction, and advisory services with annual revenues of US\$24.4bn. As one of the Big Four accounting firms, Ernst & Young has more than 700 offices providing auditing and accounting services in 140 countries.**

- Mapped sales opportunities with partners and senior managers for priority accounts and developed a US\$20m sales plan for the financial services industry.
- Developed a round-table programme to develop relationships with priority account leads and market the Ernst & Young philosophy on relevant themes for the financial services industry in Brazil. The programme development requested the identification of key account leads and relevant themes for industry, identification of Ernst & Young specialists to attend the events, development of materials and follow up with participants to confirm presence and assess satisfaction after the round-table events.
- Focussing on Priority Accounts, supported account planning and management, working with an account team to develop proposals and establish relationships.

### **Eduweb RT: E-learning Content Supervisor - Budapest, Hungary (Aug 2005 - Aug 2006)**

**Eduweb Multimedia Ltd. is part of the Antenna Hungária telecommunication group. The company has developed learning content and e-learning solutions since 2000 and deployed e-learning solutions at banks, insurance companies and governmental organisations.**

- Led a team of ten people in managing the deployment of the chemistry, math and biology curriculum on an e-learning platform. The deployment of the e-learning content involved the content development definition for every team member, setting of delivery times and revision periods and integration and testing of developed content on the electronic platform.
- Managed the quality control process for chemistry, math and biology learning material that led to a contract extension valued at US\$5m due to the high quality of services delivered.

## Details



Name:  
Mrs Gulnaz Ibragimova  
Nationality:  
Russian

Languages:  

- English
- Russian
- Tatar

Current Course:  
FTMBA  
Interests:  
Keen interest in dancing and reading, especially 19th and 20th-century literature books. Passionate about crocheting and creating unique pictures. Like organising amateur group performances.

## Personal Statement

Effective strategist and practitioner in HR management within the IT industry with a 13 year track record of successfully driving and implementing HR and customer service initiatives. Solid experience in driving business performance through effective performance management. Excellent communicator and a high-performing leader with a deep understanding of business and demonstrated ability to lead multi-functional teams to deliver results.

## Key Achievements

Developed an HR system for 110 employees from scratch within four years by designing HR strategy, policies and procedures. Gained the full involvement of 24 supervisors in all HR activities.

Successfully delivered 25+ HR and customer service projects reflecting corporate goals. Achieved outstanding business results such as an increase in work productivity by 94% within five years.

As Deputy Director, launched a start-up to provide training courses on information security and brought the company to break-even point within four months whilst the competition was fierce.

## Qualifications:

PRINCE2 Foundation  
APMG-International  
2012 - 2012

Diploma in Innovation Management  
Kazan (Volga Region) Federal University  
2010 - 2011

Diploma in Management of Organisations  
Academy of Management 'TISBI'  
2003 - 2007

Diploma (Hons) in Russian and English  
Kazan State Pedagogical University

## Career History:

### **Informsecurity: Deputy Director - Kazan, Russia (Nov 2012 - Sept 2013)**

**(Second employment running alongside role at TaxNet). Founded in 2012, Informsecurity is the only training centre in Tatarstan specialising in delivering training courses on personal data protection. Assigned to this role by the shareholders of TaxNet.**

- Launched a start-up to provide training courses on personal data protection. Investigated the market and trends, identified the company's advantage as a 'practical knowledge delivering' by inviting only practitioners and legislators as lecturers and defined the customer value strategy. As Deputy Director promoted new business by leading pricing, sales, website designing, programming and staff planning. Brought the company to break-even point within four months.
- To increase both turnover and profit, initiated the development of new educational programmes, launched them within three months of starting with the company: employed teachers, controlled the writing of the new programmes and created and launched advertising material. Reported monthly on results at the board of directors meetings.
- Developed a loyalty programme with special promotions and discounts for the company's clients to improve their satisfaction and to increase customer retention by 5% within six months.
- Initiated and led negotiations with one of the Ministries of Tatarstan securing a state contract to educate 144 employees of the Ministry during 2013.

### **TaxNet: HR Director - Kazan, Russia (Apr 2007 - Sept 2013) HR Assistant to CEO (Oct 2004 - Apr 2007)**

**Leading Russian service provider for secure electronic document management systems and one of the largest Certification Authorities in Russia with a £4m annual turnover.**

- Started the Human Resources department from inception, developed an integrated HR System for 110 employees by designing and implementing all HR processes from recruitment to performance management. Earned credibility as a leader with functional and senior management. Directly supervised HR and administrative support departments consisting of eight people with full responsibility for staff planning.
- Given TaxNet's expansion throughout Russia and increased customer turnover, persuaded senior level leaders to authorise the development of a Customer Retention Strategy. As a Project Manager guided and inspired an 11-member functional leader team to develop and implement the Client Service Standards, from telephone and counter techniques to time required to deliver services. Maintained a level of service that customers could expect consistently.
- Analysed data of employee low work productivity, understood trends and developed Key Performance Indicators (KPIs)-based performance management system based on the analysis. Increased work productivity by 94% since 2007.
- Due to extremely high (74%) employee turnover in 2004 as a Project Manager led a team of 14 supervisors to develop core corporate culture projects such as code of conduct and company's customer-based values. Successfully launched Career Development and Adaptation and Coaching programmes for employees and reduced employee turnover from 74% to 13.08% over eight years. Led TaxNet to become an employer of choice.
- Won the company top award for Quality at a government level in 2011. Thoroughly prepared a 110 page analysis pertaining to the company's operations, based on a systematic investigative approach, accompanied with strong graphics to visually demonstrate the contents of the findings.
- Awarded a government grant for senior managers to study Strategic People Management in London Management Centre, UK. Awarded the nominations: TaxNet's employee with the highest initiative in 2008 and TaxNet's Perpetum Mobile in 2010 for extraordinary level of self-initiative. Selected from among other candidates to represent Tatarstan's communication sector and study Innovation Management in the Russian President's Programme on training key employees at managerial levels.

### **Television Radio Company TBT: Traffic Specialist - Kazan, Russia (Jan 2003 - Aug 2004)**

**A leading £103m Digital Cable TV and broadband Internet provider in Tatarstan serving approximately 500k customers throughout Tatarstan and covering 71% of the cable TV market in Kazan.**

- Initiated the development and implementation of software to manage video content programming. Doubled the speed of insertion of commercial ad spots into the playlist template at the TV station (500k viewers).
- To optimise the cooperation between traffic and sales departments developed a manual of all core procedures, from execution of insertion orders to calculation of the bonuses to sales staff.

### **IntelSet: Senior Inspector of Personnel Department - Kazan, Russia (Nov 2000 - Jan 2003)**

**The second-largest Tatar Telecommunications (350-person) company headquartered in Kazan and providing landline telephony, television and Internet services for over 50k customers.**

- Initiated the audit of the Department of Personnel, reported on problems and suggested an integrated approach for developing personnel record systems.
- Persuaded colleagues to adopt the changes and led a team of five to optimise and reengineer the processes within the Personnel department: standardised, regulated and automated core personnel record processes such as employment records and probationary period calculation. Increased the efficiency of a five-person staff department by 20%.

### **Kazan State Pedagogical University: Assistant - Kazan, Russia (Sept 1998 - Jun 2000)**

**The third oldest pedagogical university in Russia after Moscow State Pedagogical University and Hertzen Russian State Pedagogical University in**

## **Saint Petersburg.**

- Taught English to 60 18-19 year old students who spoke only Tatar even though only Russian English language textbooks were available. Explained English grammar through comparison to Tatar.



## Details



Name:  
Mr Nitin Jain  
Nationality:  
Indian

Languages:  

- English
- Hindi

Current Course:  
FTMBA  
Interests:  
Charities volunteer to develop social media marketing strategies, fund raising and partnerships. Interests include blogging, photography, playing squash.

## Personal Statement

Astute leader with nine years' experience in the Oil & Gas, Infrastructure and Metals arenas. Managed complex sales and operations of established as well as early stage companies, defining processes and hiring and mentoring teams. Developed strong interpersonal skills by leading multicultural, cross-functional and geographically dispersed teams. Adept in overcoming ambiguity and resolving disputes by effective communication and analytical skills.

## Key Achievements

Developed strategy to realign the business of a start-up company, Almanac Networks. Defined business processes, developed cost estimation templates and designed and executed the hiring strategy.

Increased the engineering services business by four fold from US\$310k to US\$1.4m in the span of two years whilst at Sarla Technologies UAE, doubling the number of key accounts.

Secured India rank 837 (among 150,000 applicants) in the IIT entrance exam. Received a scholarship to intern at the Max Planck Institute, Germany during under-graduation. Achieved a GMAT score of 710.

## Qualifications:

Bachelor of Technology, (Chemical Engineering)  
Indian Institute of Technology, Bombay  
2000 - 2004

## Career History:

**Sarla Technologies: Business Development Manager - Dubai, UAE (Aug 2011- Sep 2013)**

**A Global Engineering Service provider for Electrical, Instrumentation and Control systems of Honeywell, Siemens, Schneider, Rockwell and GE. Managed clients from Oil & Gas, Power and the Utilities domain across the Middle East and North Africa (MENA) region.**

- Promoted to the Centre Head of Middle East operations in April 2013, overseeing sales for the Product and Projects business in addition to that of Services. Advised management to improve operational efficiency and reduce costs.
- Managed sales of engineering services in more than seven countries across the MENA region. Grew the service business from US\$310k to more than US\$1.4m within two years.
- Devised and executed a go-to-market strategy for Qatar and Saudi Arabia through strategic alliances and direct market entry. Expanded competencies in Oil & Gas and created US\$1.8m opportunities from new accounts in FY'12.

- Spearheaded a cross-functional team (engineering, operations, finance, HR, administration) of 20+ in a matrix structure spread across the Middle East and India to efficiently serve clients by resolving technical and operational issues.
- Analysed outstanding payments and resolved disputes by closely interacting with the clients and internal teams, reduced accounts receivable ageing from 270 to 90 days and collected US\$260k in overdue payments within the first five months of joining.
- Negotiated long-term service contracts with three existing clients increasing profitability by 10% in FY'12. Developed seven new accounts by utilising problem solving, persuasion, negotiation skills and leveraging professional network in the CY'13.

#### **Almana Networks: Manager - Pre Sales - Doha, Qatar (May 2009 - Aug 2011)**

**A leading building automation, security and IT systems integrator in Qatar (representing principals such as Bosch, HP, Lenel, Leviton and Honeywell). Managed clients, engineering consultants from Infrastructure and the Oil & Gas domain.**

- Secured business worth more than US\$1m from new clients, by adapting a consultative approach during the eight months of tenure, as an additional responsibility.
- Led a multi-cultural team of eight design engineers to deliver techno-commercial proposals worth US\$200m across eight lines of business. Carried out opportunity analysis, task prioritisation and optimisation of solution design by consulting with the principals.
- Defined sales processes in consultation with management. Restructured sales and engineering teams to streamline the operations. Recruited and coached more than 10 specialists in technical and functional roles from different nationalities.
- Designed project cost estimation templates which reduced estimation errors, decreased cost overruns by 75%, saving more than US\$50k p.a. The standard estimation template increased the accuracy of the proposals and efficiency of the pre-sales team by more than 30%.
- Developed direct sourcing strategy from OEMs outside Qatar and consolidating procurement, thus saving US\$200k on a loss making project, during first eight months. Later recruited a procurement specialist and handed over the responsibility.
- Organised Seminars to educate the local and multinational contractors and engineering consultants in Qatar, more than doubling qualified leads generated on Year on Year basis.

#### **Honeywell Automation: Sr. Engineer - Pune, India (May 2007 - Apr 2009)**

**A diversified global engineering company. Providing process automation, fire and gas detection and security systems solutions across all industries.**

- Led a cross-functional team of sales, design, legal and procurement experts in coordination with senior management, over a period of nine months, to secure a US\$4.1m deal (largest deal in past five years for the vertical) for the automation of a large alumina smelter in India.
- Designed a unique industrial security solution in collaboration with the Building Automation group for a demanding client. Negotiated with the functional and technical teams of the client to secure a milestone deal for the Process Automation group of Honeywell worth US\$250k.
- Analysed technical risk and margin and cash flow by interacting with the internal experts for each business opportunity. Liaised with the eight regional sales teams to analyse competition, develop the sales forecast and techno-commercial proposals to secure deals.
- Collaborated with the internal Contracts manager to analyse risk, prepared a mitigation plan, carried out Failure Mode Effect Analysis (if required) and effectively negotiated contractual terms and conditions with the customers, for opportunities worth more than US\$20m per year.
- Achieved 120% of the sales target (US\$1.1m) under growth initiatives and 90% (US\$4.8m) of the overall target in the year 2008.
- Mentored newly recruited engineers and senior managers to share knowledge about the market, product positioning, customer relationship management and internal Honeywell tools so as to ensure efficient on-boarding of the new recruits.

#### **Denora: Manager - Sales - Goa, India (Aug 2004 - Apr 2007)**

**Subsidiary of an 85-year old Italian world leader in Electro-chemical Technology offering products and services for Water, Effluent, Sewage treatment, Cathodic protection system.**

- Managed public and private sector clients from Infrastructure, Utilities and Oil & Gas segments from all over India in close coordination with eight business associates. Appointed three new associates, generating US\$125k in business. Achieved sales of US\$1m in the year 2007.
- Conducted competitive and product gap analysis and recommended that the research team develop specific new products. Promoted new products through a network of associates, resulting in a 10% increase in sales in first quarter after launch.
- Marketed the unique technology of the company by attending industry specific seminars and exhibitions. Secured a deal worth US\$150k from a demanding public sector client amidst intense competition, by customising the solution.
- Supervised a multilingual team of 14 engineers to provide commissioning and after sales support to clients. Reduced maintenance cost by 15% by centralising the procurement of frequently failing components and strategically scheduling site-visits of the engineers.
- Managed the transition of all 14 engineers from company payroll to an outsourcing agency, by coordinating with HR, business associates and the agency, saving 12% on the staff cost.
- Promoted from a Trainee to the Technical Services Manager within one year and to the youngest Sales Manager in the company in the year 2006.

## Details



Name:  
Mr Mayur Jalan  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
Played Cricket at various competitive levels, a poker enthusiast, having participated in several tournaments and compiled several end of tenure video presentations for various clubs.

## Personal Statement

Team Lead with six years' experience in IT solutions with varied experience in Business Analysis, Supply Chain Management and Software Development. Proficient in leading as well as working in geographically separated teams, working for clients from developing economies and the entertainment vertical. Well versed with the nuances of Agile methodology, good interpersonal skills, self motivated and remains calm and unfazed in the face of adversity.

## Key Achievements

Was a key member of the team which won the 'Customer Preferred Best Team' award in Nihilent at the Annual Awards ceremony. This award was presented to the team with the maximum customer satisfaction.

Worked closely with South African clients on two separate occasions in Johannesburg. The later such instance led to enhancement of business for Nihilent by expanding the strength of the offshore team.

Mentored several junior associates, leading to their fast track growth, thereby also helping the associates to build a stellar reputation with the client.

## Qualifications:

Bachelor of Engineering in Information Technology  
(BEIT)  
Vishwakarma Institute of Technology, Pune, India  
2003 - 2007

## Career History:

### **Mastek India Ltd: Software Engineer - Pune, India (Nov 2007 - Feb 2009)**

**Mastek is one of the oldest IT service companies, having deep domain expertise and capability to work in close collaboration with its customers to successfully replace business critical applications. It has a major presence in the US, Canada, UK, Europe, Asia-Pacific and the Middle East.**

- Chose to work as a Junior Business Analyst, in spite of being recruited as a purely technical person, to gather business requirements, map them to system requirements and prepare a design for the software to be developed, leading to the successful development of a product to be sold to various state governments all over the country.
- One out of two students recruited on-campus (out of a total of 700), after undergoing several strenuous assessments and possessing strong analytical and technical capabilities. Also fared remarkably well in the four month technical training provided with a keen acumen for problem solving.

### **Chamadia Distribution Pvt Ltd: Software Consultant - Pune, India (Feb 2009 - Feb 2010)**

**Chamadia Distribution Pvt Ltd is a medium sized third party logistics service provision company, having FMCG clients like Procter & Gamble, ITC, Asian Paints and Marico.**

- Initiated and led the 'automation of Goods receipt' process by digitising the manual paperwork in the existing business, thereby increasing overall efficiency and reducing redundancy.
- Prepared a Business Development plan under the guidance of one of the partners of the organisation by eliminating most of the manual processes (for example, filing receipts, maintaining inventory and auditing of the maintained records) and also worked actively in training the staff on how to use the automated system.

### **Nihilent Technologies Pvt Ltd: Senior System Analyst - Pune, India (Mar 2010 - Aug 2013)**

**Nihilent is a Pune-based mid-size global consulting and solution integration organisation that uses a holistic and systems approach to problem solving with a portfolio that consists of both IT services and products. Its operations span Africa, Asia, Europe, the Middle East, and the USA.**

- Was a key member of the support team at client side in Johannesburg, South Africa which helped in recovering from a failed launch to preserve the reputation of the client. The incident included all the major IT department heads from the client side, including the COO.
- Formed and led a team with members who were new to the Nihilent family, during one of the client side visits to Johannesburg, South Africa. Not only did the client thoroughly appreciate the commitment and quality of work, but also exhibited increased confidence in the team by forming several additional teams.
- One of the key members of the Nihilent team which won the 'Best Team' Award.
- Conducted several training and presentation sessions, both technical as well as functional. This also included the mentoring of several junior associates, who are today working independently on the client side and have built a reputation for themselves to be critical for the project as well as Nihilent.
- Evolved as a senior member and a rightful part of the 'Subject Matter Expert' team, guiding the entire offshore team of 100+ associates in resolving issues faced by the client in running their operations.

## Details



Name:  
Mr Boon Wei (Eric) Kang  
Nationality:  
Malaysian

Languages:

- Chinese (Cantonese)
- Chinese (Mandarin)
- English
- Malay (Malaysia)

Current Course:  
FTMBA  
Interests:  
Enjoys problem solving using structural approach. Keen interest in politics. Volunteers actively in community projects, such as career guidance for school leavers. Likes team sports such as football.

## Personal Statement

A highly analytical Principal Engineer with 10 years of experience working for multi-billion revenue companies within the Telecommunications, Test and Measurement and Electronics industries. Expertise in technology, research and development and team management. Proven ability to work and deliver within tight deadlines. Excellent record of people management skills with the ability to manage cross-functional teams from multi-cultural backgrounds.

## Key Achievements

Won 'Agilent Innovates Merit Award' for identifying inefficiencies in a test system and re-structured it to reduce test time from 75 hours to three hours. This led to cost savings of £6m annually.

Successfully managed cross-functional teams to release two new products within the tight schedule of six months. Received individual recognition award for outstanding achievement.

Grew from a normal political party member to Division Youth Deputy Chief in charge of Non Governmental Organisational Liaison Bureau and State Youth Committee Member within three years.

## Qualifications:

Bachelor of Engineering (Hons) Electrical  
Engineering (Electronics Communications)  
Tun Hussein Onn University of Malaysia  
1999 - 2003

## Career History:

**Venture Corporation Limited: Principal Engineer - Penang, Malaysia (Aug 2011 - Sept 2013)**

**Venture is a leading global provider of technology services, products and solutions, which comprises 40 companies with a strong presence in Asia, America and Europe. In 2012, the company recorded a net revenue of £1.2bn, and employs more than 14,000 employees worldwide.**

- Project Management: Key person and in charge of providing technical expertise, advice and leadership to build, roll-out and test the state-of-the-art 'Next Generation Receiver'. Competitive intelligence market study shows that this receiver is expected to be the best in the industry. Other areas of

responsibilities included carrying out advanced negotiations with senior management on schedule management, managing engineering change and review of technical issues.

- Analytical and Problem Solving Skills: Developed a creative and accurate method of predicting performance of the design system without the need to purchase expensive simulation software. The accuracy of this method is within +/- 2% of actual data measurement. This particular method enables the company to save up to £20k annually.
- Data Management: Undertook a data management synchronisation project of reorganising and sharing the data across different sites. Created a new solution for the effective storage of data and sharing to effectively eliminate the problem of data sharing in different time zones. This method increased efficiency by 100%.
- Process Management: Identified process inefficiencies and pitfalls in existing design procedure. Effectively planned, created and developed a new framework to help design teams to systematically monitor the product's requirement and data. Resilience and effective use of electronics and oral communication resulted in successful delivery of this framework. This framework is now implemented and used extensively across two multi-cultural sites; United States and Malaysia.
- Engineering Change Management: Effectively developed, implemented and standardised change control among different sites to monitor test procedures ensuring efficient data collection. Organised weekly meetings and constantly liaised with design engineers to communicate and exchange ideas pertaining to standardised test document. Successfully delivered a new document outlining the best practices.

#### **Motorola Solutions Inc: Senior Engineer (Design) - Penang, Malaysia (May 2010 - July 2011)**

**Motorola Solutions is a leading global data communications and telecommunications equipment provider. In 2011, the company recorded a net revenue of £5.2bn, and employs 23,000 employees in 65 countries. The company is ranked 116 in Fortune 500 in 2011.**

- Project Management: Led a team of six in two-way radio system measurement using a clear strategy, assigning each team member with clear roles and responsibility. Provided management and engineering support and reviewed technical issues in each project. This led to the success of two new products released within a time constraint of 12 months. Received an individual recognition award for outstanding achievement for the successful launch of the two new products.
- Business Development: Led cross-cultural and cross-functional teams for the transition of two new products from design phase to mass production. Defined and supervised the implementation of pilot experiments (experiments that were carried out before mass production, and used to provide quantitative proof that the new product will succeed on a full-scale basis) with supporting teams from Manufacturing, Test and Materials to ensure a seamless transition to mass production in Mexico.
- Reliability Management: Led a cross-functional team with involvement from Design, Mechanical, Quality, Materials, Procurement and Manufacturing Team in managing, investigating, and solving any reliability issues during the design and development phase of two new products. Developed a sound knowledge in products performance, risk management and mitigation, and troubleshooting failures using a structured approach.
- Submission Champion: Key person for product regulatory and safety review and submission. Led and managed the submission process, and coordinated with various regulatory bodies on the submission schedule, international transportation and product test requirement. Compiled the training material on the procedure and coached the design team on this important process.
- Cross-functional Training: Initiated and prepared operating manuals and a user guide for easy and sustained usage. The purpose of the documents is to reduce dependency on the design team and help other cross-functional teams to access the necessary project data and gain familiarity with the product. Effectively coordinated and trained cross-functional teams involving Manufacturing, Customer Support and Failure Analysis, resulting in increased efficiency of the design team by 5%.

#### **Agilent Technologies: Senior R&D Hardware Engineer - Penang, Malaysia (August 2006 - April 2010)**

**Agilent Technologies is a leading global company that designs and manufactures electronic and bio-analytical instruments and equipment for measurement. In 2010, the company recorded a net revenue of £2.9bn, and employs 18,500 employees worldwide. The company is ranked 461 in Fortune 500 in 2010.**

- Project Management: Technical architect in charge of providing technical expertise, advice and leadership to design, roll-out and test the state-of-the-art new technologies of a power sensor. Other areas of responsibility include carrying out advanced negotiations with senior management on schedule management, managing engineering change and the review of technical issues.
- Analytical and Problem Solving Skills: Identified process inefficiencies and pitfalls in existing manufacturing test line on the thermocouple power sensor. Effectively planned, created and developed a new test system to overwrite the old, less efficient test system, thereby significantly improving the test time from 75 hours to three hours. This led to direct cost savings of £6m annually. Won 'Agilent Innovates Merit Award' due to enormous contribution and effort in this area.
- Business Development: Focal person and managed cross-functional issues at project level and maintained a close relationship with all stakeholders to ensure business needs were met. Established and maintained robust yet practical metrics with cross-functional teams (Sales and Marketing, Customer Support, Test Development, Production) to ensure successful launches of eight new products in the market.
- Sales and Management Strategy: Worked closely with customer support and the sales and marketing team to extensively understand customers' needs, analysed competitor landscape, performed analysis on market share development and prepared market forecasts. Acquired market research skills, advanced analytical skills and advanced presentation skills.

#### **Motorola Inc: Engineer (Design) - Penang, Malaysia (June 2003 - July 2006)**

**Motorola is a leading global provider of wireless communications systems. In 2006, the company recorded a net revenue of £23.5bn, and employs 66,000 employees in 65 countries. The company is ranked 54th in Fortune 500 in 2006.**

- Design, Delivery & Product Introduction: Managed, designed and conducted detailed analysis on two-way radio. Exhibited extreme working flexibility as demanded by work round the clock to meet the extremely tight deadline. Acquired analytical skills, structural problem solving skills and presentation skills.
- Analytical Skills : Successfully identified and eradicated a chronic issue using the approach of detailed analysis and structural approach to eliminate possible causes of failure and drilling down to the actual root cause. Once the root cause was identified, concrete countermeasures were then implemented. This resulted in the elimination of waste and the necessity to redesign the housing. The problem solving procedure was then documented and published in the

Motorola Technical Journal.

- Reliability Management: Appointed as lead in the team in managing, investigating, and solving any reliability issues during the design and development phase of two-way radio. Understanding of key two-way radio system performance, managing schedule for reliability testing activities and troubleshooting any failure using structural approach were the highlights of this role.
- Submission Champio: Appointed as the key person for product regulatory and safety review and submission due to highly organised and structured approach in work. Led and managed the submission process, and coordinated with various regulatory bodies on the submission schedule, international transportation and product test requirement. The work was extremely challenging for an inexperienced engineer and was praised by superiors for completing it successfully and ahead of schedule.
- Teamwork: Supported the design team and cross-functional teams by attending every necessary team meeting and brainstorming session. Participated actively by providing constructive ideas. Was assigned the responsibility of tracking production and reliability issues and closed each issue within the timeline.

## Details



Name:  
Mr Dhruv Kapoor  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
Amateur golfer and tennis  
player with a keen interest in  
business and current affairs.  
Travel enthusiast and a lover of  
good food. Enjoys experiencing  
different cultures and cuisines.

## Personal Statement

Qualified Electrical Engineer who has diversified into supply chain, with six years' global manufacturing industry experience. Responsible for implementing and executing supply chain processes and projects in line with business strategy. Strategic thinker with strong business acumen and ability to communicate with all levels. An ambitious individual with excellent interpersonal, negotiation and analytical skills with a personal drive to succeed.

## Key Achievements

Project managed outsourcing of the freight auditing and payment process resulting in 33% savings per invoice line. Instilled robust KPIs and audit controls to achieve US\$100k savings in year one.

Implemented an 'Exceptions Process' to handle changes to the Sales & Operations Plan (S&OP) within the 0-3 month horizon. Generated additional sales revenue of US\$16m in the first year of operation.

Successfully implemented and ran a Sales & Operations Planning process for a Cummins US\$250m business. Led the integration of two S&OP processes and set up effective Management Information reporting.

## Qualifications:

Project Management  
Cummins Inc.  
2013 - 2013

Six Sigma Green belt trained  
Cummins Inc.  
2008 - 2008

BEng Electrical Engineering (Hons)  
The University of Sheffield  
2004 - 2007



## Career History:

### Cummins Generator Technologies: Supply Chain Projects Leader - Stamford, UK (Jan 2013 - Aug 2013)

**Cummins Generator Technologies (CGT) is the generator division of the Cummins Inc. group. It manufactures the world's broadest range of AC generators from 0.6 to 20,000 kVA. In 2012 CGT achieved sales revenue of US\$850m contributing to the Cummins Inc. turnover of US\$17.3bn.**

- Completed a Six Sigma Green belt project to improve the accuracy between reported product lead times versus those achieved at the time of customer order. Changed the forecasting methodology to report data at a lower level, thereby increasing accuracy. Implemented periodic product training for the order entry personnel and introduced a mandatory order entry checklist. Improved accuracy from 30% to 85% as a result of the project.
- CGT UK Project Leader outsourcing the freight auditing and payment process. Improvements made to internal and freight carrier processes/systems to ensure outsourcing requirements were met. Implemented an audit process and KPIs for the BPO company to ensure accurate billing from carriers. Influenced without authority a team of internal and external freight specialists and logistics coordinators. Project achieved cost savings of US\$0.6 per invoice line audited with projected US\$100k pa savings.
- Programme Coordinator for CGT Stamford Profitability Improvement Plan (PIP). Responsible for coordination and progress tracking of 18 sub-projects across six business functions, to increase gross margin from 19.2% to 22.5%. Identified project interdependencies, risks and the critical path. Introduced additional functions required as support to the PIP, e.g. supply chain. Conducted weekly Project Leader reviews and chaired the Management Review sessions. Plan on-track for completion in Mar 2014.

### Cummins Generator Technologies: Global Inventory & S&OP Coordinator -Stamford,UK (Nov 2009-Dec 2012)

**CGT is part of the Power Generation Business Unit in the Cummins Inc. group, operating within five sales regions out of six manufacturing plants worldwide. It achieved global production volumes of 150,000 units in 2012.**

- Led the implementation of a revamped S&OP process in a post recessionary market. Created and executed an optimised and synchronised global S&OP plan for the Commercial Power Business Unit (CPBU) based on various scenarios - highest revenues, percentage of strategic customer demand being satisfied. The Global S&OP process achieved c. US\$50m in baseline profits in 2011.
- Completed a Six Sigma Green belt project to set up an Exceptions Process to handle deviation from the S&OP plan in the 0-3 month horizon. Introduced formal communication channels between the sales regions and plants to manage movement in customer demand and plant capacity, also set up KPI reporting on exception execution time. Reduced execution time from five to two days, by developing and implementing an online tool. This project increased sales turnover by US\$16m in year one of operation.
- Led process deployment training to improve quality and timely submissions of S&OP plan inputs. Visited CGT sales offices and plants worldwide to conduct face-to-face training sessions. Conducted one complete S&OP cycle with each site to demonstrate the planning processes and integration of their submissions. As a result, there was improved adherence and confidence in the process. This led to the timely completion of the process each month, improved accuracy of the plans and global synergies.
- Led the implementation and coordination of an S&OP process at the Integrated Prime Power (IPP) plants based in Germany and Romania. Individually coordinated the monthly S&OP process for a US\$250m project driven business with different business dynamics to the volume driven Commercial Power group. The process improved visibility of customer orders and forecasts, allowing the plant to plan capacity more effectively. Produced improved MI reporting for the Executive team to assist decision-making.
- Led the integration of the Commercial Power and Prime Power S&OP processes to form a consolidated S&OP cycle for the alternator business. Reduced the monthly planning time from four to two days by automating various internal processes with IT support. Presentation of the consolidated plan at the Management Business Review, allowed the Executive team to have improved visibility of supply and demand across all CGT sites, enabling them to make more informed medium to long term strategic decisions.

### Cummins Generator Technologies: Electrical Engineer - Stamford, UK (Sep 2007 - Oct 2009)

**CGT Stamford is the Global Engineering Centre of Excellence for low voltage AC generators between 7.5 kVA to 2,750 kVA spanning across five product families and four of the six manufacturing plants.**

- Provided daily engineering support for manufacturing and quality issues on the shop floor and set up weekly product issue reviews with Commercial, Quality and Manufacturing engineers. Was the engineering representative on the product change review team looking into minor design related changes on products. As a result of the cross-functional reviews and update sessions, communication flows were improved and technical issues were resolved more effectively and efficiently.
- Led the project to achieve Underwriters Laboratories (UL) certification for two product groups to establish another sales channel. Was responsible for ensuring requirements such as material and processes were to UL standard. Was the lead on UL audits and interpretation of UL standards. Worked with multi-functional team members to achieve UL accreditation. The certification allowed CGT Stamford to sell product into the North American market thereby increasing sales opportunities and market share.
- Project Coordinator for US\$150,000 project to conduct endurance testing of highest selling generator. Set up an offsite test location ensuring all technical capabilities were available. Developed a detailed test routine with the Technicians. Managed project spend against forecast to report to Finance. Managed two contingent test engineers and an analyst. Test results were used towards developing a more robust generator, capable of withstanding harsh environments, hence reducing warranty claims.
- Project Leader to introduce a new EU Machinery Directive in response to changes in safety legislation. Conducted detailed product risk analysis in a global team, established possible failure modes and effects. Developed global safety solutions ensuring compliance of product entering the EU. Influenced without authority a team of five engineers by delegating key tasks and their ownership. Achieved certification for all product ranges globally by year-end thus mitigating litigation risk.
- Successfully completed the two year Graduate Development Programme including personal development training sessions with an offsite training provider.

## Details



Name:  
Mr Salman Khan  
Nationality:  
Pakistani

Current Course:  
FTMBA  
Interests:  
Current affairs, cooking Indian  
cuisine and enjoy travelling to  
unspoiled natural retreats,

## Personal Statement

Marketing and business development specialist with 10 years' experience in Agri marketing and the FMCG sector with international experience in South West Asia and Europe. Exceptional analytical ability with a keen eye for detail, resulting in a creative but practical approach. A natural ability to build and maintain relationships having worked in international settings and in multi-functional teams.

## Key Achievements

Identified opening in UK Asian market segment and capitalised on it by introducing a product catering to that need. This venture proved successful with Jadoo TV and is now available in 20 countries.

Developed and implemented an extensive media campaign for Engro Urea in 2007 to achieve a sales growth of 5% over a period of two quarters despite a Urea long supply scenario in Pakistan.

Developed a Pashto (primary language in Afghanistan) curriculum for the MOD and conducted a one week language and cultural training for British forces at various MOD sites as pre-deployment training.

## Qualifications:

MBA  
Institute of Business Administration, Pakistan  
2002 - 2003

Bachelors in Computer Science  
Institute of Business Administration, Pakistan  
1999 - 2001

## Career History:

### **MGT World: Sales and Business Development Manager - London, UK (June 2010 - July 2013)**

**MGT World is the sole distributor of Jadoo TV for Europe. Jadoo TV is an Internet streaming box geared towards Asian diaspora in Europe. In three years since inception of MGT World, annual turnover has exceeded £1m and sub-distributors have been appointed in more than 15 countries.**

- Pioneered, developed and established a product category in Europe by identifying a gap, moving quickly and acting decisively. MGT World was the first in the market to introduce a streaming device solely for Asian diaspora.
- Developed and built the business from start-up to reach annual sales of £1m in the third year of operation. A key success factor was a strong focus on developing an effective distribution network. In three years, established a sub-dealer network of 75 in 30 cities and in 20 countries.
- Created marketing presentations and exhibited Jadoo TV at various Asian annual events. Developed a highly effective sales approach emphasising personal service, consumer education and relationship building.
- Leveraged previous sales and distributor management experience to develop systems and turned MGT World into an efficient, profit making entity. Systems developed included inventory and sales management, accounts, procurement and imports.

### **Energizer Holdings Inc: Marketing Manager - Karachi, Pakistan (Apr 2008 - May 2010)**

**Energizer Holdings is a US\$5bn company and deals in consumer goods categories. In South West Asia, Energizer is involved in three segments; Batteries, Lights and Shaving. It is the biggest player in the Alkaline Battery and Branded Lights segment of Pakistan and the second in Shaving.**

- Designed a number of trade schemes and promotional activities, such as initiating a sales based competition called Energizer Champion Retailer; Top selling retailers were sent on a motivational three day Dubai tour. These activities resulted in growth of 14% in FY2010 with Household Category growing by 11% and Personal Care by 21%. Overall sales growth from April 2008 to May 2010 was 30% in terms of sales.
- Planned and executed the first high budget consumer promotion for Energizer in Bangladesh. Activity was 'Schick wrapper redemption'. Consumers bought Schick disposable shaving razors and sent back the empty pack with their contact details and prizes were given out through lucky draws. Activity was supported with an extensive media campaign along with in-store promotional displays. This campaign was run for four months and resulted in a 220% growth in monthly average sale.
- Reduced average distributor inventory to four weeks from seven weeks by initiating institutional sales and bulk deals with a focus on slow moving products and as a result, ensured an increase in dealer profitability.
- Re-assessed distribution needs in Pakistan and Bangladesh, as the retail coverage was insufficient to achieve the sales target. Assessed, short-listed and approved five new sub-distributors in Pakistan and two in Bangladesh, resulting in an increase of retail coverage from 2,000 retailers to 7,000 over a period of 12 months in 2009.

### **Engro Fertilisers Ltd: Media and Promotions Manager - Karachi, Pakistan (Mar 2006 - Apr 2008)**

**Engro is the biggest conglomerate in Pakistan, consisting of five subsidiaries. Engro's business interests include fertiliser, dairy products, business solutions, PVC resin, power generation and commodity trade and in terms of volume, is the market leader in fertiliser business in Pakistan.**

- Pioneered the idea of establishing Company Owned Branded Outlets in areas of high potential but low sales volume. Champion for the project from inception to implementation. The idea proved immensely successful and has been emulated by competitors.
- Developed a new Thematic advertisement for the flagship product - Engro Urea and formulated a comprehensive media plan which resulted in building brand equity and a sales increase of 5% in the first two quarters of 2007. This sales increase was exceptional because Pakistan was going through a Urea long supply phase.
- Developed a monitoring and evaluation criteria for contractual employees. This was a Six Sigma, Green Belt project and recommendations were implemented in all regions across the company resulting in better morale and reducing overtime costs by 5%.

### **Engro Fertilisers Ltd: Area Sales Manager - Multan, Pakistan (Dec 2003 - Mar 2006)**

**Engro Fertiliser Sales Division is responsible for sales via distributor management and direct institutional sales through collaboration with the Government of Pakistan Agri Department and is able to sell more than 1m tonnes of fertiliser every year all across Pakistan.**

- Appointed new dealers in areas of low sales and directed the Technical Support team to approach the key opinion leader in the farming community. This resulted in the Multan area market share increasing from 6% in 2003 to 15% in 2006.
- Established blended fertiliser category in Khanewal for the company brand Zarkhez via close cooperation with the Agriculture Department and farmer bodies/ associations. Farmer awareness and brand visibility campaign was carried out through organising lectures by an Agri specialist in every village and participating and sponsoring various local fairs, workshops and community events for farmers.
- Developed a point-based system for monitoring and rewarding dealer performance in a Urea short supply scenario in 2004. Urea allocation was linked to sales of phosphate fertiliser and micronutrients in a month. This helped push sales of phosphate and micronutrients products in the area. The system was highly appreciated by the National Sales Manager and was recommended to all Area Managers.

## Details



Name:  
Mr Maksim Khismatulin  
Nationality:  
Russian

Current Course:  
FTMBA  
Interests:  
Enjoys international history,  
themed travelling, music, team  
sports like basketball, sailing,  
and alpine skiing. Participated  
in numerous Regattas and  
University teams.

## Personal Statement

Solutions orientated director with ten years' experience in operations and business management within the construction sector. Able to manage diverse cross-functional teams, promoting strong work ethics, integrity and dependability. Strong interpersonal and analytical skills. Effective at building and maintaining partnership with key stakeholders and able to deliver results in fast paced environments.

## Key Achievements

Managed a newly established construction company and successfully grew the business to the annual revenue of US\$10m over a five year period with a balanced team of 100 people.

Successfully completed a reconstruction project of one of the biggest Russian heavy machinery plants, being responsible for negotiation, tendering and realisation stages.

Implemented a variety of innovative technologies and products in the construction sector and awarded a Russian governmental certificate of honour in construction efficiency in 2010.

## Qualifications:

History and English Language  
Nizhny Tagil State Social and Pedagogical Academy  
1998 - 2004

Economics and Operation of Business (Construction)  
Ural Federal University  
2008 - 2012

## Career History:

### **KrovTrade: Executive Director - Ekaterinburg, Russia (Mar 2006 - Present)**

**KrovTrade is a medium sized construction company, operating in Russia, specialising in complicated roof systems installation and performing as a general contractor. It is also a part of the KrovTrade Enterprise with a turnover of over US\$30m in producing waterproofing and insulation materials.**

- As head of the construction department for the last six years, managed to grow and develop the business from a small to a medium sized company with a total revenue of over US\$10m, developed new directions, like complicated PVC solutions in roofing, industrial floors as well as creating and improving the architectural design and technical support department.
- Led a key tendering process for a commercial waterproofing project. Delivered complex negotiation strategies which resulted in successfully securing a contract for the first skyscraper 'Visotsky' in Ekaterinburg, Russia to place a heliport at the height of 187meters. This was a very technically challenging project which was successfully completed both on time and within budget.
- Helped establish the distribution of new products and solutions in the Ural construction market, working with partners such as Protan, Sika in distribution. This included setting up a market strategy, running educational seminars for local construction and project companies and developing pricing mechanisms. Successfully increased market awareness and generated new revenue streams for these brands within the region.
- Led negotiations with the Ural Region authorities, represented the company and secured a number of major developing contracts for trade centres and apartment complexes lasting over a six year period worth over US\$20m.

### **LLC Design-Stroy: Director - N.Tagil, Russia (Mar 2004 - Mar 2006)**

**Small building company specialising in commercial property and private house design as well as renovation as followed. Operates in Ural region, Russia with a team of 30 members.**

- Developed a new business from the ground up to become a well established company with strong local brand awareness. One of the key achievements was becoming the exclusive provider of renovation services in the Urals for MTS and Megafon, the largest mobile operators in Russia.
- Realised one of the first consumer credit services in the region in cooperation with 'Dragotsennosti Urala' bank. This provided funding to customers when ordering any renovation from 'Design-stroy'. Together with a successful marketing research programme this system helped to double current revenue.
- Adjusted a new line of production and mounting of PVC articles, thereby diversified and compensated swings in revenue activity of the company.

### **Southbridge Day Camp: Teacher of International Camp Counsellor Programme - USA (Jun 2003 - Sep 2003)**

**Nature's Classroom Southbridge Day Camp is a residential environmental education programme, with 13 sites in New York and New England, developing a sense of community and confidence through living and teaching in the countryside environment for children of eight to 14 years of age.**

- Led diverse training sessions in surviving in nature together with handling the entertaining events for kids of different ages, performing the role of counsellor at the same time.
- Coordinated and managed a group of teenage boys, aged 14 and above, from the northern counties of New York (Bronx) and the NYC Health Care Union members. Supported the initial introduction of children from diverse backgrounds, fully integrating them into the International Camp Programme, successfully organising cooperation with all children and staff members and actively addressing and overcoming any behavioural and moral issues.

## Details



Name:  
Mr Navneet Khokhar  
Nationality:  
Indian

Languages:  

- Hindi (India)

Current Course:  
FTMBA  
Interests:  
Listening to music (attending live shows). Playing badminton (semifinalist - singles, finalists - doubles:college level tournament). Following cricket. Interested to work in the care of elderly people.

## Personal Statement

A highly enthusiastic and motivated manager with over six years' consulting experience in the energy sector with expertise across business domains including performance improvement, business development and project and vendor management. Strong interpersonal capabilities developed from leading multi-disciplinary teams and from working directly with clients. Equipped with excellent problem solving skills with the ability to work under pressure.

## Key Achievements

Successfully led and delivered one of the most important and long-term modules for PwC (India) GRID's prestigious and single biggest project. Successfully secured an additional contract worth £115k.

Successfully designed the first national programme (under National Solar Mission), in India for the promotion of solar rooftop projects (grid connected).100 MW of projects registered, nationally.

Successfully designed policies (for the Government of Madhya Pradesh -India) for the promotion of renewable energy in Madhya Pradesh. Currently, Madhya Pradesh has 5000 MW of projects in the pipeline.

## Qualifications:

MBA (Power Management)  
National Power Training Institute (Ministry of Power, Government of India)  
2005 - 2007

BSc Engineering (Computer Science and Engineering)  
BIT Sindri (Department of Science and Technology, Government of Jharkhand, India)  
2001 - 2005

## Career History:

**PricewaterhouseCoopers: Manager/Principal Consultant - Bhopal/Gurgaon, India (Apr 2012 - Aug 2013)**

**PwC is a network of firms in 158 countries with more than 180,000 people who are committed to delivering quality in assurance, tax and advisory services. PwC provides services across government and private sectors, with over 250 specialists assigned full-time to its GRID practice in India.**

- Designed the policy framework (for the Government of Madhya Pradesh in India) for the promotion of renewable energy in the state of Madhya Pradesh.

The previous renewable energy policy failed to achieve the target capacity addition. Based on the recommendations, the Government of Madhya Pradesh notified the final solar, wind, biomass and small hydro power policies in its official gazette. Under this new framework, the state currently has approximately 5000 MW of project capacity in the pipeline.

- Assisted MPUVNL (State Nodal Agency for the promotion of renewable energy in Madhya Pradesh) in its institutional strengthening and capacity building by undertaking the development of business plan and organisation restructuring plan. Further, developed the financial plan and funding strategy for MPUVNL.
- Undertook, as a part of performance improvement initiatives at MPUVNL, a detailed assessment of the existing monitoring and evaluation practice and developed a comprehensive monitoring and evaluation framework in close discussions with MPUVNL officials. This exercise further included finalisation of reporting formats for its different activities, along with integration of these formats into a management information system with support from PwC's IT team.
- Secured an addition (worth £115k) to the contract for PwC's support to the Government of Madhya Pradesh. Being the module leader, utilised the excellent relationship with the client and interacted directly with the government and with the funding agency (DfID) for understanding and exploring newer areas of support on the renewable energy front. While planning for an addition to the contract, worked on the cost estimates, project plan and proactively suggested the project staffing requirements.
- Developed a dynamic project monitoring system for the Government of Madhya Pradesh, with support from PwC's IT team, to strictly track every grid connected Renewable Energy project right from the stage of project allocation to commissioning as per the provisions stipulated under respective renewable energy policies. This is the first such initiative by any Indian state government on the renewable energy front allowing both project developers and the state government to track project progress.
- Extended renewable energy policies' implementation support to the Government of Madhya Pradesh by undertaking the bid process management for the allocation of grid as well as off-grid renewable energy projects and the development of contractual agreements to be signed between project developers and the Government of Madhya Pradesh for all wind and small hydro projects in the state (ex-Memorandum of Understanding, Hydro Power Development Agreement, Wind Power Development Agreement).

#### **PricewaterhouseCoopers: Senior Consultant - Bhopal/Gurgaon, India (Nov 2010 - Mar 2012)**

**For over 15 years, PwC's GRID practice in India has been part of national as well as state-level sectoral reform programmes, which include areas such as fiscal and governance, pension and insurance, education and health, social sector, municipal, power and infrastructure sectors.**

- Developed the State Energy Conservation Fund roadmap with activities and fund outlay for the Government of Madhya Pradesh. The State Energy Conservation Fund (approximately £800k) was constituted by the Government of Madhya Pradesh, as per the provisions of the Indian Energy Conservation Act 2001, for the promotion of energy efficiency and energy conservation in the state of Madhya Pradesh. The funds from the State Energy Conservation Fund will be utilised as per the roadmap in the future.
- Developed the roadmap for the development of solar cities in Madhya Pradesh, under the national programme for solar cities in India. The exercise involved conducting a baseline study of the selected four cities, demand forecasting and review of programmes at national level for the promotion of renewable energy and energy efficiency. These formed the basis for the finalisation of initiatives to be taken by the State Nodal Agency and for the development of an action plan with funding strategy.
- Successfully undertook Training Needs Assessment (organisation wide survey) and formulated a training strategy for MPUVNL in close discussion with MPUVNL's officials, as part of its capacity building exercise, and provided recommendations for institutionalising the same within the organisation.
- Developed state specific schemes for the promotion of off-grid renewable energy systems in Madhya Pradesh. Supported MPUVNL in the implementation of these schemes by undertaking bid process management for the projects under the remote village electrification programme and those under the solar photovoltaic programme of the Ministry of New and Renewable Energy (Government of India), respectively.

#### **ABPS Infrastructure Advisory Pvt. Ltd.: Senior Analyst - Mumbai, India (Jan 2010 - Oct 2010)**

**ABPS Infrastructure Advisory Private Limited is a management consultancy organisation providing advisory services in the commercial, financial, and regulatory spheres of the infrastructure sectors such as power, renewable energy, oil and gas, water, transportation and urban infrastructure.**

- Successfully developed the first national programme (under National Solar Mission), fitting into the existing legal-regulatory framework across different states in India, for the promotion of solar rooftop projects (grid connected). The scheme was successfully launched by Dr. Farooq Abdullah (Honourable Minister, Ministry of New and Renewable Energy: Government of India) on 16 June 2010 and to date 100 MW of project capacity has been registered under the scheme, nationally.
- Successfully undertook the capital cost bench-marking and tariff determination (for sale of power to grid) for projects under the first Indian solar rooftop scheme (under National Solar Mission) at national level. Developed the draft guidelines for tariff determination for projects under the solar rooftop scheme for the Central Electricity Regulatory Commission (statutory body functioning under Indian Electricity Act 2003).
- Assisted a major private player, with interests in renewable energy, in evaluating business opportunity for 'Solar-Biomass Hybrid Power Projects' (SBHPP) across selected states in India. The exercise included analysis of policy-regulatory framework across 10 identified states and a detailed study for the selection of final four states. Developed the financial model and the suitable market model for power sale (to grid) from SBHPP. Further, assisted in project structuring and implementation.
- Assisted major private investors, with interests in renewable energy, in policy-regulatory matters regarding solar and wind energy projects across selected states in India. Conducted policy-regulatory due-diligence across selected states in India and developed the financial as well as suitable market models for power sale (to grid) from such projects. Further, analysed the project implementation issues and developed the project reports for assisting the investors in taking investment decisions.

#### **Enzen Global Solutions Pvt. Ltd.: Associate Consultant - Bangalore, India (Jun 2007 - Dec 2009)**

**Enzen is an upper quartile consulting and services company, working specifically in the Energy and Utilities market, offering a range of consulting, strategy formulation, design, development as well as implementation services with value addition focussed on enhancing productivity at optimised cost.**

- Assisted a private player in the development of a business plan for its waste to energy division. Conducted a detailed analysis of the usable waste generation, potential and utilisation, both at the state as well as at the national level. Studied the market scenario in terms of technologies available,

technology providers and the policy-regulatory framework. These formed the basis for selection of the target sector (region, state and industry segment) and that for setting annual projections.

- Assisted a project developer in conducting a pre-feasibility study and in preparing a detailed project report for a 1 MW biomass power plant. The assignment also involved a detailed analysis for the selection of appropriate Biomass to energy technology and the identification of the best technology provider. Further, monitored the project progress and worked in close association with team members and the selected technology provider to meet the project timelines.
- Supported a project developer on a 5 MW Solar power project. Assisted the team in conducting a pre-feasibility analysis and in preparing a detailed project report with techno-commercial analysis for the project. Further, contributed towards the selection of appropriate solar technology and towards the identification of the best technology provider.
- Successfully led a team providing turn-key solutions in setting up bio-methanation plants for thermal as well as power applications. Successfully secured the orders, worth around £25k, for three plants for thermal application and undertook the project management for each project. Was responsible for identification of clients, finalisation of bids/orders, conducting feasibility and techno-commercial studies, project management and post installation services.
- Single handedly assisted a project developer in evaluating the business opportunity for setting up biomass based power projects in India. Undertook a detailed study and analysis of the renewable energy policy-regulatory framework, both at the state as well as at the national level. Developed a performance chart for states based on the implementation status of renewable energy projects and identified the target states for investment.



## Details



Name:  
Mr Nikolay Kovalev  
Nationality:  
Ukrainian

Languages:  

- Russian
- Ukrainian

Current Course:  
FTMBA  
Interests:  
Keen interest in history and origins of world events, daily monitoring of world and economic news. Passionate about extreme driving and dream of World Rally Championship racing.

## Personal Statement

Focussed, resilient and driven B2B logistics professional. Demonstrates solid managerial skills and has achieved fast-tracked growth to the position of Country Manager. Over 10 years of shipping experience with self-motivation, a willingness to take on responsibility and a limitless desire to be continuously challenged.

## Key Achievements

Successfully launched and developed a new business to become one of two market leaders in the country. Established a branch office in Kiev, combined general administration, operations and sales roles.

Challenged the Damco (part of Maersk Group) LCL monopoly in the Port of Ilyichevsk and subsequently reached an agreement with its terminal, which then led to collaboration with other competitors.

Winner of the national Ukrainian student competitions 'Organisation of Shipping and Transport Management', 'Foreign Trade Management' and 'Marketing'.

## Qualifications:

MSc Organisation of Shipping and Transport  
Management  
Odessa National Maritime University  
2003 - 2004

BSc Transport Technologies  
Odessa National Maritime University  
1999 - 2003

## Career History:

### Shipco Transport: Country Manager - Odessa, Ukraine (Jul 2006 - Sep 2013)

**Shipco Transport is a subsidiary of a Danish based group and has grown into a leading neutral Non-Vessel Operating Common Carrier. Offering freight outsourcing services to professional freight forwarders, Shipco Transport operates in more than 70 offices worldwide and has over 1,900 employees.**

- Promoted the less-than-container load (LCL) and maintained neutral provider within the Ukraine. Thoroughly researched and personally engaged with a large number of freight forwarding companies. This successfully led to the local forwarding industry associating LCL with the company name and won loyalty from customers.
- Implemented a tough but effective policy of advance payments, which reduced bad debts to practically zero without any loss of customers as a result of the lack of credit terms. This also improved cash flow and minimised staff time devoted to debt collection.
- Achieved the optimum balance between legal tax optimisation and maintenance of the company's good relationships. Improved the confidence in the company by the tax authorities, which led to zero visits from tax inspectors. No significant remarks have been made by the independent auditors in recent years and consolidated budget and monthly reports have consistently been prepared in a timely manner.
- Organised and participated in a port and terminal authorities visit to the company's regional head office and container port of Tallinn. In cooperation with the regional business development manager, secured the needed funding for the trip. This resulted in a collaborative partnership with the local port management.
- Programmed and implemented a data analysing tool to evaluate pricing strategies. Consolidated all crucial pricing information from across the company and local competition to construct one easy access point for all future pricing decision making. This successfully improved container utilisation and provided a more consistent weekly service.
- Collaborated cross-functionally and internationally with senior management to develop a unique LCL transportation route via Istanbul to the Ukraine. Utilised existing import services and established a connecting transshipment route to the Ukraine. This allowed the ability to receive not only Asian origin consolidated cargoes but also Turkish and American exports through the new pipeline service direct into the Port of Ilyichevsk.

### Kiy Avia Cargo: Regional Sales Representative - Odessa, Ukraine (Apr 2005 - Jun 2006)

**Kiy Avia Cargo, part of the largest holding in Ukraine in the sphere of passenger travel with more than 400 employees and an annual turnover of US\$16m, is a freight forwarding company specialising in airfreight, ocean freight and customs clearance and acting as Damco handling agent in the Ukraine.**

- Arranged agreements with major shipping lines, airlines and airport cargo terminals, establishing the company in Odessa and the southern region. Supported the main Kiev office with sea freight handling, as well as broadening the overseas agent network, achieving more cost-efficient buying power for the company.
- As one of a few companies able to handle airfreight in Odessa airport, negotiated a deal with DHL Cargo's local manager to undertake DHL's export cargo handling at the airport. Using university contacts, successfully became airfreight subcontractor for several sea freight orientated forwarders.
- Researched, analysed and presented the format and content for the company's new website and led the first draft of the English version. By extending the website's functionality, both in Russian and English, the company was able to broaden its customer database and create additional revenue.
- Managed the company's overseas relationships by communicating regularly with the foreign agents, actively supporting head-office by utilising dual language abilities. By collaborating with agents abroad on a daily basis this ensured operations were carried out in a smooth and efficient manner and that customers' requirements were met.

## Details



Name:  
Mrs Sudipta Kundu  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
Travelling and exploring new  
places and cultures, organising  
social and cultural events,  
creative writing.

## Personal Statement

Highly motivated and result orientated IT professional with seven years of international experience in developing and delivering IT projects within the investment banking and mobile banking domains. Proven ability to adapt to challenging global environments and complex systems quickly. Proficient in leading and collaborating with teams from multicultural backgrounds as well as managing client and business partners.

## Key Achievements

Managed project quality, delivery and on-site implementation of an Aisan mobile banking project, 'Go Mobile', awarded with 'Outstanding Technology Implementation Award 2013.

Achieved the highest client side capability score for exceptional performance in leading the migration of a treasury portfolio worth approximately US\$800bn at Credit Suisse, Zurich.

Winner of 'Finacle On the Spot Award 2009' (individual category), an excellence award at Infosys, for introducing an innovative framework to present Profit & Loss data which enhanced user experience.

## Qualifications:

Bachelor of Instrumentation & Electronics  
Engineering  
Jadavpur University  
2002 - 2006

## Career History:

**SAP Asia Pte Ltd: Project Consultant - Singapore (Jan 2012 - Aug 2013)**

**With an annual revenue of €16.22bn, SAP is the world's 3rd largest software manufacturer by market capitalisation and the world's leading provider of enterprise application software. It has more than 238,000 customers over 188 countries and more than 65,500 employees in 130 countries.**

- Led the implementation of a mobile banking project, 'Go Mobile' by CIMB Bank Indonesia, worth US\$1.5m, that introduced 'Mobile Wallet' and 'Card less Transactions' services into the Indonesian market. Delivered the high profile project on time by coordinating with multiple application development teams (internal and external) from Singapore, Germany and India. Successfully handled last minute change requests and urgent patch releases under demanding deadlines for smooth product roll-out.
- Achieved target revenue of US\$1.2m by leading a mobile banking project for Bank BTPN, Indonesia one of the five pilots for trialling 'Branch-less

Banking' model into the Indonesian market. Built strong alliances with clients and external business partners by offering continuous professional advice and fostered client confidence by extending consulting services during the critical phases of the project to enable client business users to operate the model successfully.

- Simultaneously managed multiple projects as a Project Management Specialist. Successfully managed all timely escalation and resolution of operational issues to meet Service Level Agreement (SLA).
- Built and supervised a quality assurance team comprising three senior test engineers over a one and a half year period. Managed project quality and defect resolution to ensure all project components conform to business requirements. Proposed plans for performance and quality improvement during the application development and testing phases.
- Proactively took the initiative of automating a system integration testing process to improve working efficiencies. Decided on the test tools and designed automation test suites from scratch for two projects which resulted in a 75% reduction of manual effort and a 40% decrease in the numbers of defects. Transferred knowledge to two senior consultants and two test engineers for further automation of the subsequent phases.
- Assisted a regional delivery director in managing third party contracts by identifying key members and outlining their responsibilities through a continuous performance assessment process. Conducted training for SAP business partners to outsource professional services as per SAP standards and guidelines.

#### **SAP Asia Pte Ltd: Senior Production Operations Engineer - Singapore (Oct 2011 - Dec 2011)**

**SAP offers mobile messaging and mobile commerce solutions to financial institutes, enterprises and mobile operators. The SAP mobile messaging platform processes more than 1.8 billion messages per day, reaching 900 operators and 5.5 billion subscribers around the world.**

- Led the User Acceptance Testing (UAT) of a mobile commerce project 'Celcom AirCash', Malaysia's first Unstructured Supplementary Service Data (USSD) based mobile financial service available to over nine million customers. Successfully integrated 'Celcom Mobile and M-Commerce Platform' with several telecommunication operators from Malaysia, Indonesia, Sri Lanka and Bangladesh within a very short period of three months.

#### **Infosys Technologies Ltd: Technology Analyst - Switzerland, India (Feb 2010 - Sep 2011)**

**Client - Credit Suisse AG, Zurich. Credit Suisse is a leading financial service company providing financial solutions and comprehensive advice in financial planning to over two million high net worth private clients and 100,000 corporate and institutional clients.**

- Successfully managed a database migration of a treasury portfolio worth US\$800bn as part of a Finacle Treasury implementation, a treasury banking software solution from Infosys, at Credit Suisse, Zurich. The migration resulted in the decommissioning of a legacy system and movement of the Short Term Interest Rate Trading (STIRT) desk operation in Zurich to the new Finacle Treasury system.
- Worked closely with client Business Analysts and IT project leaders to perform system study and impact analysis. Identified several potential bottlenecks and made decisions for mitigating risks involved within the integration process.
- Trained eight analysts on four new IT systems crucial to STIRT desk operations to facilitate system testing process. Adopted an offshore-on-site based working model and effectively liaised with 16 cross-functional global teams located in Zurich, Singapore, London and India to ensure smooth implementation of the project.
- Exercised continuous quality control and was accountable to the IT Project Leader and Assistant Vice President (AVP) of the Quality Assurance department at Credit Suisse for product quality management. Successfully overcame an unexpected resource shortage by adapting to an onsite-offshore based work model.
- Arranged product demonstrations for business users (traders, product control, mid office and back office users) for the smooth transition to a new system. Created several documents for IT operations and test environment management teams to assist in the 'GO-LIVE' process. Provided continuous onsite support during the deployment of the project within a live environment. Post 'GO-LIVE', continued to lead the offshore support services for the project from India from July 2011 to Sep 2011.

#### **Infosys Technologies Ltd: Technology Analyst - Bangalore, India (Oct 2009 - Jan 2010)**

**Infosys is the third largest India-based IT services company and a global leader in consulting, technology and outsourcing with revenues of US\$7bn. It has 155,000 employees worldwide across 67 offices and 69 development offices in the USA, Asia, Australia, Middle East and Europe.**

- Anchored the implementation of an IT project for the European Credit Management, London as the offshore coordinator with a team of four software developers. Performed root cause analysis of business critical issues and provided fast and sustainable solutions to all complex challenges faced by the onsite team. Subsequently won the 'Finacle Hall of Fame award', a recognition initiative at business unit level, for demonstrating the best problem solving ability within a team of 60 members.
- Facilitated professional development of new team members by mentoring, performing software code reviews to evaluate individual abilities and conducting performance appraisal to improve the working environment and overall efficiency.

#### **Infosys Technologies Ltd: Software Developer - Bangalore, India (Jul 2006 - Sep 2009)**

**Infosys offers an integrated front-to-back office solution, Finacle Treasury, that supports the entire deal life cycle of a wide range of financial products and their derivatives in foreign exchange, money market and equities. Finacle universal banking solution is used by 168 banks in 81 countries.**

- Singlehandedly designed and developed new software application to represent the Profit and Loss figures of standard treasury instruments supported by Finacle Treasury banking software. Introduced an innovative interface for data presentation which was not supported by the software architecture earlier. Presented a high level design plan with estimated development effort to the product development and marketing teams. Once approved, delivered a zero defect software module within time and budget.
- Developed a thorough understanding of software development life cycle (SDLC) and critical banking processes for example, accounting, settlements, general ledger, market rate, position keeping and risk and liquidity management by developing software solutions for several investment banking clients from across the globe. As a product expert, translated business requirements to technical designs to successfully implement numerous new enhancements to the Finacle Treasury product.

- Selected by Infosys Mysore HR department as one of the 'Self Governance Team' (SGT) members (out of 1000 trainees) during on job training at Infosys, Mysore. Acted as an interface between software trainees and HR managers to facilitate corporate communication. Actively discussed various issues on campus with HR managers and took part in the decision making as well as implementing corrective measures.
- Awarded with the highest Consolidated Review Rating for three years, leading to a promotion to become a Technology Analyst in October 2009.

## Details



Name:  
Mr Alexey Lyapin  
Nationality:  
Russian

Languages:

- English (United Kingdom)
- Russian (Russia)

Current Course:

FTMBA

Interests:

Main interests are attending theatre productions, reading novels and listening to classical music. Practice sport regularly, in particular swimming and yoga to keep fit.

## Personal Statement

An outcome driven professional with 10 years of diverse experience in Finance across a variety of sectors. Possesses strong analytical and problem solving skills that help to accomplish results in fast changing and challenging environments. Highly developed communication, listening and negotiation skills with a natural ability to manage and develop effective teams.

## Key Achievements

Set up business processes within affiliated companies of Novikombank, organised financial operations and information exchange; to a launch project that successfully reduced costs by 10%.

Recruited personnel to build an effective Accounting Team and developed new procedures to achieve a 20% drop of staff turnover and improved the entire department's working efficiency.

Successfully established financial processes from the ground up within a construction company and built an efficient operational structure to allow it to function without the intervention of the CEO.

## Qualifications:

Bachelor of Economics (Accounting, Analysis and Audit)

Finance Academy under the Government of the Russian Federation  
2003 - 2006

Diploma of Financial Controller  
Controller Akademie, Germany/Russia  
2008 - 2009

## Career History:

**Novikombank: Financial Controller - Moscow, Russia (May 2010 - Sep 2013)**

**Novikombank is a financial institution with assets in excess of US\$140 bn, listed in the top 50 Russian Banks, employs around 600 people and provides a wide variety of services and banking products to corporate clients and individuals across Russia.**

- Provided financial and strategic support to Novikombank affiliates such as VSP-Leasing LLC and Sosnovskiy Shipyard JSC by driving the preparation of business and liquidity planning, as well as P&L, Balance Sheet whilst continually ensuring all clients financial reports were accurate and delivered on time.
- Reviewed existing financial models and procedures of affiliates to identify and make recommendations to the executives for a change to the company's financial structure in order to maintain profitability. As a result this helped to increase management efficiency and grew the scale of the business by 10%.
- Managed a business optimisation processes project. Initiated and promoted a variety of cost-reducing measures that drove a decrease in operational expenses by 15% and a rise of 10% in profit for some business units.
- Collaborated with Financial Directors and CEOs of VSP-Leasing LLC and Sosnovskiy Shipyard JSC to increase profitability. Successfully presented detailed analysis on cost and revenue generation and made recommendations to senior management on working capital to aid crucial financial decisions.
- Assisted in the training of business affiliates staff as well as coaching new personnel within the Finance Department. Delivered bespoke training on an individual basis, through presentations and mini group sessions. Identified and implemented a new collaborative approach to improve cross departmental interaction and helped increase working efficiency.

**Sofiyskaya naberezhnaya: Financial Analyst - Moscow, Russia (Nov 2009 - Apr 2010)**

**Sofiyskaya naberezhnaya is a privately owned jewellery manufacturer based in Moscow that produces unique church jewellery, employing around 70 staff.**

- Built a system of account management reporting by introducing a new costing system and improving reporting process. This resulted in redistributing the financial flows towards more profitable products and an overall increase in profit by 17%.
- Participated in preparing financial forecasts of expenses and revenue and reported directly to senior management on a regular basis. Identified the problem areas and successfully recommended a number of improvements in the reporting process to become more streamlined.

**Sistema Bank: Senior Analyst in Management Accts Department - Moscow, Russia (Nov 2007 - Nov 2009)**

**Sistema Bank is a successfully developing commercial bank with 150 employees and with assets in excess of US\$3.5 bn, they provide a full range of modern banking services to clients, where major efforts are aimed at meeting the needs of those clients who need daily banking.**

- Provided a detailed analysis of investment projects that identified weaknesses within the implementation phases and, as a result, led to the closure of loss-making projects and helped to improve the efficiency of the remaining projects.
- Produced financial plans and long-term forecasts on a regular basis whilst maintaining control of the budgets for new housing development projects. Managed to accomplish all crucial targets and keep expenditures within restricted budgets limits.
- Implemented financial policies for multiple real estate projects worth over US\$10m to ensure best practice. Recommended modifications to existing procedures and initiated the production of new processes to improve efficiency by 12%.
- Part of a team that successfully negotiated with external clients to finance a building project. Responsible for delivering financial, analytical support to the team members enabling them to make a number of optimisations in cash flow and keep budgets within their limits.
- Launched an automation project for the reporting process and collaborated with the IT team to enhance its capabilities. Successfully increased its accuracy and lowered the cost of reporting as well as simplifying the process of future decision-making across the entire bank.

**Invest Stroy Avangard: Chief Accountant - Moscow, Russia (Jun 2006 - Nov 2007)**

**Invest Stroy Avangard is a private development and construction company with 30 employees and an annual turnover of more than US\$5m providing construction and management services for buildings as well as retail construction supplies for a wide range of companies.**

- Managed the Accounts Department with an established team of five employees. Provided effective leadership by utilising a continuous improvement approach, regular training, continual time management and professional coaching to successfully create a highly collaborative and performance based culture.
- Analysed current services and suggested a substantial number of improvements in order to maximise cash flow. The reformed management of accounts receivable and payable helped to increase cash flow by up to 20% by the end of the financial year.
- Responsible for tax planning, expenditure tracking, operating budgets and long-range financial plans. Developed a tax optimisation scheme that led to the legal tax deductions at 18%.
- Developed financial forecasts and provided valuable information to the CEO about financial risks, objectives and their influence on future financial performance that enabled CEO to improve his decision making ability.
- Participated in the development of the company's financial strategy and took control over procedures to ensure full compliance with the strategy. This resulted in successfully achieving a set of key financial targets for the year as well as helping to set new ones.

**MSS-Start: Accountant of Realisation Records - Moscow, Russia (Mar 2004 - Apr 2006)**

**MSS-Start is a retail Company with 150 employees and 10 stores across Moscow and an annual turnover of more than US\$20m selling mobile phones, portable digital photo and audio equipment to customers; a subsidiary of VimpelCom LTD. which is one of the biggest telecommunication operators in Russia.**

- Optimised a process of preparing analytical reports for senior management, which led to a 25% reduction in processing time and in the number of reports without loss of quality and reliability.
- As a member of the Accounting Department, assisted in preparing and delivering capital expenditure plans which helped to make them more accurate and prevent unnecessary expenses by choosing the appropriate tax scheme.
- Organised an effective document flow between the sales and accounting department that improved the interaction efficiency between units and reduced the preparation time of the financial reports.

**Working in the Customer Service Department team providing support to the Sales and the Accounts Department.**

- Participated in the introduction of new software for the Customer Service Department, that led to a substantial growth in the number of services available to customers in the open offices. As a result it made a significant contribution to overall improvement in customer satisfaction that was approved by the Marketing Department.
- Analysed and identified areas of potential efficiency improvements within the service processes. Suggested a number of initial changes and adjusted the software to include the new conditions and successfully reduced the customer service time by 20%.
- Developed step-by-step procedures to support and coach new customer service staff, helping them to accelerate their capabilities, adapt to the workplace and improve the interaction between staff and clients.



## Details



Name:  
Mr Darryl McKerr  
Nationality:  
British

Current Course:  
FTMBA  
Interests:  
Enjoy parachuting, kite-surfing, running, kayaking and photography. A keen traveller with a strong background in climbing and trekking in places such as the Alps, Scotland, Norway and Nepal.

## Personal Statement

A dynamic and determined leader who has served seven years as a British Army Officer, with considerable experience in project management, team management and motivation in a multinational environment. An effective leader with proven problem solving and communication skills, who is committed to delivering results in a training and operational environment. Has been awarded the Defence Scholarship to study for the Cranfield MBA.

## Key Achievements

First person to walk 1650 km solo across Nepal along the Great Himalaya Trail. Along the trek conducted project assessments for the Kadoorie Foundation, and raised over £8,500 for charity.

Successfully designed the first 'December 2014 Afghan Security Forces Infrastructure Plan' for Nade-Ali district, as part of the wider strategic transition of security to the Afghans.

Managed a team of nine Nepali engineers to successfully build 22 schools and a medical centre across rural parts of Nepal, on time within budget whilst leading the restructuring of future projects.

## Qualifications:

Association of Proposal Management Professionals  
(APMP)  
The Knowledge Academy  
2013 - 2013

Army Officers Commissioning Course  
Royal Military Academy Sandhurst  
2006 - 2007

Chemistry BSc (Hons)  
University of Hull  
2001 - 2004

## Career History:

### Career Break: Nepal, UK, (Apr - Aug 2013)

**A planned career break to complete a once-in-a-lifetime opportunity to improve personal development, contingency planning, communication skills and personal determination.**

- Jul 2013. Acted as an ambassador for the Great Himalaya Trail (GHT) delivering presentations to military units and community groups, conducting radio and TV interviews and writing articles to promote the trail.
- Apr - Jun 2013. Planned and executed the first solo walk along the GHT, Nepal, (1650 km in 75 days) raising over £8,500 for charity. Also inspected the old Kadoorie Agricultural Aid Association (KAAA) projects (bridges, water, micro-hydro) and liaised heavily with local communities. Delivered detailed presentations to the Nepal GHT Development Programme, Nepali Officials and media, giving feedback and recommendations to improve and promote the trail.

### British Army: Engineer Operations Officer, Captain - UK / Kenya / Afghanistan (Jan 2010 - Mar 2013)

**30 Armoured Engineer Squadron is a sub-unit within the British Army whose role is to provide combat engineer support within the full spectrum of military operations. It has 150 personnel and regularly deploys on enduring combat operations to enable the Army to live, move and fight.**

- Designed and coordinated targeted training programmes for 150 soldiers over an 18 month period in line with national guidelines. Through detailed planning and thorough liaison, all personnel were successfully deployed on overseas exercises and complex combat operations.
- Primary engineer advisor to an operational infantry headquarters. Played a key role in the Planning Group conducting collaborative planning to develop military options, plans and orders for a number of complex operations under significant time pressures. Used technical knowledge, analytical thinking and clear communication to deliver succinct verbal and written tactical recommendations to create plans and direction for complex operations involving up to 1300 personnel.
- Completed planning cycles, business cases and contracts for engineer tasks worth US\$20m. Identified key issues, prioritised tasks for military and civilian engineers, overcame tactical, logistical and cultural problems through diplomacy, effective communication skills and exploiting opportunities, to ensure works were delivered on time and within budget.
- Successfully established the first Afghan Security Infrastructure Plan for 2014 for Nade-Ali District. Designed and coordinated engineer responsibilities effectively for the rapid closure and transfer of 22 military bases under difficult circumstances. Used diplomacy, leadership and flexibility when liaising heavily with all military units and commanders concerned to overcome significant challenges. Constantly ensured that maximum stakeholder engagement within rigorous timeframes were achieved.

### British Army: Gurkha Welfare Scheme Project Engineer, Captain - Nepal (Aug 2009 - Dec 2010)

**The Gurkha Welfare Scheme is the field arm of the charity The Gurkha Welfare Trust and is based in Pokhara, Nepal. Its primary aim is to deliver the pensions and medical care to ex-Gurkha servicemen and provide community aid projects, such as schools and water, to ex-Gurkha communities.**

- In reaction to a 63% cut to the annual budget, successfully planned and initiated a new three-year plan that met targets and the charity's expectations, as well as local community support. By understanding economic constraints, strict prioritisation and having a detailed knowledge of regional dynamics, innovative cost saving measures were successfully implemented.
- Managed a team of nine Nepali Engineers and delivered over 200 school projects and a medical centre to remote locations in Nepal. Stringently controlled an initial budget of over £700K and forecasted future projects. Through dynamic leadership, innovative thinking and clearly articulated direction to staff and villagers, in English and Nepali, difficult logistical problems and local disputes were overcome and all projects were completed on time and within the budget.
- Passed the University of Westminster three month Level 1 Nepali Language Course, increasing communication skills and cultural understanding. This made it easier to manage the Nepali engineers, school committees and understand and deal with contractual problems directly associated to the builds, before they escalated out of control.

### British Army: Royal Engineer Troop Commander, Lieutenant - UK / Afghanistan (Dec 2007 - Jul 2009)

**3 Troop is a sub-unit within 9 Parachute Squadron, 23 Engineer Regiment (Air Assault) whose primary aim is to provide combat engineering to the Parachute Regiment to enable them to deploy at a moment's notice around the world. The Troop is 35 men strong and regularly deploys on operations.**

- Project managed the five month construction of a new command headquarters in Afghanistan on time, with limited manning and resources in a pressurised environment. Through robust leadership, problem solving and ingenuity high standards were maintained and strict timeframes achieved, resulting in a professional headquarters which directly assisted in fortifying relations between all parties.
- Designed and coordinated the delivery of quality-controlled routes and provided engineering advice on decommissioning and construction of fortified bases. As a principal planning group member, used technical knowledge, experience and effective presentation skills within demanding timeframes to successfully support the infantry's wider plan for security within a challenging urban area. This gave rise to the first Development Zones within the district.
- Directly responsible for the welfare, training, safety and careers of up to 35 soldiers in the UK and operations. Through strong leadership, inspiration and professionalism, high standards of workmanship and operational effectiveness were achieved resulting in 80% of appropriate candidates being promoted.

## Details



Name:  
Mr Benjamin Morgan  
Nationality:  
American

Current Course:  
FTMBA  
Interests:  
Venture capital in Latin  
American and South-East  
Asian markets, reading works  
of classic literature by Dante  
and Tolstoy, cooking Italian and  
Mexican cuisine, amateur  
racing, and playing football.

## Personal Statement

An effective communicator, strong leader and ambitious entrepreneur, who has successfully worked in consulting for five years, the restaurant industry for four, sales for two, and project management for three. Experienced in consulting for large corporations, small businesses and non-profit organisations with a focus on Latin American businesses and growth stage companies. In the past year worked as a project manager in the construction industry.

## Key Achievements

Worked with the Brazil California Chamber of Commerce and the Consulate of Brazil in Los Angeles to successfully promote local Brazilian companies and foster business relations between US and Brazil.

Project managed the construction of a US \$500k guest home and wine cellar on a multi-million dollar estate in Rancho Santa Fe, CA which was completed within budget and three weeks ahead of schedule.

Consulted for Lexus of Newport Beach on operations management, communications and customer service. Made recommendations that allowed the dealer to maintain high sales targets during the recession.

## Qualifications:

B.S. Business Administration  
Chapman University  
2008 - 2009

Associate in Arts  
Orange Coast College  
2003 - 2005

## Career History:

**Brazil California Chamber of Commerce: MKTG Committee Member - Los Angeles, US (Feb 2012 - Sep 2013)**

**The BCCC is a non-profit organisation that facilitates international trade and business relations between Brazil and the US. The chamber services**

For more information, or to contact the team about any of our students, visit [www.cranfieldsomcareers.info/contactus](http://www.cranfieldsomcareers.info/contactus)

**over three hundred companies, from large multi-nationals (50k employees) to small businesses, which represent a diversity of industry sectors.**

- Consulted for BCCC member companies on business development, strategic planning, and marketing. Provided advice, research and recommendations to a variety of chamber members seeking information and problem solving. Assisted in starting three new businesses, increased a hotel's occupancy by 15% through the development of a long-term stay programme, expedited 70 cases of importing or exporting a product, and matched 11 employment vacancies with highly skilled job seekers.
- Facilitated working relationships between companies in Brazil and the US through referrals and personal introductions. Assisted five chamber members seeking suppliers, two businesses in finding partners for joint ventures, and helped 15 companies locate distribution networks for their products.
- Built inroads with other international business associations such as the US-Mexico Chamber of Commerce, the LA Area Chamber of Commerce, and Women in International Trade to create multilateral relationships. Created joint networking events and seminars as well as reciprocal service agreements, resulting in the expansion of the BCCC's network of highly skilled professionals and adding value to chamber members by increasing availability of information resources and member services.
- Created a monthly seminar series wherein guest speakers discussed the process of conducting business in Brazil and in the US. Invited experts to speak on a variety of topics including legal, marketing, finance and management. Attendees reported that the information was beneficial to their businesses in that it allowed them to negotiate legal bureaucracy, facilitate cross-cultural communications, and improve financial literacy in their non-native country.
- Interfaced with municipal, state, and federal government officials as well as foreign dignitaries and ambassadors on behalf of the chamber. Leveraged relationships with VIPs to increase public awareness of the BCCC and enhance the organisation's credibility. Achieved increased participation by active members and increased sign-up rates of new members.

**C.M. Construction: Project Manager - Long Beach, US (Jan 2010 - Jan 2011 and Aug 2012 - Sept 2013)**

**C.M. Construction is a general construction company that focusses on development, remodelling, and renovation of commercial and residential properties in Southern California. The business has eight full-time and four part-time employees with an annual income of US\$2.5m.**

- Simultaneously managed the renovation of multiple apartment units at several rental properties. Assessed units' condition and determined scope of work, created budgets that adhered to best practices, assigned job tasks to workers, and monitored both job progress and individual productivity. Maintained quality standards while adhering to a turn-over time of three days or less.
- Created estimates and bids for remodelling and development projects ranging from US\$200k to \$1m. Interfaced with clients, designers and contractors to determine scope of work and consulted with senior tradesmen for technical expertise. Formulated comprehensive bids and estimates factoring in materials, labour, and profit margins while allowing sufficient flexibility for mid project modifications.
- Hired subcontractors and negotiated terms of work agreements. Searched through contacts lists and referral networks to find appropriate tradesmen and labourers, determined availability and pay rates of workers, negotiated agreements with subcontractors, and coordinated scheduling with project timetables.
- Coordinated orders and deliveries of materials with work flow. Staged projects into phases and ensured specified materials for each phase were on site and stored properly to protect them from damage, as each phase was substantially completed.
- Secured approximately 30 building permits for contracting jobs in the last year. Completed and filed permit forms and worked with inspectors to comply with building code and health and safety regulations.
- Managed up to a dozen tradesmen on various projects as the site foreman. Simultaneously coordinated work of tradesmen working in the same space on different phases of the job. Improved project efficiency reducing materials and labour expenses by 12% and 8.5% respectively. Projects were frequently completed ahead of schedule and under budget.

**Buca Di Beppo: Server, Trainer, Interim Manager - Santa Monica, US (Jan 2011 - Sept 2012)**

**Buca Di Beppo is a family style Italian restaurant that employs 2,000 staff and management personnel, with ninety locations in the US and four in the UK. The company is a wholly owned subsidiary of Planet Hollywood Inc. and has an annual income of US\$600m.**

- Managed food preparation and deliveries for catered events such as corporate functions and private holiday gatherings. Improved efficiency and profit of catering and delivery services by overcoming internal employee resistance to change. Identified and eliminated procedural inefficiencies resulting in improved food quality, fast reliable service, and increased sales. Substantially increased the overall customer satisfaction ratings among all restaurant locations from 47th to 13th place.
- Trained and mentored all new staff for service and host positions. Conducted interviews with applicants, instructed new front-of-house employees on company policy and job tasks, and developed individual capabilities through on going cross-training. Fostered a culture of proactive cooperation among employees and participation in productive teamwork.
- Managed the general upkeep of restaurant facilities and assisted with delivering the accountancy reports to corporate. Enforced health code standards, assigned maintenance activities during periods of low restaurant volume, managed restaurant inventory, ordered inventory from suppliers, reconciled employee receipts with computer generated reports, and compiled summary accounting reports to send to corporate.
- Acted as Interim Manager due to restructuring and management transfers. Managed approximately 50 employees during periods of high activity and maintained the smooth running of the restaurant by emphasising team work, continuous communication, and addressing any potential issues before they arose. Achieved leadership continuity and maintained high morale during lapses of management continuity.

**Consultant, Self Employed - Los Angeles, US (May 2007 - Sept 2012)**

**Independent business consultant, worked with small businesses, privately held corporations, lifestyle businesses, and not for profit organisations with annual incomes ranging from US\$50k to \$1.2bn. Focused on areas of operational efficiency, sales, marketing, customer service and general management.**

- Worked with a food truck business to improve profitability and sales. Advised on inventory management, venue scouting and promotions. Identified traditional lunch hour venues, business parks and construction sites, to be highly competitive by observing activity at sites. Found alternate locations by connecting with the Los Angeles Unified School District to participate in fund raising for student programmes. The business saw a 60% net increase in revenue for the year with the additional sales.
- Consulted for the Orange Chamber of Commerce which was seeking to add value to members, increase membership and improve membership retention.

Created a member survey to measure the performance of the chamber, focussing on value maximisation. Conducted an assessment of competing organisations to gauge the chamber's performance. The board of directors were able to utilise the findings to reallocate funds to address member needs and revamp information systems to better suit current operations.

- Acted as a key adviser for a Lexus automotive dealership in Newport Beach, California to improve customer service and sustain sales in a recession. Identified key improvements within the dealership divisions and introduced new operating procedures to streamline the management communications and air employee concerns. Resulted in service time being reduced by 15%, higher customer satisfaction reports and increased sales.
- Advised a retail convenience store on operations and marketing. Built an inventory database to determine margins, holding costs, turnover, and losses due to shrinkage. Adjusted price points, quantities, and sizes of products to carry. Increased revenue by taking advantage of local monopoly, to create unique sales events such as international beer month, and to focus on customer service. This successfully resulted in a 30% increase in sales over a six month period.
- Consulted for a sports memorabilia retailer advising on purchasing, event management, and promotions. Performed a market analysis of customer demographics. Found that the youth-gamer and adult sports fan segments were the two most attractive segments based on frequency of purchases and total spent. Concentrated efforts to attract and retain customers that fit these categories effectively doubling sales revenues compared to the previous year.

## Details



Name:  
Mr Gowtham Narayan  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
Voluntary work including  
teaching at a community  
college. Enjoy playing football  
and cricket and was part of the  
college football team. Indulge  
in painting and photography  
during spare time.

## Personal Statement

A result-orientated professional with more than five years' experience in leading teams to achieve and exceed manufacturing targets across four countries. Strong analytical, planning and decision making skills have aided a fast tracked career path. Values creativity, original thinking and places great emphasis on continuous improvement. Experienced in collaborating with people at all levels whilst managing change through lean methodologies.

## Key Achievements

Established the processes at Caterpillar's (CAT) new fabrication facility in Thailand. Led a team of six that developed and executed the most efficient facility both on time and within budget.

Led a large cross-functional team that planned and implemented a new fabrication layout for CAT, India, accommodating three new models, delivering a 25% area reduction and a 200% capacity increase.

Developed and implemented a new capacity planning system at CAT, India which enabled better decision making and integrated various functions to provide an in-depth view of the value streams.

## Qualifications:

Certified 6 Sigma Green Belt  
Caterpillar University  
2011 - 2011

Post Graduate diploma in Software based Statistical  
Analysis.  
Annamalai University, Chidambaram  
2009 - 2009

Bachelor of Technology in Mechanical Engineering  
Amrita School of Engineering  
2004 - 2008

## Career History:

### **Caterpillar India: Technical Planning Supervisor - Thiruvallur, India ( Jan 2011 - Sep 2013)**

**Caterpillar is one of the world's leading manufacturers of construction and mining equipment, diesel and natural gas engines, industrial gas turbines and diesel-electric locomotives. Caterpillar India is one of the largest facilities within the group and has an annual turnover exceeding US\$200m.**

- Led a team of five that designed and implemented a new fabrication line to manufacture loader chassis at Caterpillar India. Coordinated with various departments to plan the layout, manpower requirement, tool design and procurement until the production stabilised. Until the present date, the loader chassis fabrication line is considered the best fabrication line at CAT India, in terms of the quality of output.
- Led a cross-functional project to introduce Caterpillar's international standards for value added time calculation and costing mechanisms in fabrication at CAT India. The project changed the entire baseline for costing and value addition in the facility by providing a scientifically driven solution tailored to the practicalities of the process. This was instrumental in accurately calculating the operating profit of the value stream and the return on the new assets planned.
- Led a team that delivered a 20% reduction (up to \$2m) in capital invested year on year in the fabrication facility to achieve the capacity increase required. Ensured that the reduced capital did not hamper the capacity increase and demonstrated the new capacity successfully. Involved cross-functional teams to reduce the required capital by improving the efficiency of processes and improving the utilisation of the installed assets.
- Integrated the various fabrication aspects in the facilities of the entire division. Worked with teams in Australia, Indonesia and Thailand to establish the best possible processes. Ensured that all the facilities used the standard processes and coordinated new implementations to make sure all the teams in the respective facilities were up to speed. This process is currently being replicated across various other departments of the organisation.
- Key member of a team that introduced robotic welding in CAT India for the first time. Worked with various teams including suppliers, designers and purchasing to implement robotic welding machines on a large scale for complicated components. The processes yielded superior levels of quality while the impact on the upstream and downstream processes also led to improved quality and velocity across the entire value stream and not only the robotic processes.

### **Caterpillar India: Manufacturing Engineer - Thiruvallur, India (Jan 2009 - Dec 2010)**

**Caterpillar India is a part of Caterpillar Inc and manufactures both mining and construction equipment. The Manufacturing Engineering Department handles systems, process and facility establishment across the plant and owns the quality, velocity and cost aspects of manufacturing.**

- Developed standardised work practices for the 35T off-highway truck fabrication for the first time. Established the baseline for 100% of the processes by implementing standards and best practices from across the facility. This led to a balancing of the production line and reduction of tooling inventory and space standardisation. The capacity increased by 25% with no additional investment and no increase in manpower.
- Improved the output of a conventional machining process in a facility by changing the focus of the value stream to manage the essentials. Convinced senior management to revise the earlier metrics and introduced better ways to measure the capability of the process. Worked with the material supply, purchasing and design teams to optimise the value stream while simultaneously ensuring less variation in the processes and tools. These steps improved the process efficiency by 15% within six months.
- Implemented Plan For Every Part (PFEP), a comprehensive system that tracks and monitors the movement of a component within the fabrication facility and identifies the potential value added at the point of use. This helped streamline the operations system and identify the real time wastes in the day to day operations of the facility. This was the primary input to various projects run over the subsequent years to improve the flow and value creation at every step of the process.

### **Caterpillar India: Manufacturing Technician - Thiruvallur, India (Jul 2008 - Dec 2008)**

**Caterpillar India is a part of Caterpillar Inc and manufactures Off-Highway trucks, Hydraulic Excavators and Large Wheel Loaders. It has more than 2000 employees and caters to the mining and quarry markets of Asia and Africa. It is Caterpillar's largest manufacturing facility outside the Americas.**

- Planned, procured and put in place new technology to replace some of the old, low efficiency processes of machining. Commissioned \$3m worth of equipment and improved the manufacturing density and flexibility by 300%.
- Built a roadmap for the development of fabrication at CAT India from their current state to increase the value of the processes and reduce the dependence on manpower. Identified key processes and outsourced the rest to increase the efficiency of value creation by 40%. This, in turn, allowed more focus on the core processes eventually leading to a 25% increase in quality levels in the output.

## Details



Name:  
Mr Tim Neild  
Nationality:  
British

Current Course:  
FTMBA  
Interests:  
Enjoying life with Family. Extra  
Curricula interests include  
Rugby Union, golf, squash and  
playing the guitar.

## Personal Statement

An accomplished and experienced leader and manager with excellent people skills and proven track record in the delivery of operations functions. Possesses good intellect and ability to deploy and articulate strategic direction as well as assimilate and deal simultaneously with large amounts of detail and lower level issues. A natural communicator able to create and build successful relationships and make excellent use of a broad set of skills.

## Key Achievements

Over a Naval Career spanning 22 years, commanded (CEO) four British Warships on Operations Worldwide delivering a wide range of strategic effects on behalf of the British Government.

Chief Operating Officer to the Commander United Kingdom Task Group, responsible for planning and execution of large scale Task Group operations in support of campaigns in Libya and the Middle East.

Project Manager at the United Kingdom Hydrographic Office solely responsible to the National Hydrographer for the successful delivery of a new, 3-stranded, start up project to market.

## Qualifications:

BA (Hons) Maritime Defence, Technology &  
Management  
Plymouth University  
1993 - 1995

Oil Spill Manager Level 3  
IMO  
2008 - 2008

Operational Dutch Language  
Bradford University  
1997 - 1997

## Career History:



#### **Royal Navy: Commanding Officer HMS ARGYLL, UK (May 2012 - Sep 2013)**

**Accountable for the safe direction and management of the tasks and functions of a £200m Frigate on Operations Worldwide including the monitoring of Engineering and Logistic checks and budgets, maintenance of discipline and morale as well as the training, inspiration and reporting of 200 personnel.**

- CEO of a Royal Navy Frigate (5000 tons). Planned and Executed a seven month solo deployment spanning 35000 miles and four continents in the Atlantic and Pacific, conducting a wide range of operations from Maritime Security to Strategic Influence and Diplomatic Engagement. Generated significant UK influence with key International Partners through face to face meetings, training delivery and combined operations with Partner Nations.
- Achieved in remote locations of the World, the successful delivery of a number of conferences and events onboard for Chatham House and UKTI in support of British Interests overseas. Used professional and social skills to act as an Ambassador for the UK.
- Managed and supported the individual needs of 200 Officers and Sailors. Delivered targetted training and pastoral support to foster an environment in which colleagues felt both valued and empowered, supporting an ethos of courage, commitment, determination, integrity and loyalty which generated success on operations.

#### **Royal Navy: Project Manager, UK (Aug 2011 - Jan 2012)**

**Within a Government Trading Fund, accountable to the CEO, National Hydrographer and Management Board with sole responsibility for the planning and delivery to market of a new 3-stranded product with a start up budget of £150k.**

- During a five month business secondment, successfully led a small team of Civil Servants through the business planning, procurement, development and delivery to market of three new inter-linked products for Electronic Navigation to meet the International Maritime Organisation's Legislation deadline for Merchant Shipping to transition to Navigation by Electronic Means in 2012. Throughout the process used leadership, diplomacy and negotiating skills to garner support across all interlocutors.

#### **Royal Navy: Staff Operations Officer to Commander UK Task Group, UK (Jan - Aug 2011)**

**Responsible to the CEO as the COO for the co-ordination of all Operational Planning and Execution of a deployable Maritime Headquarters both at sea and in the Headquarters, for the delivery of Royal Navy Task Group Operations World Wide.**

- Successfully planned and executed the first ever deployment of the United Kingdom's Response Force Task Group (RFTG) in 2011. In doing so co-ordinated the planning effort of a 50 strong Maritime Battle Staff to deliver Amphibious Operations in the Mediterranean from a Task Group of eight Ships with 3000 people. Combined Strategic through to tactical level analysis to ensure that the Task Group was prepared to deliver the required effects in challenging conditions.
- Principal member of the planning staff to re-role the RFTG for Maritime Strike Operations in support of the Libya Campaign. Under significant time pressure, conducted crisis planning and all associated Ministerial Level staff work to articulate options for UK Defence. On completion was intrinsic to the delivery of the rehearsal and subsequent execution of operations. Used analytical ability, experience, technical and administration skills to plan and execute high tempo strike operations.

#### **Royal Navy: Commanding Officer HMS QUORN, UK (Jan 2009 - Dec 2011)**

**Accountable for the safe direction and management of the tasks and functions of a £100m Minehunter on Operations Worldwide, including monitoring Engineering and Logistic checks and budgets, maintenance of discipline and morale as well as the training and reporting of 50 personnel.**

- CEO of a Royal Navy Minehunter (1000 tons). Planned and executed a six month NATO Task Group deployment spanning 20 000 miles and 2 continents in the Atlantic and Baltic conducting a wide range of operations from Maritime Security and Historic Ordnance Disposal to Strategic Influence and Diplomatic Engagement. In doing so successfully generated significant UK influence with key International Partners through face to face meetings, training delivery and combined operations with Partner Nations.
- Planned and executed a number of National Mine Clearance Operations to support the integrity of UK National Infrastructure and facilitate UK Maritime Trade. Used analytical ability, experience, technical knowledge and intuition to develop courses of action within a collaborative planning process.
- Managed a successful five month, £3m, engineering refit and regeneration of the ship returning to operations ahead of schedule. Utilised a combination of verbal and written direction with careful negotiation and leadership of the team to return the ship to operations in a first class material state.
- Awarded the Commander-in-Chief's Commendation, Sept 2011, for outstanding service in HMS QUORN.

#### **Royal Navy: Future Operations Officer - Commander UK Maritime Force, UK (Sept 2007 - Aug 2008)**

**The Lead Future Operations Planning Officer for an International Naval Task Force deployment to protect the Iraqi Offshore Oil Infrastructure. Accountable to the CEO for the generation of future operational plans to ensure the integrity of two Major Oil Platforms.**

- Managed the training and preparation for an operational deployment to Iraq of 40 UK Staff and 100 International Partners. Used personal example and effective communication skills to inspire confidence whilst ensuring critical self-evaluation and pursuit of excellence amongst colleagues to ensure physical and mental preparedness for operations in austere conditions.
- Generated the tactical plan to protect the Iraqi Oil Infrastructure through the manipulation of an eight-ship Task Group for Force Protection. Required diligent negotiation and the assimilation of vast quantities of information from multiple sources, including locally employed personnel, to pull together the resources required to achieve the mission in challenging circumstances. This resulted in the uninterrupted flow of oil from Iraq to the rest of the world.

#### **Royal Navy: Officer, UK (Jan 1991 - Present)**

**Various managerial positions intrinsic to the daily operation of multi-million pound warships and high level staffing of land based Headquarters.**

- Consistent demonstration of Command, Leadership and Management skills have resulted in successful competitive selection for both promotion and Command Appointments which have included overseas exchange in The Netherlands for two years, two Patrol Boat Commands in home waters and overseas as well as Operations Management positions in an Aircraft Carrier and Naval Headquarters which punctuate a career underpinned by a strong professional ethos and affable personality to ensure continued success.

## Details



Name:  
Mr Gregory Nwahiri  
Nationality:  
Nigerian

Current Course:  
FTMBA  
Interests:  
A volunteer at God bless  
Nigeria initiative, a social  
development and poverty  
alleviation organisation that  
helps to rehabilitate people  
back into society. Enjoys  
playing football and keeping fit.

## Personal Statement

A dynamic and passionate professional with over eleven years' experience in Project Management, Process and Efficiency Improvement, Budgeting, Performance Management, Financial and Regulatory Reporting within the Banking Industry. Possesses excellent analytical and problem solving capabilities. Result-orientated team player who thrives on innovations with the ability to understand and communicate complex concepts at all levels.

## Key Achievements

Awarded Cranfield 2013 MBA Scholarship for demonstrating professional excellence, academic merit and leadership potential.

Led a Post-Merger Integration Team that coordinated and streamlined all operations for Finbank and FCMB banks. Successfully realised cost savings of over US\$20m following the merger.

Enhanced access to business analytics by successfully implementing a Business Intelligence Application that reduced the turnaround time for performance report preparation from four days to one hour.

## Qualifications:

Project Management Professional (PMP)  
Project Management Institute (PMI)  
2011 - Present

Certified Information Systems Auditor (CISA)  
Information Systems Audit and Control Association  
(ISACA)  
2010 - Present

Certificate in Electronic Technology  
NIIT Computer Education and Training Centre  
Lagos, Nigeria  
2001 - 2002

BSc in Mathematics  
Abia State University Uturu, Nigeria  
1991 - 1996

## Career History:

### **First City Monument Bank Plc (FCMB): Project Manager - Lagos, Nigeria (Oct 2012 - Present)**

**First City Monument Bank Plc is a financial services institution with market leading subsidiaries. FCMB has 271 branches in Nigeria, a presence in the United Kingdom and a representative office in the Republic of South Africa with over 3,000 staff and a turnover of US\$650m.**

- Coordinated multiple projects directed toward the realisation of the organisation's strategic business objectives. Led large cross-functional teams to deliver the credit management platform (AXE), the implementation of Naira Visa and MasterCard to enable customers to carry out their transactions from any part of the globe and the Loyalty programme designed to reward customers and encourage more patronage for the Bank. This resulted in the achievement of 30% growth in annual gross revenue.
- As a Project Manager, stepped in, turned around, and saved a \$2.5m implementation project for a Human Resource Management System. Built, strengthened and monitored a control framework ensuring that each task was assigned to a specific resource with a defined timeline for execution.
- Pioneered innovative team building and cross-functional project management techniques to expedite workflow, simplify processes, and reduce operating costs. Coached, mentored, and motivated team members, influencing them to take positive action and accountability for assigned work.
- Planned, designed and executed an electronic archival project to enhance the Document Management System (DMS). Managed and proactively monitored the overall progress, resolving issues and initiating corrective action, as required. This impacted on the overall loan processing by improving the turnaround time from 48 hours to 24 hours.
- Tracked, monitored and reported post-merger performance for the legacy Finbank to the Integration Project Steering Committee. Analysed variances from target as well as proffering solutions for performance improvement. This improved the balance sheet size by 10% within six months.
- Developed project plans and assumed responsibility for project profit and loss. Developed the business case with emphasis on net present value (NPV), internal rate of return (IRR) and return on investment (ROI). Directed project portfolios ranging from \$10m to \$20m. Led post implementation benefits tracking and performance reviews of the strategic initiatives focussed on achieving the Bank's three-year financial projections.

### **Finbank Plc: Head Management Information Systems - Lagos, Nigeria (Oct 2008 - Sep 2012)**

**FinBank Plc is a financial service provider in Nigeria which offers a wide range of products and financial services through 172 branches and subsidiaries in the area of Investment Banking, Retail Banking and Private Banking. It employs over 2,500 staff with a revenue base of approximately US\$450m.**

- Coordinated the preparation of the annual budget for the bank with a projected asset base of over US\$2bn. Allocated timelines to each activity and followed up to ensure compliance by tracking progress daily. Accelerated and concluded the budgeting process well ahead of the target date. Achieved a 20% cost savings by rejuvenating cost control consciousness using budgeting as a guiding tool to eliminate avoidable expenses.
- Designed and executed a robust performance management plan that increased the overall profitability of the bank by automating and integrating the Staff Appraisal System to the Business Intelligence Application, thus minimising manual intervention, ensuring objectivity in the appraisal process and offering a way to monitor the daily sales staff performance.
- Managed and monitored the bank's expenses to ensure that only budgeted and approved capital items or expenses were incurred. Sent daily budget tracking report to each service centre to assist with expense management. This resulted in a significant cost reduction of 45% for the bank within three years.
- Designed performance reports on the bank's business intelligence application software to capture the trends of key performance indices such as Risk Assets, Deposit, Net Interest Margin, Cost to Income Ratio, Cost of Risk, Liquidity Ratio, Capital Adequacy Ratio, Cost of Funds and Contribution Margins. This resulted in greater insight and visibility of the financial health of the bank to executive management.
- Developed and delivered a quarterly training workshop for two hundred business managers on performance improvement, balance sheet management, efficiency improvement and appraisal process, thereby successfully ensuring that the managers understood and accepted the appraisal scoring criteria and improved the overall perception of executive management.

### **Diamond Bank Plc: Head Statutory and Regulatory Reporting - Lagos, Nigeria (Apr 2006 - Sep 2008)**

**Diamond Bank Plc is a leading financial service provider in Nigeria with an asset base of over US\$5bn and a network of 242 branches. It has over 3,500 employees and market capitalisation in excess of US\$548m.**

- Successfully managed the prompt preparation, review and rendition of statutory returns to the Central Bank of Nigeria (CBN) and Nigeria Deposit Insurance Corporation (NDIC) such as daily, weekly, monthly, quarterly and semi-annual returns by creating a workflow and automating the process to eliminate delays.
- Enhanced liquidity management by delivering balance sheet movement trends and analysis reports to the Assets and Liabilities Committee (ALCO). This report enabled the committee to make quick decisions on the management of the bank's liabilities and assets in response to fluctuating financial environment. Consequently, over a period of three years, the bank was able to maintain a stable liquidity rate of about 35% which was above the regulatory benchmark of 30%.
- Coordinated and liaised with regulators and examiners to ensure that the bank complied with the various banking regulations by creating awareness amongst the relevant departments. Improved the bank's relationship with regulatory agencies by implementing lessons learned from previous visits. This tripled the speed of response and resolution of compliance to future issues raised by the regulators.
- Designed a Peer group report to analyse the bank's financial statements and pertinent information in order to measure the bank's performance relative to other banks. This enabled the bank to identify its competitive edge resulting in the development of more customer friendly products which enlarged its customer base from US\$1.5m to US\$2m within two years.
- Enhanced team building, increased staff output and productivity, focus, leadership and mentoring of trainees through regular coaching and engagement. Conducted weekly knowledge sharing sessions where 35 staff members of the division took turns to present on work related topics, skills and other information on the bank's product offerings thereby increasing morale and confidence.

### **Hallmark Bank Plc: Head Management Account Unit - Lagos, Nigeria (Apr 2001 - Apr 2006)**

**Hallmark Bank Plc is a financial service provider in Nigeria. The bank was acquired by Ecobank Nigeria plc during the consolidation programme of the Central Bank of Nigerian in 2005 with over 2,000 staff and a turnover of US\$50m.**

- Led a specialist taskforce of five accountants that successfully reconciled Inter-branch accounts with an abnormal balance of over US\$10m from inception. Recommended measures to forestall future re-occurrence of the anomaly.
- Successfully ensured accurate financial reporting by supervising data capturing, proofs and reconciliation of accounts. Reconciled the bank's account with the Central Bank Account statement.
- Increased the efficiency of a team of five staff through utilising a continuous improvement approach, on the job training and coaching to create a result-orientated culture in the team which improved productivity by 25%.
- Promoted to become the youngest Head of the Management Accounting Unit in the Finance Division due to proactive and professional approach to duties and strong work ethic. First ever non chartered accountant to be made Head of Management Account Unit in the Bank.
- Improved communications between the business managers and back office staff by encouraging weekly informal sessions across the various teams including top management of the Bank. This improved staff interpersonal relationships as well as the response turnaround times across multiple departments.

### **Variety Latex Product Limited: Marketing Executive - Lagos, Nigeria (Mar 1999 - Apr 2001)**

**Variety Latex Products Ltd is a latex product marketing company that specialises in the sale of surgical gloves and safety kits with over 100 staff and a turnover of US\$5m.**

- Increased sales and product distribution by 30% and enlarged the customer base of the company by successfully establishing branches in the 20 state capitals in Nigeria.
- Delivered marketing and sales activities for the company's products within Nigeria. Improved the company's client share by conducting a strategic evaluation of the market to identify potential new customers and efficiently planned, organised and visited them to establish new relations.
- Successfully established and maintained competitive pricing which directly led to higher sales by constantly following the prices offered by competition, cost of importing goods and foreign exchange rates. Optimised sales by introducing discount on bulk purchase.

## Details



Name:  
Mr Olabode Ogunbodede  
Nationality:  
Nigerian

Current Course:  
FTMBA  
Interests:  
Strong interest in Renewable Energy, IT and Biotechnology. Enjoys playing chess, soccer and developing 3D and flash multimedia animations for websites. Spends free time mentoring teenagers in church.

## Personal Statement

A highly motivated and results oriented individual with four years' experience in retail banking. Strong analytical, risk management, business development and client management skills. A creative and innovative thinker with a track record of achieving goals either individually or as part of a team.

## Key Achievements

Successfully led a team of six to reconcile unbalanced ATM ledger accounts in time to prevent writing off a 12m Naira loss at the end of the financial year while working in Zenith Bank Nigeria.

Led a team to commercialise a Tuberculosis diagnostic device and was presented with an award for the Best Business Development team in a competition at the University of Warwick 2011.

Based on exceptional performance, promoted within three months to the position of Senior Financial Crimes Investigator, a position which normally takes a minimum of two years to attain.

## Qualifications:

MSc Biotechnology, Bioprocessing and Business Management  
University of Warwick  
2010 - 2011

BSc Microbiology  
University of Ibadan  
2003 - 2007

## Career History:

### **Barclays Bank: Senior Financial Crimes Investigator - Coventry, UK (July 2012 - Sept 2013)**

**Barclays is a major global financial services provider with an extensive international presence in Europe, the Americas, Africa and Asia. The company has an annual turnover of approximately £30bn and employs approximately 140,000 people.**

- Routinely investigated the bank's corporate and personal products for suspicious and fraudulent activity. Analysed customer spending habits and information received from both internal and external intelligence sources, identified suspicious activity and took prompt action to prevent any loss. Saved the bank approximately £500k within the first year.
- Implemented a new system to update customer account status information. Successfully developed a new system within the fraud prevention team used to provide account status information to other colleagues within the bank. This helped increase turnaround by 12% on each case.
- Mentored and trained newly recruited fraud investigators to detect and prevent any future risk. Introduced new recruits to fraud detection systems, identified individual weaknesses and tailored custom learning paths to facilitate understanding. This helped simultaneously reduce both their decision making time, system errors and increased their individual case turnaround time.
- Investigated suspected fraudulent money laundering accounts and made critical decisions to terminate relationships. Identified suspicious accounts, identified source of funds, determined if clients are witting or unwitting beneficiaries of fraud and recovered funds wherever possible. This helped increase the bank's compliance with the Anti-Money Laundering act and reduce potential money laundering activity through the bank.
- Routinely provided excellent customer service to victims of fraudulent scams. Identified source of vulnerability, provided advice to avoid the possibility of reoccurrence and provided regular updates on status of the investigation whilst continuing to ensure their accounts were operating efficiently. This helped to ensure that clients were able to access their accounts in half the required time, resume business activities and also reduce complaint levels.

### **Barclays Bank: Debit Card Operations Advisor - Coventry, UK (Apr 2012 - June 2012)**

**Debit Card Operations is a team of approximately 100 people providing support for a wide range of payment options provided by Barclays Bank for its corporate and personal clients.**

- Routinely ensured the same day production of cards reported lost and stolen. Applied permanent blocks to missing or stolen cards, ensured new cards were produced and available for pickup by customer in the nearest branch on the same day. This helped ensure customers could obtain access to their accounts and funds irrespective of their location within the UK.

### **Zenith Bank: Retail Bank Executive Trainee - Ibadan, Nigeria (Oct 2008 - Oct 2010)**

**Zenith bank is a Nigerian top tier bank with a turnover of over 300bn Naira. The bank has subsidiaries in the UK, Ghana, Sierra Leone, Gambia, and South Africa and employs over 7000 people.**

- Supervised banking operations in a mini branch processing over 1.5bn Naira on a monthly basis for corporate clients in the oil and gas industry. Allocated responsibilities based on daily business requirements, liaised with senior management to provide temporary overdrafts, ensured all transactions were made before daily stipulated cut-off times. This ensured all clients could obtain their daily oil consignments in time for the next working day.
- Supervised a team of six to reconcile unbalanced Automated Teller Machine general ledger accounts within tight deadlines. Ensured ledger balances were equal to physical cash figures and ensured incorrect entries were accurately processed. This helped the branch avoid writing off a 12m Naira loss equivalent to about 1.5% of profit at the end of the financial year.
- Ensured effective cash operations in a mini branch with up to five staff members. Allocated responsibilities, provided excellent service by ensuring transactions were processed on time, provided advice on the bank's products and services to both corporate and personal customers. This helped increase the monthly turnover from the branch and total transactions processed by 75% over a six month period exceeding management's expectations.
- Routinely supervised the installation, maintenance and repair of Automated Teller Machines at branch level whilst continually managing budgets across four sites. This ensured continuous service for the bank's clients within both private and public locations.

### **Zenith Bank Nigeria: Intern - Ilorin, Nigeria (Nov 2007 - Sept 2008)**

**Zenith bank Ilorin is a zonal head office overseeing 15 branches with combined annual profits in excess of 1.5bn Naira.**

- Completed a year long Internship in retail banking, worked within the operations department, ensured a backlog of Managers Cheque payments for the state's university were accurately credited within tight deadlines, supervised cash collection centres and assisted in ATM general ledger reconciliation. Strong performance feedback at the end of the internship resulted in full term employment.

## Details



Name:  
Miss Lalitesh Pal  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
Keen on travelling and exploring new cultures, event organising to promote education and women empowerment in rural areas, performing Indian classical dance and watching cricket and tennis.

## Personal Statement

A result-orientated leader with over seven years of global experience in IT-consulting, project management and training. Possesses strong analytical, negotiation skills and a natural ability to identify and structure complex business problems. Ability to make a personal impact and obtaining the best from people. Passion for employee engagement and business growth in line with organisational visions and work ethic.

## Key Achievements

Four times winner of Amdocs Outstanding Performance Award, recipient of Amdocs Service & Commitment Award and Polaris outstanding performance award for continually delivering successful projects.

Started a community group called Bharat Uday to organise awareness events for underprivileged children. As a result 250+ children have now successfully completed their key schooling to date.

Recipient of state school scholarships for constantly being in the top 50 performing students across the state over a seven year period.

## Qualifications:

Bachelor of Technology(IT)  
Institute of Engineering & Technology , Lucknow  
2001 - 2005

Certification in Business Process methodology and model  
Amdocs Consulting Division  
2011 - 2012

## Career History:

**Amdocs: Team Lead - India and Bulgaria ( Sep 2012 - Aug 2013)**



**Amdocs Limited is a provider of business services for billing customer relationship management and operations support systems. Based in Chesterfield, Missouri, Amdocs has more than 20,000 employees, serves customers in more than fifty countries with annual revenues in excess of US\$3.2bn.**

- Managed the migration and implementation of a major system release related to post paid subscribers billing solutions and changes into the production system. Delivered a 15% decrease in the fail rate and enhanced client service. Acted as an expert for the development of various strategic technology solutions including testing. Developed and delivered a number of key efficiency projects to save the firm time and money, as well as manage and control risk.
- Created a centralised management reporting to illustrate performance, fail rate and other key performance metrics. Implemented regular daily review meetings with key clients to discuss performance and opportunities for improvement with each phase. As a result received very positive feedback from clients and reduced the reporting duplication by 30%.
- Worked with key project managers to create and establish end to end programme management instructions and a series of tools and templates which spanned the project lifecycle to ensure consistent, effective service delivery. Implemented with the client M-Tel Bulgaria as trial Run and achieved a reduction in total delivery time by 35%. Amdocs now plan to implement this programme more widely with other key clients.

**Amdocs: Team Lead - India and UK (Aug 2010 - Sep 2012)**

**Client - Vodafone UK. Vodafone UK is a provider of telecommunications services in the United Kingdom. Vodafone UK has 19.2 m subscriber base with annual revenues in excess of US\$5.4bn. Amdocs provides a complete billing system which interfaces with external systems.**

- Successfully led and managed a team of five technical experts to implement and deliver key billing enhancement projects such as Vodafone EuroTraveller, Vodafone Red Hot and many more. Mentored, offered independent coaching, tracked tasks and the final delivery of work while simultaneously managing all client operations, vendor coordination, quality control and project profit and loss.
- Defined a process for the daily transition of work between the onshore and offshore project delivery teams. Delivered more than 10 projects involving communication and engagement at all levels with both internal and external clients and colleagues. All projects were successfully fulfilled in time and to budget despite high pressure due to restricted timelines.
- Participated in project scoping and review meetings as system integration team lead at Vodafone UK headquarters. Crafted technical solutions based on scoping and ensured project delivery met technical standards under stringent deadlines. As a result, received positive recognition from key business managers and was awarded on two separate occasions for outstanding performance.

**Amdocs: Team Lead - India (July 2009 - Aug 2010)**

**Client - T-Mobile USA. T-Mobile US, Inc. is a United States Wireless network operator, headquartered in Bellevue, Washington The company operates the wireless networks in the U.S. market with a 44 m subscriber base with annual revenues in excess of US\$21.35bn.**

- Delivered a complex data migration project achieving zero production defects in first six months of Go-Live. Signed a non-disclosure agreement with client as it involved confidential key data. Participated in project scoping sessions and review meetings with all stakeholders. As a Result was awarded with Special Bonus Award for outstanding performance along with appreciation letter from management.
- Designed and introduced an innovative corporate programme of motivation, education and personal growth for developing new subject matter experts in billing solutions for telecom service providers. Presented to the management group and negotiated an additional budget for this corporate programme. As a result, the staff turnover reduced by 50% and staff satisfaction doubled reaching 86%.

**Amdocs: Training Trustee - India (Jul 2008 - Aug 2013)**

**Client - Amdocs Consulting Division. Acted as a Training Trustee, responsible for recruiting new staff to provide new facilitators for all areas of the organisation when required.**

- Coached new trainers as part of a Train the Trainer (TTT) programme to create more facilitators at Amdocs. These facilitators trained college students from across the country, transforming them from students to experienced professionals with domain knowledge.
- Recruited and interviewed new staff with zero-three years of experience in billing systems to meet new project requirements. Maintained KPI reporting of the new employees to help all divisions re-organise their resources according to each new project and staff capability. Successfully managed performance evaluation processes of three project teams comprising of 18 team members.

**Amdocs: Production Defect Coordinator - India (Feb 2008 - July 2009)**

**Client - AT&T USA. AT&T Inc. is an American multi-national telecommunications corporation headquartered in Dallas, Texas. AT&T is the largest provider of telephony and broadband subscription services in the USA and has a 107.9 m mobile subscriber base with annual revenues in excess of US\$127.4bn.**

- Led a team of 45 members situated at different locations across India and USA. Handled the complexity involved in dealing with various time zones while complying with service level agreements. Acted as single point of contact for all defect deliveries between the client and Amdocs delivery team. As a result, reduced project cost by 15%. Presented with special bonus award for outstanding performance and continually received letters of appreciation from senior management across the company.
- Promoted continuous improvement and motivated a team of analysts to identify and provide alternative process improvement solutions to reduce the operational costs. As a result, achieved a reduction in operational costs by 25%.

**Polaris: Associate Consultant - India (Oct 2005 - Dec 2007)**

**Polaris is a leading provider of technology products, legacy modernisation services and consulting for core banking and retail. Polaris has more than 13,500 employees, and serves customers in more than 30 countries with annual revenues in excess of US\$0.5bn.**

- Managed and delivered customer solutions in record time for multiple till machines with complex business requirements for more than five Indian retail clients including Vishal Mega Mart, Jumbo Hyper market, Ritu Kumar. Analysed the business requirements, created a blueprint and led a specialist team of 10 members through the technical implementation. As a result, Polaris won a five years post-production on-going support contract.
- Contributed in securing additional contracts for Welspun Retail by collaborating with the pre-sales and marketing teams to gather information and create proposals. Also provided new resources, cost estimation for new projects against proposals, provided prototype solutions and architectures for business process.
- Successfully conducted various seminars and training sessions across the organisation to improve the staff's domain expertise and soft skills of all team members from varied projects.
- Recognised by senior management and key business stakeholders for outstanding performance for consistently delivering exceptional service within highly pressurised environments for key business partners.

## Details



Name:  
Mr Satyaprakash Pandey  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
Enjoy film making, producing  
short, ad and corporate films;  
International travel and  
exploring new cultures and  
most forms of sport especially  
cricket, badminton and chess.

## Personal Statement

Multifaceted professional with over eight years' experience in information technology, banking and film-making, whose expertise lies in handling client engagement and project management for million dollar IT projects. Possesses strong leadership and communication skills, proven ability in pre-sales, business and technology consulting for banking clients across the globe and a passion to produce/direct independent short, corporate and ad films.

## Key Achievements

Finalists of Maverick, a Deloitte US India business competition, competing with 442 teams, 1326 professionals and successfully passed numerous internal boardroom elimination rounds to reach the final.

Won multiple project awards for various client engagements as pre-sales, business and technology consultant for global clients across Europe, Latin America, and South-East Asia.

Set up an independent film production house 'Fantasia Productions' successfully producing, marketing and releasing professional short, corporate and ad films which can be viewed on YouTube.

## Qualifications:

Bachelor of Engineering  
Visvesvaraya National Institute of Technology,  
Nagpur, India  
2001 - 2005

PMBOK 5th Edition  
Project Management Institute  
2013 - 2013

Banking Processes Certifications  
Dun & Bradstreet  
2005 - 2012

## Career History:

### **Deloitte US India LLP: Project Manager - Hyderabad, India (Feb 2013 - Sep 2013)**

**Deloitte US India is an organisation of 14000 professionals offering a wide range of services to Deloitte Touche & Tohmatsu Limited member firms across the globe including Audit & Risk Enterprise, Consulting, Financial Advisory, Tax and enabling areas with a turnover of more than US\$10bn.**

- Mastered project management execution and delivered multiple million dollar IT projects each ranging around 6000 project hours for a variety of services including financial tax, consulting, government and mobile communications. Managed cross-functional interaction between various teams working as part of a strong matrix organisation communicating and engaging at all levels.
- Implemented key improvements in the project management service delivery methodology for Deloitte US India. Led various initiatives for the project management office within Deloitte, drove monthly meetings, led training and testing sessions to continuously improve process and aligned other virtual teams.
- Successfully completed 35 hours of intensive fifth edition PMBOK training in pursuit of a Project Management Professional (PMP) certificate offered by Project Management Institute (PMI).

### **Infosys: Consultant - Client: Australia New Zealand Bank - Philippines (Jan 2012 - Aug 2012)**

**Infosys is a global leader in consulting, technology and outsourcing solutions driven by 150000 professionals with an annual revenue of more than \$4.7bn. The Australian and New Zealand Banking Group Limited (ANZ) is a customer of Infosys and has used Finacle to quickly expand its business in Asia.**

- Managed the implementation of Finacle systems across multiple Asian countries as part of ANZ's regional base model (Finacle version 10, Regulatory Reporting and Group Finance Integration). Received prestigious 'GEM' award and 'On Spot' award for delivering critical consulting work as part of requirement gathering and product implementation phase.
- Working in a direct client engagement role, led the core banking transformation process into ANZ managing all related activities surrounding the project implementation. Directly engaged with senior country and regional stakeholders, building relationships, managing country deliverables to make sure all milestones were met whilst continually acting as the single point of escalation for the implementation across the country.
- Managed the end to end project execution for a key banking system implementation including project scoping, design, resource planning, budgeting and managing project risks to ensure the successful delivery and implementation.
- Participated and successfully provided support as part of a sales enablement process from an implementation and solution perspective to the Finacle sales team during the sales process and request for proposals.

### **Infosys: Consultant - Client: Banca Mifel - Mexico City, Mexico (Jun 2011 - Dec 2011)**

**Banca Mifel is one of Mexico's leading banks with over 47 branches across Mexico. Finacle implementation in MIFEL was part of a broader business transformation to improve operational efficiency and customer service while overcoming challenges posed by legacy system.**

- Led the successful implementation of a Finacle Core Banking solution to maximise straight through processing and accelerate automation of operations across its delivery channels and 47 branches.
- Overcame the challenges of managing complex banking processes and the constraints of working with interpreters translating Spanish to English. Successfully set up and supported regular cross-cultural partnering discussions to develop a cordial relation between two opposite groups of professionals.

### **Infosys: Consultant - Client: Raiffeisen Bank - Prague, Czech Republic (Jan 2009 - May 2011)**

**Raiffeisen Bank is a subsidiary of Raiffeisen International and the second largest international banking group in Central and Eastern Europe (CEE). Working within a Finacle implementation team to standardise the Bank's technology platform and enable the consolidation of operations across CEE.**

- Played a key role within the Infosys implementation team to deploy Finacle version 10 for multiple Raiffeisen branches across CEE including the deployment of Finacle core banking, CRM, e-banking, mobile, and alerts solutions. As part of the first phase implementation, supported the bank to develop their innovation agenda, enabling them to differentiate their products and service, enhance customer experience and achieve greater operational efficiency.
- Assisted the sales team during the extensive selection process for acquiring a new generation banking platform. Analysed, identified and successfully introduced a new system to support the bank's imperatives on scalability, increase innovation and time to market for business related changes by providing regular demonstrations and proof of concepts.

### **Fantasia Productions: Owner - Hyderabad, India (Jan 2008 - Present)**

**Fantasia Productions is a film production house producing Independent Short, Corporate and Advert Films. Starting out as an individual entity, it soon collaborated with established production houses like Teluguone.com, Ad-venture.com and corporate firms like Deloitte to produce quality short films.**

- Produced multiple corporate videos for Deloitte bringing eminence to the Project Management unit within the firm. Competed in various corporate video competitions with videos finding a place in Deloitte Media Portal.
- Produced and directed multiple short films in collaboration with other established short film production houses. Managed an international, amateur short film 'Letters from Prague', comprising cast and crew from multiple international countries like Czech Republic, France, Italy, Poland, England, India.
- Produced an ad film urging the younger generation to vote as part of the 'I Vote' campaign for 2014 general elections in India. This ad has been recognised and highly regarded within the social medial world for improving awareness.
- Worked as Assistant Director for major Bollywood films like Rockstar, understanding the complete nature of the film production process. Developed in-depth knowledge of script narration, preparing the sets ready for shoot, tracking daily shoot progress to complete the film production schedule as planned, call sheets and continuity casting for supporting artists.

**Infosys: Consultant - Client: ICICI, Mumbai, India and Bancolombia, Colombia (Jun 2005 - Dec 2008)**

**ICICI Bank is the second largest bank in India having assets of US\$79bn with around 950 branches in India. Bancolombia is a regional banking leader in Latin America with presence in Colombia, Panama, Puerto Rico and Cayman Islands.**

- Successfully managed quick fix solutions for straight through processing of financial transactions enabling seamless integration of Finacle software with multiple applications such as credit cards, mutual funds, brokerage, call center and data warehousing systems.
- Adapted and supported existing customised products for multiple divisions within the bank, including retail, corporate, investment banking, wealth management systems, transactions and trade finance. Improved regional efficiency by providing direct technical guidance and continual managerial support.
- Made a direct operational cost saving of INR3.6m by providing an automated procedure for opening new customer accounts saving around 20000 person hours an year. Received recognition from key management within ICICI technology, which helped to successfully secure an international assignment in Colombia.
- Maintained the service delivery as a Technology Consultant at Bancolombia. Integrated regional operations whilst continually interfacing with all the branches around the region, decreasing their costs as they expand around Latin America.
- As part of functional banking consulting team, provided services to help Bancolombia operate on a seamless platform across Latin America and consolidate operations from across the region into a single, state-of-the-art system.

## Details



Name:  
Mr Gaurav Pandey  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
Avid interest in current international and political affairs. Enjoy playing chess and cricket. Part of 'Save the Ganges' campaign, in order to educate people about keeping rivers clean.

## Personal Statement

An enthusiastic and result-oriented consultant with proven leadership and communication skills while working extensively across diverse countries and cultures. Over 10 years of experience in technology consulting, business development, client support, risk analysis and disaster recovery management. Consistently worked with Fortune 500 companies, helping them meet their data and compliance needs to deliver results under strict deadlines.

## Key Achievements

Instrumental in making Ardos (a startup) a close partner for Hitachi Data System in EMEA region, to deliver Hitachi solutions directly to enterprise customer as part of Hitachi's Global solution team.

Key player in starting the solutions arm of Hitachi Belgium and taking it from negligible to US\$2.1m. In the process, Belgium also won the EMEA award for 'Best small country' from Hitachi Global.

Single-handedly completed the data migration, storage design and disaster planning of Vodafone's Greece data center, migrating more than 200 terabytes of data to the latest Hitachi technology.

## Qualifications:

M S Computer Security, Forensics and Risk  
Managment  
University of Greenwich, London, United Kingdom  
2009 - 2010

Bachelor in Commerce  
University of Delhi, New Delhi, India  
2000 - 2003

## Career History:

**Hitachi Data Systems: Pre-Sales and Solution Consultant - Brussels, Belgium (Mar 2011 - Aug 2013)**

**Hitachi Data Systems is a subsidiary of Hitachi Ltd and a leader in virtualisation technology. It is one of top three storage vendors in the world and operates in more than 100 countries. Its customers include more than 70% of Fortune 100 with 6000 employees worldwide and a turnover of**

**US\$117.8bn.**

- Part of the initial team at Hitachi that kick-started the services business in the Belgium Luxembourg markets taking Hitachi from a hardware vendor to a complete solution provider. Directly engaged with existing customers to expand the business offering, strengthen the company brand and to actively target and acquire new customers. The service sales revenue increased to more than US\$2m within two years.
- Successfully implemented a design project for a big government set-up (SMALS) worth US \$1m. SMALS is a government organisation that supports and supervises the e-government programme in the social and health care sector. Completed the design, implementation and integration of the data storage environment, and knowledge transfer to the customer's technical team, paving the way for a long-term association between Hitachi and SMALS.
- Played a key role in a Electrabel (GDF Suez) project worth more than US \$3m, spanning across France and Belgium. Electrabel (GDF SUEZ) is a world leader in energy and supplies electricity and natural gas to six million customers. Worked with international consultants from France, United Kingdom and Belgium to execute the project. This project played a big role within Hitachi and became known as a solution provider in Belgium, with Electrabel acting as a reference for other customers.
- Worked in a multi-faceted role at Hitachi Data Systems (HDS), helping the Sales and Pre Sales teams with new business proposals and supporting the product installation team to develop and implement new solutions. Acted as a single point of contact for all service related issues for customers in the region, including Electrabel, European Commission, NMBS (Belgium Railways) and SMALS (Government). Efficient service delivery induced the buy in of new Hitachi solutions, increasing revenues to US\$2m.
- Completed a data center migration from Atos in The Netherlands to Cegeka in Belgium, through a disaster recovery link for an energy company called Delta. Worked closely with key business managers in the three companies with a complex setup of multiple technical teams. Guided the teams through setup, installation and initiation of the complete migration, completing the project on time and within budget. Success of the project allowed Delta to take advantage of the latest technology with Cegeka.

#### **ArDOS IT Solutions: Principal Consultant - EMEA (Jan 2010 - Sept 2013)**

**ArDOS was founded in 2008 by a team of business and data storage professionals to address the growing need for data storage services in the EMEA region. It is a partner driven company, with alliances with major technology companies. It has about 25 employees generating a revenue of about US \$1.5m.**

- Developed a strong relationship with the partner company, Hitachi Data Systems (HDS), and explored new business opportunities, as and when required. Led ArDOS with a team of four consultants to successfully sign a full partner contract with Hitachi and become a first choice partner for delivering its solutions. This resulted in the company becoming profitable within two years of its inception with a revenue stream of over US\$800K annually from Hitachi.
- Worked and successfully completed major data migration projects for Atos Origin in The Netherlands and Vodafone in Greece. These were multi million dollar contracts which helped ArDOS gain a foothold in the storage professional services business in the EMEA region.
- Hired, trained and mentored new consultants to cater to the new business growth. Led a team of three consultants remotely to successfully complete one of the most demanding projects for Nokia in Finland.
- Absorbed by HDS Belgium to work full-time as a sales and solutions consultant for all their customers in the region. A full-time role would mean that ArDOS gets a fixed amount every month rather than an unpredictable project by project revenue. This helped in bringing further stability to ArDOS' revenue stream.

#### **Apara IT Services: Technical Consultant - Bangalore, India (Jul 2007 - Dec 2008)**

**Apara provides specialised consulting in the field of Enterprise Storage and Security. It has established itself as a leading Systems Integrator partner for the Enterprise Customers. Its operations are mostly in India with an employee strength of about 150, generating a total revenue of US \$4m.**

- Selected to become part of a highly skilled service delivery team for delivering global projects. Started Apara's first major international project for Hitachi at Maastricht, The Netherlands, to set up data storage, backup and disaster recovery infrastructure for a client, AZM Hospital. Worked as a single consultant from Hitachi, aligning with customer's management and technical teams to successfully complete the project, paving the way for a long-term association between Hitachi and Apara.
- Part of the team responsible for IT auditing and maintenance of large customers such as HDFC bank and Motorola in India. Completed the first major data storage auditing project at HDFC bank, where the current environment was analysed for performance and redundancy. This led to formulating best practice that could be used for international projects in the EMEA region.

#### **Hewlett Packard: Senior Systems Engineer - Bangalore, India (Nov 2004 - June 2007)**

**Hewlett Packard (HP) is a global IT giant and a leader in Enterprise technology, with an annual turnover of US\$112bn. At Bangalore, HP's global delivery center employs more than 3000 people providing support to its enterprise customers across Europe, North America and Asia Pacific.**

- Key member of HP's server support pilot team to transition enterprise customer support from the United Kingdom to India. Quickly understood key aspects of the technology and carried out effective communication with international customers, providing efficient support. This was the first enterprise support assignment to come to Bangalore and its successful completion paved the way for a range of other products and regions.
- Promoted from HP server support to join the enterprise data storage team. This was one of the highest level technology teams in the Bangalore center. Successfully learnt the technology to become an integral part of the team and achieved high customer ratings.
- Trained and mentored new staff for the data storage team to meet growing demands. Delivered both individual and mini group sessions to help improve technical knowledge, process skills and on call etiquette. Successfully increased the support team from six members to over 20, extending the service offering to a 24/7 support service.
- Recognised for continually delivering and exceeding all targets both individually and within a team for the server and storage department. Received the highest performance rating 'key contributor' in all appraisals.

## Details



Name:  
Mr Vivek Raj  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
Tennis – Ranked # 53 as  
advanced singles Tennis player  
in 2009 in Singapore, Event  
Management – have organised  
many Indian weddings for  
family and friends and various  
events at college and  
workplace.

## Personal Statement

Result orientated consultant with more than eight years of experience in successfully delivering Technology Consulting, Business Development and Client Relationship Management across India, Singapore and the UK. Achieved high levels of client satisfaction and continual repeat business. Strong communication, analytical and team leading capabilities, having led small to medium size cross-functional teams spanning diverse geographies.

## Key Achievements

Successfully led an international cross-cultural team on an UK assignment for Dixons worth over £10m and delivered them all with highest quality and within budget and restrictive time constraints.

Created road maps which led to faster project implementation for multiple clients in various sectors such as Retail - Dixons (UK), Automotive - Honda (Japan), and Insurance - ANICO (US).

NCFM certified for Financial Markets by National Stock Exchange of India in the year 2007 for the understanding of the fundamentals of finance markets such as the equity and derivatives markets.

## Qualifications:

Bachelor in Engineering, Electronics & Communications  
Manipal University  
2001 - 2005



## Career History:

### **IBM : Senior Consultant - Kolkata, India (Sept 2012 - Sept 2013)**

**IBM is a multinational technology and consulting corporation. It offers infrastructure, hosting and consulting services in areas ranging from mainframe computers to nanotechnology in both the hardware and software space. It has more than 400,000 employees and boasts revenues of over US\$100bn.**

- Led a team of consultants to integrate differing business units such as Automotive, Motorcycles, Power equipment, and spare parts/components spread over North America and Japan for a leading automotive client, Honda. Streamlined its finance and procurement systems using the latest integration technologies which led to faster inventory turnover.
- As part of the leadership project team, mapped core client business processes to standard quality methodologies used as industry best practices by actively engaging in project estimations and analysed ever changing market dynamics resulting in reduced recurring costs.
- Engaged in multiple roles of training, hiring, mentoring fresh graduates, and delivering presentations for new hires and cross-functional teams. Helped them set growth goals according to the organisation requirements and periodic reviews which made them billable and productive in clients projects.
- Defined requirements, prepared solution agreements and effort estimations, and provided functional and technical solutions as an application consultant by working in close collaboration with Honda IT and the business division to consolidate multiple independent software applications into a single, common instance.

### **HCL Technologies : Consultant - Kolkata/Bangalore, India and Singapore (Jun 2007 - Sept 2012)**

**HCL Technologies is a technology and consulting company headquartered in India which is primarily engaged in providing a range of outsourcing services, business process outsourcing and infrastructure services. It has revenues of more than US\$6bn with more than 100,000 employees.**

- Modelled estimates, tracked technical issues and coordinated the activities to deliver the technical solutions within given constraints of time and budget for a High Tech customer, Spansion (US). Achieved this by collaborating with key stakeholders for business process understanding and requirement gathering.
- Managed and resolved crisis situations faced by a key Insurance client, American National Insurance Company (US) by assembling and leading cross-functional teams. Collaborated closely with senior executives and senior technical leaders to deliver critical solutions, resulting in quicker processing of insurance claims payments.
- Phased out legacy applications and introduced new applications by formulating and implementing strategies which involved good negotiation and selling skills to convince the customer of the long-term benefits. Created a three pronged strategy to influence the decision of the client and utilise the existing infrastructure to maximise Spansion profits by interacting with the CIO of the APAC region.
- Advised and worked closely with the pre-sales team and spearheaded the technical team in conceptualising project proposals and contracts for five projects. This work was instrumental in winning a strategic deal worth US\$1.2m.
- Managed extensive onsite-offshore coordination and client relations, supervised the implementation of standardised practices and procedures of the organisation by means of benchmarking certain project activities for clients such as Dixons (Retail - UK), Spansion (High Tech – US, Asia & Europe), Tide Water and Oil Company (Oil & Gas - India), NTUC Fairprice (Retail - Singapore), and ANICO (Insurance - US).

### **Hewlett Packard : System Engineer - Bangalore, India (Jul 2005 - Jun 2007)**

**Hewlett-Packard Company is a multinational corporation which provides products, technologies, software and services to consumers, small to large enterprises, including customers in the government, health and education sectors. It has revenues of more than US\$120bn with more than 300,000 employees.**

- Devised a common platform by working closely with onsite leadership team as an integration consultant to support the multiple file formats used by P&G across Europe which saved 20% of time on development efforts for business units.
- Coordinated with senior project leaders in the integration of P&G (North America) with newly acquired FMCG companies Prestige/Gillette to deliver the project on time. Drove product improvements based on clients' needs; coached team members on new requirements and engaged in multiple roles of training, mentoring and running presentations for new hires and cross-functional teams.
- Collaborated with the sales teams to deliver solution demos to win new projects and re-new existing ones for new clients in the EU, NA for deals worth US\$1m. The tasks involved working in collaboration with Solution Marketing to identify business scenarios, develop an industry specific storyboard, and showcase the business case of the product.
- Received outstanding contributor award during the second year of service resulting in fast track career progression.

## Details



Name:  
Mrs Charlotte Ryland  
Nationality:  
British

Current Course:  
FTMBA  
Interests:  
Active member of a golf club  
and keen skier. Enjoys  
participating in music including  
choirs and piano. Trustee of a  
charity, Born to be Beautiful.

## Personal Statement

Senior Fund Manager with a leading global asset management firm. Over fifteen years' experience in the investment of institutional funds in equities and bonds. Confident team player with strong communication skills contributing to investment analysis, client servicing and operations.

## Key Achievements

Recognised for consistently meeting and exceeding performance expectations and promoted to Global Fund Manager controlling over £1bn of global equity funds for UK and International clients.

Grew assets under management through cash injections of circa £100m from existing clients and brought in around £500m of new funds through successful new business pitches.

Scholarship to the College of William & Mary in 1996 and to Cranfield FTMBA in 2013/14.

## Qualifications:

Chartered Financial Analyst  
CFA Institute  
1999 - 2001

MA American History  
College of William & Mary, Virginia, USA  
1996 - 1997

MA (Hons) Modern History (First Class)  
University of St Andrews  
1992 - 1996

## Career History:

### **Born to be Beautiful: Volunteer - Cambridge, UK (May 2013 - Sep 2013)**

**Born to be Beautiful is a small charity providing vocational training to victims of abject poverty, trafficking or war, primarily operating in Uganda and India.**

- Designed and managed the implementation of basic operational procedures for the recently established charity. Created policies on bribery and financial controls as well as preparation of the accounts and documentation for the charity regulator. Also successfully prepared the initial business strategy for the charity's proposed training school and salon in Uganda.
- Planned and participated in promotional events such as a stand at Cambridge Style Week, which successfully raised the profile of the charity and attracted in new interns to help with operations.

### **Newton Investment Management: Global Fund Manager - London, UK (Jun 2008 - May 2013)**

**Newton is a London based investment manager, focussed on global equities and fixed income and provides services for a mix of institutional and retail clients globally. It has £54bn of assets under management.**

- The substantial growth in demand for global benchmark products and the need for additional resource, provided an opportunity to move to the global equity team, taking on the management of over £1bn of segregated funds. Took responsibility for the Asian global clients, with regular meetings in Hong Kong and Taiwan. Also acted as alternate manager on the Newton North American fund.
- Provided temporary cover after the departure of the Global Staples Analyst. Managed the house recommendation list, produced written analyses and forecasts and took charge of maintaining communications with all company management including external analysts. This coverage allowed the house to maintain its positions in the sector and take advantage of news-flow and changing market conditions.
- Grew assets under management from existing clients as well as pitching for and winning a circa £100m charity mandate, with ethical restrictions.
- Acted as a member of the internal operations and risk committees. This included coordinating with other departments to set up a system to monitor cash levels across the house and ensure they were both secure and generating an appropriate return.

### **Newton Investment Management: Multi Asset Fund Manager - London, UK (Jun 2001 - Jun 2008)**

**Newton is a leading provider of investment services for the UK's defined benefit pension market, with several million pounds of assets in UK biased multi asset funds.**

- Key member of a specialist multi-asset fund management team taking full control of key clients. Steadily grew the number of accounts over the following year, successfully developing a strong performance track record, meeting and exceeding client's objectives.
- Took part in final pitches for new business, helping bring in, as lead manager, approximately £350m from new clients as well as growing assets from existing clients through discretionary cash injections of around £100m.
- Collaborated with the in-house research team on idea generation, including meetings with company management in the UK and abroad and represented Newton at industry conferences. Led focus group discussions on key topics, which changed the positioning across funds and personally led on the initiation of several successful house holdings.
- Conducted quarterly meetings with clients and consultants to update on performance and positioning. Regularly received positive feedback on presentational skills and relationships with clients, which was especially valuable during the difficult conditions of the financial crisis.

### **Newton Investment Management: Graduate Trainee - London, UK (Jun 1997 - Jun 2001)**

**Newton's Graduate Trainee Scheme consisted of academic study, rotations through internal departments such as research and on the job training.**

- Provided support for the Balanced Funds desk, preparing presentation packs and analysis of fund positioning and performance. Enhanced analytical skills by undertaking the coverage of smaller media companies for the house and was successfully promoted to Assistant Fund Manager.
- Managed to combine work with demanding studies and successfully passed the Investment Management Certificate and the three parts of the Chartered Financial Analyst exams.

## Details



Name:  
Mr Kalyan Samaddar  
Nationality:  
Indian  
Second Nationality:  
Singaporean

Current Course:  
FTMBA  
Interests:  
Enjoy travelling, taking long  
road trips and exploring  
uncommon places. Keen  
interest in macro photography,  
aviation and real estate.

## Personal Statement

Self-driven, result orientated Manager with vast international experience in Asia Pacific. Positive and highly adaptable professional guided by personal integrity, values and ethics. Experienced in diverse functions like customer service, product development, IT, consulting and general management; in multiple industry sectors such as consumer goods, automotive, banking, IT and aviation.

## Key Achievements

Led many multi-million dollar cross-functional projects of national importance. Was acknowledged with national level Ministers Innovation Awards on two separate occasions for leadership abilities.

Recognised and awarded at organisation level as cross-functional ALLSTAR professional for delivering strategic projects to achieve Singapore SQC 3-in-1 certification and organisational transformation.

Successfully planned and executed numerous innovative projects, campaigns and initiatives in the aviation sector including the opening of a new terminal and air show on time and within set budget.

## Qualifications:

Civil Aviation Management Programme  
Singapore Aviation Academy  
2008 - 2008

Master of Engineering  
VJTI - Mumbai, India  
1995 - 1997

Bachelor of Engineering  
NIT - Surat, formerly REC - Surat, India  
1991 - 1995

## Career History:

### **Civil Aviation Authority (CAAS) and Changi Airport: Sr Manager - Singapore (Nov 06 - Current)**

**CAAS is the government regulatory authority entrusted with safety of the aviation industry in Singapore. Until the corporatisation of CAAS in 2009, CAAS owned and operated the world's leading airport - Changi Airport - with an annual turnover over of S\$306m.**

- Implemented and managed all public facing communication channels and contact points across the airport. Successfully developed online and traditional media such as websites, flight boards, displays and feedback kiosks within Changi Airport's complex ecosystem.
- Appointed as a key member and secretary for one of the strategic transformation projects of CAAS; a High Performance Organisation (HPO). Spearheaded a committee of cross-functional experts in championing information management and benchmarking key pillars of HPO. Achieved the '3-in-1' certification of Singapore Quality Circle (SQC). SQC certification is the hallmark of Business Excellence in Singapore.
- Managed a unit of 14 team members to efficiently run the day to day operations and drive new initiatives. Managed a diverse unit encompassing a broad level of experience by continually monitoring individual targets, financial budgets, vendors and delivering audit reports to ensure full compliance with both internal and external regulations. Successfully managed and maintained the team's performance and promoted long-term career progression to increase staff satisfaction.
- Led teams of experts in multiple cross-functional projects to perform business process reengineering (BPR). Planned and conducted stakeholder's studies, focus group discussions and competitive benchmarking. Accomplished BPR in areas such as feedback management, aerial activities, and programme management at the Aviation Academy (SAA).
- CAAS was corporatised into CAAS and Changi Airport Group in 2009 requiring a complex split of operation and facilities. Led the initial transition phases of the new operation on the day of the merger by managing multiple parallel projects to set up, operationalise and stabilise a new hybrid setup for the new entity without affecting the existing operations and the stakeholders.
- Led the first Youth Olympic Games 2010, a 24X7 operation lasting one month. Successfully co-managed a team of 30+ members and over 100 volunteers to control the crucial entry and exit points of the venue. A key aspect of the high profile event management was clear communication among multiple stakeholders in managing any potential crisis.

### **K Solutions Pte Ltd: Technical Manager - Singapore (Jan 05 - Aug 06)**

**K Solutions was an offshoot of KPMG Consulting in Singapore and established a premium position in Singapore and SEA as a high end business and solution consultancy firm. K Solutions consisted of 60+ consultants spread across the Asia Pacific region. K Solutions ceased operation in Sept 2006.**

- Led a two member team to spearhead a business process review (BPR) of regulatory reporting for a large German investment bank. Analysed the information flows from various sources; across multiple departments to streamline processes without compromising information security. Implemented process and system changes that led to a substantial improvement of legal compliance and more efficient controls.
- Led a six member BPR consulting engagement team to review the risk reporting framework of a large Swiss investment bank. Managed assessment and review of credit, market, collateral and settlement risk information flows, processing and reporting workflows and proposed various improvements. The engagement achieved a dramatic reduction in the risk reporting cycle from the usual 48 hours to 8 hours.
- Headed a large technical consortium consulting team to propose and implement a student life cycle management solution for the National University of Singapore. Responsible for delivering a complete technical solution including massive IT infrastructure and an integrated system with 24X7 helpdesk support. Successfully procured and set up the infrastructure, recruited a specialist technical team, and negotiated all outsourcing deals, subcontractors and vendors whilst managing the project.

### **IT consulting companies (Citi, HCL, CTS): Consultant - India, HK, AU, UK (Sep 99 - Jan 05)**

**Independent IT consultant for Citicorp, HCL, Cognizant and KPIT-Cummins. These companies employ 10,000+ and have a global presence. Primary role was to develop and implement various integrated IT systems for large multi-national clients following a standard Software Development Life Cycle.**

- Account managed a varied portfolio of industry clients like a Dairy Farm in Hong Kong, a renowned retailer; Coles Myer and Britannia Airways. Through extensive research and close client interaction with key partners, built an extensive understanding of retail supply chain and logistical operations. Successfully delivered business outcomes based on the complete 'end to end' solution delivery and led the initial tendering and negotiation processes including outsourcing deals when required.
- Turned around a development and implementation project of a centralised merchandise management system for the Dairy Farm group in Hong Kong while working with HCL. Led a team of 14 professionals through a complex structure of process re-development to successfully resolve any conflicts of interest and successfully bring the project back on track.
- Successfully managed the complex outsourcing of a number of large IT applications including offshore development, remote application maintenance and helpdesk support. Led a specialist team to plan and execute transitions through multiple phases including the planning, execution and the stabilising of mission critical IT applications for a Dairy Farm, Coles Myer (Australia's second-largest retailer), Britannia Airways and Wallenius Wilhelmsen, a logistics shipping company.

## Details

Name: Mr Arpan Sen	Languages: <ul style="list-style-type: none"><li>• Bengali (India)</li><li>• Hindi (India)</li></ul>	Current Course: FTMBA
Nationality: Indian		Interests: Bibliophile, collection of over 2000 books; oil painting; guitar playing; photography; origamic architecture; exploring cultures; puzzles; cricket; table-tennis; community work; German language.

## Personal Statement

A committed and goal-oriented Senior Consultant with close to eleven years of experiences in the IT/ITES sector. Experienced in transition, sales, presentations, project management and quality assurance. International exposure and working in multi-cultural environments are valued experiences developed through intensive interaction with clients and onshore counterparts.

## Key Achievements

Successfully deployed the group reporting system for North America East business sector, from a traditional spreadsheet model to an online system through Sharepoint services

Led and setup a team in China as part of the project expansion. Analyzed and coordinated infrastructure, recruitment and governance requirements, and trained a pilot team of seven members.

Visited Wichita, Kansas (USA) to undertake the successful transition of the Revenue Accounting project, which included documenting the process to implement it from the Kolkatta Service Centre.

## Qualifications:

Master of Commerce  
University of Calcutta  
2000 - 2002

Bachelor of Commerce  
University of Calcutta  
1997 - 2000

## Career History:

### **Capgemini India - Senior Consultant NA East PMO - Kolkata (September 2012 - September 2013)**

**Capgemini Consulting is prominent player in the world of consulting, outsourcing and technology. With its headquarters in Paris, Capgemini is a global company with its presence in 40 countries and boasts of a workforce of 120,000 people. Its revenue for 2012 was £10.2 billion.**

- Streamlined the reporting system for the North America East business for the sector heads. Successfully transitioned the system from a static spreadsheet to a dynamic online system with Sharepoint services.

### **Capgemini India - Senior Consultant PMO - Kolkata (June 2010 - July 2012)**

**Worked as a PMO for a SAP Application Management process for a renowned designer brand. Major responsibilities include managing all offshore PMO activities for all running IT projects thereby establishing a formal process oriented project management system focusing on data accuracy and quality.**

- Restructured the documentation system and successfully led the initiative for ISO 20000 quality adherence.
- Responsible to building and maintaining an online tool for MIS reporting, which, hosted in the client's system, acted as a reliable and stable solution to store project critical data, to overcome challenges and vulnerabilities with basic spreadsheets.

### **Capgemini India - Process Lead & PMO - Bangalore (September 2008 - May 2010)**

**Process Lead on a Content Management Project for a leading manufacturer of computer systems. Responsibilities involved quality and content audit of the client's websites and assigning issues to the responsible Content Operations teams. Worked as the project PMO from July 2009**

- Successfully led an eighteen member team in a content management engagement. Reporting templates and methodologies were streamlined; delivery system was modified to provide 24x5 support and an internal tool was developed to capture audits and generate status updates; process knowledge was documented; quality assurance initiatives were taken that increased the rating from 1.27 to 2.87
- Concentrated primarily on project performance and up-selling of services. Responsibilities included tracking service delivery, measuring resource utilization across locations, preparing M-Review documents for the senior management, and reviewing project costs with Finance Team.
- Investigate additional opportunities that could be delivered to the existing clients and also attract potential customer for which I had to create sales pitches and presentations. All pilot projects were successfully transitioned.
- Responsible for leading the expansion in China for auditing of non-English content. Involved in training a seven member group and coordinate infrastructure, recruitment, IT and governance requirements, and conducting high-level meetings with senior management .
- Led the Quarterly Business Review with the client's top management to showcase the project's performance, achievements and future plans

### **Capgemini India - Consultant & Team Lead - Kolkata (September 2006 - May 2008)**

**Worked on the lease analysis and reconciliation process for a US telecom giant. Responsibilities involved training, undertaking quality initiatives reviewing the cell site leases and the accuracy of the accounting systems, and carrying out changes/adjustments.**

- Led and successfully cleared the ISO Audit for the project in November 2007.
- Promoted to Team Lead from September 2007 and received the Project Star Award for 2007.

### **Acclaris Business Solutions - Process Executive (June 2005 - September 2006)**

**Worked on the Accounts Payable project and Involved in the processing of invoices on behalf of a large US based restaurant chain. Also worked on the Revenue Accounting project (Reconciliation) and responsible for transitioning new clients.**

- Amongst the seven member team selected to visit the client side in Wichita, Kansas (USA) to undertake the successful transition of the Revenue Accounting project. Transition included learning and documenting the process in order to implement it from the Kolkata Service Centre.

### **Sultan Distributors - Partner - Kolkata (September 2002 - April 2005)**

**Own business as a supply chain partner of a leading pharmaceutical brand.**

- Setup a partnership and functioned as the distributor for a pharmaceutical company that started its Over-The-Counter (OTC) division with a broad range of consumable milk products. We functioned as the distributor for a region in north Kolkata.

## Details



Name:  
Mr Vijayganesh Shankar  
Nationality:  
British

Current Course:  
FTMBA  
Interests:  
Keen interest in tennis,  
basketball and passionate about  
cricket having been involved in  
various tournaments whilst at  
school.

## Personal Statement

An ambitious and highly motivated professional with 11 years' global experience in the IT industry. Thrives in fast paced, high pressure environments, with a unique ability to stay focussed on the big picture without losing sight of detail. Proven skills in identifying cost saving opportunities and executing plans to optimise costs. Diverse experience in various international locations including the USA, India, Germany and the UK.

## Key Achievements

Played a crucial role in setting up an offshore based IT project-care team which resulted in an annual cost saving of £200k for a key business partner.

Played a crucial role in a company-wide drive to reduce costs by decommissioning under-utilised IT systems reducing annual costs by £45k. Won the 'You made a difference' award for the contribution.

Successfully planned, led and delivered a charity event to sponsor economically poor students. Raised money to fund undergraduate education for two deserving students for a year.

## Qualifications:

MSc Computer Science and Engineering  
The University of Texas at Arlington, USA  
1999 - 2001

BEng, Computer Science and Engineering  
University of Madras, India  
1995 - 1999

## Career History:

**Atos IT Services: Load and Performance Test lead - London, UK (Aug 2012 - Sept 2013)**

**Atos is an international information technology services company with an annual 2012 revenue of €8.8bn and 77,000 employees in 47 countries. Serving a global client base, it delivers Consulting and Technology Services, Systems Integration and Managed Services.**

- Worked with project delivery directors to understand the growing demand for performance testing within the organisation. One of the key issues identified was the scarcity of performance testing resources. Developed an action plan to meet the demands by identifying ten resources and providing relevant training to those resources to ensure they were able to deliver on the job. This approach ensured project demands were met and also created a pool of resources for future needs of the organisation.
- Generated new business for the testing services within Atos. Promoted the performance testing capabilities of the team within the organisation by conducting



weekly discussions on performance testing. Delivered case studies drawn specifically from project experiences. This effort was appreciated by the senior management as it brought the whole team together and facilitated knowledge sharing. Achieved a half yearly target of generating £50k revenue in less than four months.

- Provided consultancy services to IT projects with budgets ranging from £10k to £2m. As a subject matter expert in performance testing, conducted technical workshops to gather requirements, discuss software system architecture and provided cost effective solutions to meet project requirements.
- Represented Atos testing services as a business development representative in various internal and external technical conferences. Spoke with participants about the potential benefit of adopting Atos' approach to performance testing. This resulted in an increased awareness within Atos and also brought in new projects for the company.
- Prepared case studies explaining the benefits and advantages of adopting a 'Testing-as-a-service' approach to performance testing. This case study was successfully included in the organisation's document sharing system and made available to technical resources and new employees.

#### **Accenture: Associate Manager - London, UK (May 2011 - July 2012)**

**Accenture is a global management consulting, technology services and outsourcing company, with approximately 266,000 people serving clients in more than 120 countries with an annual 2012 revenue of US\$29.77bn.**

- Planned and delivered performance testing projects ensuring adherence to quality, time and budget. As a performance test manager, conducted daily meetings with the team members to check status of work, identify blockers and steps to resolve project based issues in order to make progress. These meetings helped prioritise key tasks for the day and ensured maximum support from the management to achieve desired progress.
- Managed a team of eight test engineers based in the UK, India and Philippines. Strong planning and emphasis on team-work ensured project success. As the teams were based at different locations and time zones, it was absolutely essential for the team members to communicate with each other on a continual basis to ensure completion of assigned tasks within deadlines. Delegated the communication tasks to test leads thereby ensuring team members were kept updated throughout the project life cycle.
- Managed stakeholder expectation through strong participation in quality assurance meetings and workshops. Played an active role in providing project status updates to the stakeholders and kept them informed of progress and any issues that could potentially hamper progress. Ensured that the stakeholders were not only kept informed of any delay but also the reasons for the delay and of any material impact. This helped in mitigating project risks.
- As a performance test manager, conducted defect triage and resolution meetings to identify performance based defects and root causes to ensure timely closure. This was achieved by mobilising technical support from various IT teams and business analysts to provide relevant input to identify the cause of defects and steps to be taken to resolve them. This process ensured that all the critical defects were appropriately addressed and thus had no negative impact on the project.

#### **Sonata Software Limited: Senior Consultant - London, UK (Dec 2004 - Apr 2011)**

**Sonata Software Limited, is an IT consulting and software services company based in Bangalore, India, delivering transformational IT solutions through customer specific Centres of Excellence with approximately 4000 people serving clients in 12 countries with an annual 2012 revenue of US\$ 220m.**

- As a performance test lead, planned and delivered performance testing projects to one of Europe's largest travel companies. This was accomplished by managing a team of test engineers based in the UK and an offshore team based out of Bangalore, India. As the lead, played a substantial role in gathering requirements for performance testing and agreeing scope of testing with the stakeholders by conducting a technical workshop.
- Played a crucial role in setting up an offshore IT team to support technical project requirements. As one of the key onsite resources in the UK, took the responsibility of identifying cost saving opportunities for the company. Explored the option of having a support team based in India and proposed a plan to outsource some aspects of IT support to India. This was accepted by the management after due diligence and this saved over £200k for the company on an annual basis.
- Won the 'You made a difference' award thanks to contribution made to the company for identifying cost saving opportunities and executing plans to optimise IT costs. This was accomplished by working with various application administration and service delivery teams to identify potential candidates for consideration. Identified underutilised servers and presented a case for their decommission. This saved over £45k to Business each year on support costs.

#### **i2 Technologies/ JDA Software: Software Engineer - Bangalore, India (June 2004 - Dec 2004)**

**JDA Software Group, Inc. is an American software and consultancy company providing supply chain management, merchandising and pricing solutions with approximately 4500 people serving clients in 35 countries with an annual 2012 revenue of US\$620m.**

- Worked as part of a team of 12 test engineers providing technical support to onsite clients. Continually analysed, identified and resolved potential software issues. Successfully maintained regular communication to ensure highest levels of customer satisfaction. Recognised and appreciated by the company for the quality and level of support provided to the onsite clients.
- Mentored new test resources by providing direction in terms of providing information on projects and requirements. Received appreciation from senior management for taking on the responsibility and delivering positive results.
- Assisted the project manager by providing estimation for test related activities. This was much appreciated by the management given that this was accomplished without any prior experience. The estimates were provided based on knowledge of the software application.

#### **ISPSoft/DSET: Software Engineer/Software Engineer Intern - New Jersey, USA (Feb 2002 - June 2004)**

**Since 1989, DSET has been developing and marketing software solutions that help telecommunications providers worldwide to optimise the capabilities and value of their networks with approximately 600 people serving clients in six countries with an annual 2012 revenue of US\$144m.**

- Worked as a performance tester writing test scripts and ensuring execution of tests as required by the projects. Successfully completed performance tests prior to the deadline thereby ensuring timely delivery of products to customers.
- Assisted the manager in writing test plans by providing appropriate input on test scripting, test data creation procedures and other key aspects of testing. This helped the manager with test planning activity.



## Details



Name:  
Mr Gurcharan Singh  
Nationality:  
British

Current Course:  
FTMBA  
Interests:  
Regular participant in local  
community and religious charity  
events, a keen traveller having  
recently been to Dubai,  
Thailand and Singapore. Enjoy  
listening to Classical and Jazz  
music.

## Personal Statement

Dynamic motivated professional manager with ten years' experience having led many change management projects. A strong leader with excellent communication, organisational and problem-solving skills. Experience across a number of sectors including healthcare and consulting within healthcare, retail and catering. Have created start-ups within the food and entertainment industries. Awarded the Cranfield School of Management Scholarship.

## Key Achievements

Designed and launched three new healthcare services from scratch, an inner city GP practice, youth drop-in clinic and 8 to 8 walk in centre, all of which still receive positive reviews to this day.

Successfully managed the turnaround of an under-performing specialist healthcare service with a budget of £0.5m into a growing concern with the highest levels of performance, safety and service.

Responsible for three start-up businesses which grew over a period of four years, leading teams which helped deliver the highest standards of operations, all now sold and still running to this day.

## Qualifications:

MSc Information Technology  
DeMontfort University  
2000 - 2002

BA (Hons) Transportation Design  
Coventry University  
1997 - 2000

## Career History:

**VirginCare: Service Manager - Leicester, UK (Jan 2011 - Sep 2013)**

**VirginCare is a leading independent healthcare provider within the UK, with over one hundred and fifty NHS services across the whole of the UK, employing over five thousand staff and with a turnover target set to £1bn per annum in the next three years.**

- Service turn around to meet strictly monitored contractual KPI performance requirements, achieved by changing the grass roots culture within the service

and adjusting the service model by changing the clinical staffing structure and accountability.

- Provided consultancy management support and operational development guidance to primary healthcare services in Leicestershire, leading to improved safety standards and financial productivity of services. This was achieved through a combination of grass roots cultural changes within the organisation and employee engagement in process development.
- Project managed a new system of governance to ensure the service meets quality and development needs for years to come, resulting in consistent achievement of performance NHS targets.

#### **The Practice Plc: Service Manager - Leicestershire, UK (Nov 2009 - Dec 2010)**

**The Practice Plc is an independent NHS service provider which runs NHS services free at the point of access across the county, currently operating over fifty services and employing over a thousand staff members from healthcare administrators to surgical consultants.**

- Fully involved in the start-up of all three new services from day one with zero lists, staff recruitment, retention and development, service marketing and development, as well as liaising with external health bodies.
- Led an inner city GP service designed to meet the needs of a modern NHS contract and the latest patient expectations. Developed the service from zero patients up to two thousand strong and a turnover of £500k through extensive outreach and marketing initiatives with the local healthcare and voluntary sectors.
- Contract bid to NHS England and implementation of a youth sexual health out of hours drop in service, engagement with youth ambassadors to highlight service specifications and development of electronic performance monitoring tools.
- Development of a GP led walk-in centre in Leicestershire, marketing and organisational process development which saw patient counts rise from zero to three thousand visits per month and a turnover in excess of £1.3m per annum, through the use of complex staffing models to meet unpredictable demands.

#### **Total Convenience Stores UK Limited: Store Manager - Central Region, UK (Jan 2008 - Oct 2009)**

**Total, a petroleum company operating in many sectors internationally, from geosciences research, aviation fuel, industrial lubricants and bitumen to retail fuel operations in the UK, with 96,104 employees worldwide and sales of over £180bn per year.**

- Store manager in a high profile 24 hour petroleum filling station, with an annual turnover of approximately £8m. Led day-to-day business activities, with a team of 14 on the ground floor including management support staff, during a branding conversion from Total Bonjour to the SPAR brand, and product range.
- Overcame significant staff and resourcing issues at multiple sites through the creation of a local management forum and bank support staffing system, allowing different locations to pool together resources and staff and utilities in times of need across the region.

#### **Lidl Supermarkets UK GmbH: Graduate Store Manager - East Midlands, UK (Oct 2006 - Jan 2008)**

**A multi-national supermarket chain operating in 29 markets across the world focussed on Europe, with head offices in Germany. The company operates six hundred outlets within the UK and employees over 11k people.**

- Worked as a graduate store manager within a highly productive retail company, as part of a team of 14 people, managing three 12k square foot locations, each with a turn over of approximately £5m per annum.
- Working under a situation of high staff turn over and productivity pressures, developed and implemented a new 'on the ground' training system to teach new employees key elements of focus to drive the business and efficiency skills to aid productivity requirements, resulting in all new staff members working at higher productivity levels in a much shorter time span than had previously been achieved.

#### **Equitable Retail UK: Company Director/Store Manager - Leicestershire, UK (Apr 2002 - Oct 2006)**

**A new start-up company running a branded franchised fast food high street outlet as part of a 40k strong chain operating in 102 countries around the world.**

- Worked as a store manager running own retail company in a fast paced high street environment, with full responsibility for 12 members of staff, rotas/budgeting/expenditure, and overall day to day running of the company, for a period of four years.
- During a competitive market was responsible for the creation, implementation and monitoring of a marketing strategy utilising both targeted media and guerrilla ideology to increase the company's top line by 25% over a 12 month time span.

#### **Blend Cocktail Bar: Company Director/Bar Manager - Leicester, UK (Oct 2001 - Feb 2002)**

**A start-up company operating a trend led pre-club bar in the student area of Leicester. Started on a shoe string budget alongside an industry experienced business partner, employing 12 full- and part-time staff as part of a bar and catering team.**

- A joint venture start-up company, designed to bring some of the capital's cutting edge music trends to the city of Leicester, along with an extensive cocktail menu.
- During an unpredictable time led an outreach project with local educational, youth and charity organisations to develop the profile of the brand as a key partner in the local youth and student community culture. The project increased brand profile locally as well as substantially increasing external corporate and group bookings by 50%.

## Details



Name:  
Mr Ajay Sridhar  
Nationality:  
New Zealand

Current Course:  
FTMBA  
Interests:  
Avid cyclist. Keen interest in  
tech start-ups and social  
entrepreneurship.

## Personal Statement

Experienced people manager with three years' experience in leading teams across diverse global environments. Known for quickly building positive working relationships and leading high performing teams. Well rounded understanding of business operations and software development - with ability to manage change and deliver projects under tight deadlines.

## Key Achievements

Whilst at Atlassian, successfully developed and launched support operations in Brazil and EMEA (Netherlands) to scale business and increase presence in new markets.

Experience in scaling large teams in complex organisational structures having performed the management and operational restructure of a 14 person cross-product team while leading teams in Atlassian.

Successfully managed large cross-product technical teams to develop and support (software) projects, through the use of software development methodologies, various languages and frameworks.

## Qualifications:

BSc Computer Science  
University of Auckland  
2003 - 2006

## Career History:

### **Atlassian: Team and Product Lead for Development Tools - Sydney (Jan 2013 - Sept 2013)**

**Atlassian develops products geared towards software developers and project managers. It is best known for its issue tracking application, JIRA, and its team collaboration product, Confluence. Atlassian serves over 25,000 customers globally and has over 600 employees.**

- Led several key cross-departmental projects to increase the usability of software in the development tools portfolio. This led to a 12% decrease in support requests, which amounted to an annualised cost saving of US\$189k.
- Pioneered a personnel development framework that decreased global attrition rate by 10% and increased the team's productivity. Due to the success, the framework was rolled out globally across other product teams.
- Developed and executed product roadmaps to address any product issues raised by customers to help reduce the frequency of customer support requests from clients. Collaborated with various product teams and cross-departmental stakeholders to improve the product developer tools experience and customer satisfaction. This resulted in a 20% increase in customer satisfaction and a 7% increase in software renewals.

### **Atlassian: Global Team Lead for Developer Tools - San Francisco (Dec 2010 - Dec 2012)**

**Managed a global team of 13 support engineers and software developers responsible for the global support operations. The team supported and developed the products in the Developer Tools software group.**

- Performed a successful management re-structure to scale global operations in a very complex organisation. Coached and continually developed engineers to become specialist area managers to support global operations and received recognition, which led to further promotions.
- Led efforts to build operational support for the roll-out of newly acquired products, consisting of over 100,000 customers and worth US\$6m in annual revenue. Engaged directly with multiple departments to standardise internal and external processes to integrate the new products into Atlassian's support offering.
- Worked closely with the product management team and marketing to radically change the company business model by adding enterprise pricing to existing products and rolled out the new support offering to key enterprise customers which included Morgan Stanley, Rakuten, Nokia, BMW and several other Fortune 500 companies.

### **Atlassian: Senior Engineer - Amsterdam (Nov 2008 - Dec 2010)**

**Responsible for providing resolution to technical and business issues escalated to the Senior Support Team. Also served as the technical account manager for key enterprise clients using Atlassian's flagship products like JIRA that help organise technical issues and assign work to teams across EMEA.**

- Moved to Amsterdam to help open the EMEA office for Atlassian. Responsible for hiring and training new employees in the Amsterdam office and led the project for setting up support operations in EMEA. The successful execution of this project led to the promotion of team lead and subsequently management roles.
- Opened a new contract office in Brazil by hiring and training a team of six engineers within five weeks, and expanded operations to cover support services for 25% of clients based on the East Coast of the United States. The team eventually grew to 18 engineers and expanded service to cover 90% of the client base on the East Coast of the United States within a year.

## Details



Name:  
Miss Kate Sutton  
Nationality:  
New Zealand

Current Course:  
FTMBA  
Interests:  
Enjoys reading, film festivals  
and theatre. Former Chair of  
the Tamaki Community Board  
(local council). Regular political  
commentator on TV and radio.

## Personal Statement

A results orientated, strategic leader with a depth of experience in managing major international projects across NGO, government and commercial sectors, coupled with a successful governance career. Innovative problem solver with analytical agility and communication skills. A proven manager with eight years' experience specialising in consulting, project, programme and change management across a range of sectors and cultures.

## Key Achievements

Developed a concept and strategy and led successful negotiations with the New Zealand Government for a multi-million New Zealand dollar landswap deal for Todd Property Group.

Managed the Pacific Energy Summit, Investment Showcase. Successfully developed energy plans with 22 Pacific Island country leaders and managed to secure over NZD\$600m for Pacific governments.

Managed the operations for the successful Len Brown for Mayor Campaign, 2010. Managed 1000 door knockers, phone callers and fundraisers. Devised and implemented a strategy to 'turn out' voters.

## Qualifications:

Master of Arts (Politics)  
University of Auckland  
2002 - 2003

Bachelor of Arts (Politics)  
University of Auckland  
1999 - 2001

## Career History:

**Pacific Cooperation Foundation: Programme Development Manager - Auckland, NZ (Mar 2012 - Sept 2013)**

**The Pacific Cooperation Foundation (PCF) is a public and private trust whose mandate is to promote economic sustainability across the Pacific.**

For more information, or to contact the team about any of our students, visit [www.cranfieldsomcareers.info/contactus](http://www.cranfieldsomcareers.info/contactus)

**PCF provides business development, value and supply chain, and quality support to businesses in the Pacific who wish to export to NZ or internationally.**

- Responsible for working with 22 Pacific Island countries and territories to ensure the development of their renewable energy plans, the potential funding of these projects and to support them to showcase their projects. Over NZD\$600m worth of funding has been allocated to the Pacific from international donors based on the development of these plans. Responsible for facilitating economic development activity for 100 large New Zealand based private sector businesses as part of the project.
- New Zealand's private sector representative to the 2013 Pacific Islands Forum. Managed over 30 businesses to showcase to the 400 international delegates including country leaders, diplomats and international donors. Played a key role in influencing and managing relationships with private sector representatives from the Pacific region to develop the successful Majuro Declaration on Climate Change and the well received Private Sector Dialogue Statement on solutions for transport.
- Managing the commercial business case development for a significant agricultural produce programme. Built relationships with growers on Rarotonga and encouraged them to form a cooperative. Led successful negotiations with NZ based private sector interests to fund the cooperative.
- Collaborated with regional stakeholders within the Forum Fisheries Agency and Pacific Islands Tuna Industry Association to design, develop and implement the New Zealand Pacific Fisheries Forum. This event developed partnerships between Iwi and Pacific Fisheries businesses to cross pollinate information regarding SME development and Labour mobility. This resulted in additional funding and a proposed joint venture partnership worth over NZD\$2m.
- Led a project to design, develop and implement a quality assurance and marketing programme with eight Chambers of Commerce across the Pacific region. The role was to train 16 individuals from across the Pacific region. Over 80 small and medium enterprises from across the Pacific region have been supported by this project and trained to export their products to New Zealand, Australia and internationally. Over NZD\$1m in funding achieved for this project.

**University of Auckland : Council Member - Auckland, NZ (Dec 2004 - Sept 2013)**

**The University of Auckland has assets of over NZD\$1.4bn, 5000 staff and an operating budget of over NZD\$900m. The University is consistently ranked in the top 100 institutions of the world on all the major ranking scales. The Council is the board of directors of the University.**

- Member of the Vice Chancellors Performance Review Committee. Collaboratively designed and implemented a process for review for the CEO of the University. This included setting KPIs against the strategic plan. Increased communication to staff and students from the CEO through this process.
- Developed a new risk register for the University as a member of the Audit and Risk Committee. Team member responsible for negotiation of a new insurance policy after the devastating Christchurch earthquake. Delegate tasked with negotiating directly with New Zealand's Auditor general regarding the treatment of the University Foundation which achieved a positive outcome which was continuing our current accounting practice.
- Member of the Capital Expenditure Committee. Involved with the idea generation, business case development and eventual sign off for a multimillion dollar purchase of a 5.2ha campus. Provided guidance for a new procurement strategy and process.
- Member of the governance review subcommittee to review the University's statutory committees. Involved with designing and implementing a governance review to tighten up on the processes and practices of governance and management at the University. This resulted in a new, refined and efficient committee structure.
- Played a leadership role in consulting the wider community on the development of two strategic plans 2008 and 2013. Outcome was a strategic plan with clearer and more easily understandable metrics. All staff must now align business planning with the strategic plan.

**YWCA Auckland: President - Auckland, NZ (Mar 2011 - Sept 2013)**

**The YWCA Auckland is a 127 year old, respected charity that runs programmes for women and girls. The organisation has 15 staff, an operating budget of over NZD\$2m and assets worth over NZD\$10m.**

- Led the successful recruitment of a new CEO. This role included defining the new role, setting up KPIs and developing a new reporting structure for the board based on the development of a new strategic plan. Successfully guided the new CEO through a staff restructuring and new recruitment process.
- Reviewed the current asset and investment strategy. Set the terms of reference for a review of a NZD \$10m asset. Developed an investment strategy for the organisation with a social enterprise component which is projected to grow the organisation's assets year on year and has set a standard for social enterprise development in New Zealand.
- Devised and executed the online [www.demandequalpay.org.nz](http://www.demandequalpay.org.nz) campaign for equal pay for women. The campaign was run in partnership with an advertising agency DDB and attracted over NZD\$100k in sponsorship and advertising funding. The campaign, in its first year, won the prestigious 'International Webby' award. Lead role in influencing and lobbying New Zealand politicians to promote a pay equity bill to parliament which is now in the ballot.
- Led the development of the first, published, strategic plan for the board and organisation, which will take the YWCA Auckland into a bold new era of programme development and growth and realignment of our core competencies and mission in a tightening fiscal environment.

**Kate Sutton and Associates: Consultant - Auckland, NZ (Mar 2010 - Sept 2013)**

**Specialist consultant providing stakeholder and community relations advice to Corporate, Local Government and Not For Profit clients. Expertise in advocacy and lobbying as well as fundraising and communications.**

- Developed the successful advocacy and media campaign 'Smokefree Auckland' with the Auckland Cancer society, one of New Zealand's largest charities. Devised a successful strategy and implementation plan with step by step advice for execution. Led lobbying training for over 80 paid staff and volunteers and organised for 22 local councils to support the campaign. Achieved over NZD \$100k worth of coverage for the campaign including the Auckland Mayor becoming 'Smokefree' champion.
- Developed a change management programme for Westpac NZ, one of NZ's largest banks with over 5000 staff. Managed the successful relocation of over 1200 staff to a new corporate office. This role included designing a communications strategy and tactics and rolling out large scale communications to all staff. Developed 'On the Move' values, vision and collateral for staff communication. The role also included one on one or team engagement with senior level staff and executives.
- Created a new plain packaging campaign for the Cancer Society. Supported staff to implement campaign which included direct lobbying to Ministry of Health and Members of Parliament. Campaign was successfully implemented and will see the introduction of supportive legislation within a year.



### **Todd Property Group: Group Communications Manager - Auckland, NZ (Aug 2007 - Feb 2010)**

**New Zealand's largest land development company, Todd Property Group specialises in the development of master planned communities. Over NZD\$1bn in assets with over 70 staff.**

- Executive team member responsible for Government Relations including working with the Department of Conservation and relevant Members of Parliament on a successful land exchange process worth over NZD\$300m to the business. Developed a successful advocacy programme to influence city council planning rules.
- Responsible for all external stakeholder engagement and communications. Key community facing staff member for Todd Property projects which included two major communities with over 3000 homes in each. Major involvement in advocacy regarding government and local council regulatory requirements working as conduit between engineers, planners and the community.
- Community engagement team lead and responsible for developing positive community relations through community engagement workshops, events, sponsorships and activities, such as the development of community committees.
- Directly responsible for negotiations over land and planning rights with iwi organisations with several successes including a multi million dollar negotiation for land rights with local iwi.
- Manager of our internal sustainability programme as well as developing sustainability initiatives on our sites with contractors and educating the public on how to be more sustainable within our communities.
- Manager of all core sponsorships and events, including a successful project with Rotary Auckland to build a sell a home for charity resulting in over NZD \$200k for charity. Responsible for sponsorship activities associated with our communities brand.

### **City Of Manukau Education Trust: Programme Manager (2IC) - Auckland, NZ (Mar 2005 - Aug 2007)**

**COMET aims to advance education for South Auckland through linking knowledge, needs, advocacy and initiatives with a budget of over NZD\$3m and a staff of eight. COMET is a charitable trust and a city council controlled organisation with statutory reporting obligations.**

- Project lead on the successful Information and communications technology (ICT) in early childhood centres (SmartCentres) programme which harnessed over NZD \$150k worth of computer hardware and software from IBM for early childhood centres in South Auckland. Facilitated training between IBM staff and centre staff. Convened an advisory group of stakeholders and developed an agreed project frame of reference. Managed three contract staff and one part-time employee.
- Strategic project development role, identifying gaps and opportunities for future project development. Wrote three successful sponsorship and funding applications with a net benefit of over NZD\$1m. Developed a large project with a major bank on increasing personal financial management skills of young Pacifica people.
- Responsible for all community relations, this role included developing networks with groups and individuals from a variety of social, cultural and religious backgrounds. The outcome of these networks was for the organisations to support our work and build confidence and trust to engage in new projects with COMET. Successful projects were developed with school principals, employer groups and national businesses.
- Future skills demand (Skills Council) project lead. Built relationships with business sector across Manukau developing COMET expertise in this area, organising meetings, and reports. Much of this work was adopted by the Auckland regional METRO project - supported by the Department of Labour and Regional Council.

## Details



Name:  
Mr Paresh Thakare  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
Motivating young generation in  
Social work through NGO  
'Happy to Care Foundation',  
interacting with youths to  
involve them in Indian Politics  
and experiencing new places  
and cultures by travelling.

## Personal Statement

Dedicated and dynamic professional with six years of versatile experience within the Banking, Telecom and Media Industries. Innovative, persuasive communicator with good relationship management skills coupled with strong leadership capabilities having managed diverse geographic and cross-cultural teams. Strong negotiator with excellent problem solving skills who is able to perform in a high pressure work environment.

## Key Achievements

Received Best Team award after playing a pivotal role in State Bank of India for a data-merger in 2011. Received Best Team award for initiating new processes in Channels team of CISCO project.

Innovated a lean process with partial automation to carry out activities for a monthly application upgrade which successfully improved process efficiency by 75% and reduced errors by 86%.

Organised a large scale event for increasing awareness of the legal rights of women in an underdeveloped area by coordinating with local leaders/social activists, impacting a large section of city.

## Qualifications:

Bachelor of Engineering  
G.H. Rasoni College of Engineering, Nagpur  
2003 - 2007

## Career History:

### **Tata Consultancy Services (TCS) Ltd: Senior Developer - Mumbai, India (Nov 2012 - Sep 2013)**

**With an annual turnover of over US\$11.5bn and more than 277,000 employees working globally, Tata Consultancy Services Ltd is Asia's largest provider of Consulting, IT and Outsourcing services. It is a valued partner to more than 85% of the Fortune 500 companies.**

- Streamlined and automated the production release process of the Sony Entertainment TV Rights distribution application called as Ventana by coordinating onsite team which reduced the implementation defects to 0% for the application.
- Reduced the induction time of new resources by improving the documentation quality and contents for the Ventana application through direct co-ordination with the client and other related interface applications and thus introduced new documentation framework.
- Improved the quality of delivery of application enhancements which helped to substantially improve customer satisfaction by coordinating with onsite and off-shore teams and forging new processes of code reviews.

### **Tata Consultancy Services Ltd: Solution Developer - Mumbai, India (Nov 2011 - Oct 2012)**

**Channels Partner Enablement Project is the key project of CISCO, US. The different Channels tools help CISCO Partners effectively communicate with CISCO, and manage their individual company association with CISCO. TCS is responsible for data maintenance of these applications.**

- Coordinated with teams working from three different geographies conducting frequent review meetings and team sessions to achieve a zero defect delivery at the user acceptance testing (UAT) stage of a critical delivery called as automated questionnaire system.
- Improved the technical competence of the team of 24 members by regularly delivering a number of training sessions to enhance both knowledge and efficiency which resulted in reducing dependence on other module members for technical queries.
- Initiated an induction process for new staff by introducing a task based learning format. Assigned a mentor and implemented it for five new members of staff which ensured the smooth maintenance of complex deliverables in the absence of senior members.

### **Tata Consultancy Services Ltd: Project Leader - Mumbai, India (Mar 2008 - Oct 2011)**

**State Bank of India (SBI) Project is the largest domestic project of India for Customisation, System Integration and Implementation at pilot sites of a Core Banking Solution that interfaces with different banking channels. TCS, as chief IT advisor, has helped SBI to interconnect its 17000+ branches.**

- Elevated to the role of Project Leader for one of the associate banks of SBI, State Bank of Mysore, after successfully executing the role of Module Leader for a prior key project, becoming the youngest project leader of an SBI account.
- Developed an innovative interface which extracted critical data about financial transactions and provided easy access to a complex system for SBI's database. This was utilised by the Anti-Money Laundering Utility of SBI's associate banks without the need to re-negotiate high security standards.
- Reduced occurrences of any incidence within the Advances/Loan module. Identified areas with frequent problems and fixed them through code rework or issuance of advisories to application users. Received client appreciation for these efforts.
- Improved the procedure of code deployment by coordinating with eight development teams who are involved in the application of the process of B@ncs Linc. This successfully reduced incidences of issue and frequent code revert efforts.

## Details



Name:  
Miss Giti Tyagi  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
President of NGO SURAKSA  
(Society for Home Based  
Women Workers and Children  
Emancipation). Member of  
Cultural Society of Resident  
Welfare Associations.  
Participation in group dance  
performances.

## Personal Statement

A highly motivated and diligent professional with nine years of rich exposure to an entire spectrum of marketing functions across multiple industries and diversified groups. Expertise in marketing communications and brand management, seasoned with planning, budgeting and resource balancing skills. Strong leadership, organisational and interpersonal skills with solutions oriented approach, having set up own firm and managing various campaigns.

## Key Achievements

Acquired and managed key accounts with a turnover of RS0.4m, in the very first year of entrepreneurial onset, focussing on providing quality services and creating goodwill in the market.

Achieved a footfall of 150 thousand people in a single day within a Mall and Amusement park, a result of aggressive marketing initiatives, ensuing increased revenue for retailers and the organisation.

Joined SURAKSHA (Indian NGO) as a volunteer and within six months was successfully promoted to assume the position of President. Played crucial role in introducing various Fund Raising opportunities.

## Qualifications:

Post Graduate Diploma in Business Management  
IMT, Ghaziabad, INDIA  
2002 - 2005

Bachelor of Commerce (Hons)  
SBSC, University of Delhi, New Delhi, INDIA  
1998 - 2001

## Career History:

**Spectruz Solutions: Managing Partner - New Delhi, India (May 2009 - Aug 2013)**

**Spectruz Solutions is a Marketing and Promotions Agency that provides complete end-to-end solutions, executing projects on a turn-key basis and offering a wide spectrum of below the line services to various organisations and other agencies in Northern India, with a team of ten employees.**

- Co-founded a start-up with an objective of providing comprehensive marketing services to clients and achieved a turnover equivalent to £40k during the first year of operations for two major clients in the Hospitality and Insurance sectors. Managed the overall operations of the organisation and grew to a team of five employees in the first year. Planned and managed project specific teams and allocated tasks for events, shopping mall decorations, road shows and market activations for clients.
- Developed a marketing calendar for the regional rollout of marketing events for India's Number one vacation provider to support its retail and corporate sales channels and meet the brand ambitions within the Northern Indian market. Executed various lead generation activities and showcased the brand in trade and consumer fairs. Developed innovative and cutting-edge customer engagement approaches at various interaction points to help develop sales channels and increase customer base by 60%.
- Coordinated the development of a below the line (niche focussed) campaign for Religare (insurance) and MTS (Telecom). Liaised with the regional brand manager and Head Office to meet regional requirements and brand specific objectives ready for communication. The tailored campaign led to further customer acquisition and improved brand reputation by building fresh touch points and responding quickly to the signs of changing needs.

#### **Erns N Shop Pvt Ltd: Consultant-Brand and Business Development - Gurgaon, India (Jun 2011-May 2012)**

**Erns N Shop was an online consumer goods shopping destination and retail stores, facilitating easy access to a unique range of imported and domestic food, delivered to customer's doorstep within Gurgaon. With team of 25, within one year of its operation, the company was taken over.**

- Ideated and implemented a comprehensive marketing communication strategy for the successful launch of a new website to create awareness, promote sales, extend market positioning and raise consumer recognition levels.
- Managed various aspects of retail marketing for stores, including the feasibility of site layouts, in-shop branding, visual merchandising, point of sale collaterals and store promotions. Delivered brand track studies to evaluate the positioning. Led an integrated marketing plan, implemented alliances and advertising campaigns across media vehicles and developed digital, online and social media campaigns. The campaign, along with renewed customer-engagement programmes, led to a successful launch.
- Managed customer relations to ensure higher customer satisfaction and retention, monitored adherence to service quality and executed customer loyalty promotions on existing customer base, leading to an enhanced customer experience on the website and in the retail stores.
- Checked for any gaps within the targets and performance. Suggested alternate measures to counter inconsistencies in achievement of sales and marketing targets through cross-functional interaction within the company, and achieved turnover equivalent to £2.5k through online shopping in the very first month of the website being launched and addition to the customer base, making a new company an attractive take-over opportunity.

#### **IRPPL: Marketing Manager - Noida, India (Feb 2008 - Mar 2009)**

**International Recreation Parks Pvt Ltd (IRPPL) is a joint venture by Unitech and IAL (International Amusement Limited) in India managing the 'Noida Entertainment City' which is spread over 147 acres, comprising Entertainment, Retail and Hospitality with an employee base of 1500.**

- Managed and led a team of three Assistant Managers and executed below the line activities whilst continually rolling out monthly offers and promotional strategies to increase brand awareness, successfully increasing footfalls in a shopping mall and amusement park. Managed monthly budgets, planned costs, developed campaigns, pitched sponsorships, maintained relations with retailers and evaluated the impact of marketing initiatives.
- Handled brand communications for the company, launched above the line publicity campaigns (for mass audiences) with print media, outdoor and on-air promotions and interacted with both internal and external creative teams for designing promotion and publicity tools.
- Led a team of six in organising thematic events and festivals in the shopping mall in association with the event management companies to give impetus to retailers for increasing their conversion.

#### **Europcar India: National Marketing Manager - New Delhi, India (Mar 2007 - Jan 2008)**

**Europcar is a leading car rental company in Europe and had launched operations in India through a sole franchise Jetfleet Pvt Ltd, promoted by the Jetair Group which is India's most well known premium aviation services company. Operated with an employee base of 200 across five cities in India.**

- Independently handled all marketing activities for the brand and the branches operating nationwide in five different cities across India, from the New Delhi Head Quarters. Communicated and coordinated with the Asia Pacific E-marketing team for Indian Website content and user-friendly online booking process implementation by proposing customised features as per Indian requirements, balancing the country specific needs with adherence to global branding standards of brand Europcar.
- Launched car rental services in four cities across India within eight months and successfully generated new retail customers and corporate clients. Faced challenges due to budget constraints, but created business opportunities through innovative alliances and engagement programmes with other brands that resulted in low-cost and high-impact publicity. Introduced referral programmes to develop an additional revenue stream.
- Worked with cross-divisional and cross-functional teams to create a new Brand Manual with Customer Interaction guidelines and feedback procedures. Developed tools and resources required to enable successful brand communication and customer satisfaction also ensured this was adopted and implemented at all branch locations.
- Managed allocated budgets, cost planning, pricing mechanisms and discounted pricing for all branches. Ensured timely implementation of offers and cross-promotions, monitoring performances of branches and reviewed the success of campaigns in terms of revenue generation at each location. This led to a streamlined process implementation within the marketing department of the company ensuring effectiveness of the activations.

#### **Sahara India Group: Senior Executive-Corporate Communications - Noida, India (Apr 2005 - Mar 2007)**

**Sahara India is a Group with diversified business interests that include Aviation, Media and Entertainment, Consumer Merchandise Retail Venture, Hospitality and Sports Management in India. Expanded its Hospitality sector to US and UK through acquisition of hotels with 0.2m employees.**

- Achieved corporate communication objectives of strategic business units of the group such as Air Sahara, Sahara Motion Pictures, Sahara News Channels and Sahara Retail by organising Press Briefings and Conferences, Outdoor Media Campaigns, above the line campaigns and below the line promotion

activities.

- Developed and implemented Communication Strategies for Sahara Group. Coordinated with external agencies and internal teams for collaterals - media kit, brochures, news-letters, media briefing report, key messages, corporate background and Executive Profile. Managed media relations across print, electronic and online media, arranging features and leveraging events. The successful implementation helped to improve communication with external agencies.
- Combated any misrepresentations or negative publicity campaigns against the company during the acquisition of Air Sahara by Jet Airways and improved the image of Sahara through appropriate and timely dissemination of information and news releases to the media.
- Assisted in creative development and media planning for the launch of Sahara News Network regional news channel with a budget of £50k. Introduced monthly newsletter for news channels, as a marketing tool for generating revenues as it highlighted schedules, exclusive story previews and channel achievements in terms of awards received, television ratings and market share, creating awareness and effectively spreading the word of the success of Sahara News network.

#### **LG Electronics: Marketing Executive - New Delhi, India (Jan 2004 - Mar 2005)**

**LG Electronics is a multinational conglomerate market leader in Consumer Electronics and Mobiles. In 2004, LG had launched CDMA Mobile phones in India in association with Reliance Communication, the first service provider with a CDMA spectrum.**

- Coordinated all marketing and brand promotion activities for the LG CDMA handsets at the telecom operator's retail store. Highlighted and communicated all product features to new potential customers in an attempt to persuade them of the benefits of the LG brand over other mobile brands such as Nokia and Samsung.
- Ensured high level of product visibility through the optimal use of visual merchandising resources at point of sale (POS) over the counter (OTC). The initiatives resulted in a threefold increase in sales of LG Handsets within just one month, increasing the share of LG from 10% to 60% of all the handsets sold at the retail outlet.

## Details



Name:  
Mr Ahmer Usmani  
Nationality:  
British  
Second Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
Enjoy managing personal and corporate events, public speaking and most forms of sport, especially cricket.

## Personal Statement

Entrepreneurial Business Manager with over eight years of experience ranging from general dentistry, front-line surgical treatments in large NHS hospital including A&E, management of family run real estate business to the management of a dental practice in India and UK. Dynamic, team player with strong presentation and analytical skills and a natural ability to engage at different levels within an organisation.

## Key Achievements

Successfully transitioned from General Dentistry to postgraduate specialty of Oral Surgery acquiring skills of hospital operations, crisis management on a significantly larger scale.

Founding partner of a dental practice in India, managed start-up, customer base, networking, finances and human resources. The dental practice is one of the leading practices in Patna, India.

Revived family real estate business in India by restructuring senior management and strategising market positioning. This led to a 40% increase in revenue over a period of four years.

## Qualifications:

Bachelor of Dental Surgery  
Manipal Academy of Higher Education, India  
1996 - 2004

## Career History:

**Dundas Dental Practice: Business Adviser - Grangemouth, UK (Oct 2012 - Sep 2013)**

**Dundas Dental Practice is a leading dental practice in Grangemouth, Scotland. It has a dental contract with the local National Health Service (NHS) board responsible for delivering dental services to 5000 patients with a staff strength of 10 and an annual turnover of £500k.**

- Successfully led a team of three dentists and six dental nurses creating an environment of competence and team working. Created a system of regular team meetings ensuring an open channel of communication within the company.
- Strategised to introduce a subscribed cosmetic dentistry including Botox and Teeth Whitening, which generated a new revenue stream, as part of a £500k expansion plan. Led a local market survey to identify potential demand for cosmetic procedures. Successfully identified new avenues of growth by means of competitive pricing.
- Drafted a regulatory audit framework for the clinic in compliance with the standards of the dentistry set out by the General Dental Council (The UK Dental Regulatory Body). This was adopted and implemented as part of a best practice initiative.

- Encouraged career development across the practice to help broaden the scope of treatments available within the dentistry. Trained, mentored and continually supported staff to develop their capabilities. As a result, one of the current dentists is pursuing a part-time course in Dental Implants which will increase the annual revenues by a further 20%.
- Supported the practice by attracting and securing new practitioners. Provided access to an extensive network base consisting of Dentists, Nurses, NHS Consultants and a number of key influential Business Managers from both Scotland and England. Played a key role in securing a very talented dentist from London to join the practice, successfully increasing the volume of registered patients by 20%.

#### **Forth Valley Royal Hospital: Clinical attache - Larbert, UK (Jul 2012 - Sep 2012)**

**Forth Valley Royal Hospital is a district hospital run by the National Health Service (NHS) Scotland. It is a multi-disciplinary secondary care centre catering to a large population of Central Scotland. NHS Scotland runs on an annual budget of £11.5bn with a total staff strength of 152,000.**

- Established hospital guidelines for the surveillance of potential skin issues involving the head and neck regions. Developed recommendations of different time intervals between reviewing patients to assess and prevent recurrence of cancer in line with national clinical guidelines. The guidelines were approved by the board and utilised cross the hospital.
- Led a project on the adherence of practitioners to the Scottish Intercollegiate Guidelines Network (SIGN) making recommendation for the wisdom tooth extraction. The proposal was endorsed by higher management as a local guideline for future procedures and resulted in the optimisation of frontline healthcare delivery system.
- Developed and implemented a critical protocol for referring undiagnosed HIV+ patients presenting oral symptoms of the disease. This successfully improved the active treatment turnaround in line with national recommendations.

#### **Basildon and Thurrock University Hospital: Senior House Officer - Basildon, UK (Aug 2010 - June 2012)**

**Basildon and Thurrock University Hospital is an English NHS Trust which serves a population of 400,000 in South West Essex with an annual budget of £110bn and a workforce of 1.3mn.**

- Successfully ensured the smooth running of outpatient clinics in terms of patient turnover and discharge, balancing performance and patient safety issues appropriately. Led a team of nurses and junior doctors during the initial induction phases, enhanced team working skills by actively demonstrating ownership of responsibility whilst treating patients in a pressure driven environment.
- Refined crises management prioritisation skills by successfully handling on-call emergency duties, rota preparation commitments and the management of clinical staff ensuring all services perform both efficiently and reliably.
- Worked within a team of 12 Senior House Officers and three Consultants in the pre and post-operative management of patients encompassing a wide variety of surgical treatments. Also optimised theatre occupancy for oral surgery patients by negotiating with multiple stakeholders leading to a 20% increase in theatre utilisation.

#### **Ninewells Hospital: Senior House Officer - Dundee, UK (Aug 2009 - Jul 2010)**

**Ninewells Hospital is a district general hospital managed by NHS Scotland. NHS Scotland has an annual budget of £11.5bn with a staff strength of 152,000. It is a multi-specialty secondary care centre with global recognition in research and development.**

- Successfully maintained staff compliance to ensure they adhered to the local guidelines for conducting blood investigations in order to prevent wastage of resources over unnecessary investigations. Constantly monitored and ran on the spot inspections making direct observations and successfully delivering audit reports to all departments for review.
- Supported the management of the biweekly operations list with the lead consultant of Oral and Maxillofacial surgery. Developed inpatient management skills by managing post-operative patients and ensuring their speedy recovery by demonstrating appropriate investigative and monitoring skills with nurses within the ward and with doctors across various specialties.
- Enhanced clinical problem solving skills by consistently attending outpatient clinics, performing minor oral surgeries and actively engaging with Consultants in more extensive and major surgical procedures involving cancer and facial reconstructions.

#### **Dundas Dental Practice: Dental Observer - Grangemouth, UK (Feb 2008 - Jul 2009)**

**Dundas Dental Practice is an NHS/Private Dental Clinic with a list of over 5000 patients within Central Scotland. It is one of the leading dental facilities of the region providing a range of dental treatments with an annual budget of £500k.**

- Gained an insight into the requirements and motivations of a pool of patients with varied socio-economic backgrounds compared to that of London. This led to a better understanding of subtle differences in the clinical practices and successfully developed and enhanced knowledge of complex dental practice contracts in NHS, Scotland.
- Led audits on Infection Control Procedures and Radiation Exposure Hazards. The results of the audits led to significant improvements in quality of care and a 20% reduction in wastage of X-ray resources.
- Led a research project on pricing schemes of dental procedures within NHS Scotland. Initiated and delivered an extensive study of the treatment claims and price guidelines published by the Scottish Dental Board helping to simplify and streamline the pricing scheme process. This successfully increased the performance efficiency within the company by 15%.



## Details



Name:  
Miss Rachana Velchuri  
Nationality:  
Indian

Current Course:  
FTMBA  
Interests:  
Reading classic novels,  
bestsellers and current  
magazines/journals. Music and  
dance. Travel and learning  
about different cultures,  
histories, artwork and cuisine.  
Environmental conservation.

## Personal Statement

Project Manager with over 12 years' experience in the Enterprise Resource Planning domain working with top IT companies on project and delivery management, strategy and planning, pre-sales and solution architecting. A team player with proven experience in interacting with internal and external clients at all levels, strong problem-solving skills and extensive exposure to working with large international multi-site teams in diverse IT domains.

## Key Achievements

Supervised 40 global industry and technology accounts in the Accenture Advanced Enterprise Solutions group and reduced their effort and cost values by 50% from pre-sales to project delivery phases.

Recognised as a key subject matter expert on Accenture Advanced Enterprise Solutions and the only non-senior management presenter invited to speak at the global conference held in Malaysia in 2012.

Organised the setup of a 24/7 user and production support system across multiple countries supporting more than 100 SAP applications and 50,000 users around the world.

## Qualifications:

Master of Computer Applications  
Osmania University  
1997 - 2000

Bachelor of Commerce  
Osmania University  
1993 - 1996

## Career History:

**Accenture Services Pvt Ltd: AAES Global Industry Liaison - Bangalore, India (Jan 2010 - Jun 2013)**

**Accenture is a Fortune Global 500 company offering management consulting, technology services and outsourcing solutions and is one of the world's largest consulting firms with a headcount of over 266,000 employees in more than 120 countries and a revenue of US\$29.77bn in 2013.**

- Took on the role of Industry Champion responsible for spearheading the industry and technology groups' consolidation in Accenture Advanced Enterprise Solutions (AAES). Established and maintained key relationships with pivotal stakeholders around the world and showcased the product, its methodology, tools and assets via web presentations, seminars and in-person. Single-handedly inducted over 40 global industry and technology groups in three years.
- Helped the Industry teams across the organisation streamline their pre-sales, solution architecting and project delivery processes by leveraging AAES tools

- and assets leading to the reduction in their pre-sales and solution architecting effort by around 50% and project delivery costs by up to 60%.
- Managed a pilot programme for Cross Industry Foundation assets for SAP by co-ordinating development between technical competency groups and delivery projects within the organisation and achieved the development of 10,000 assets in two years.
- Invited to speak at the AAES and Business Services global conferences for senior management held in India from 2010 to 2012 and in Malaysia in 2012. Recognised as the sole subject matter expert with extensive knowledge of assets across 40 industries and technology lines and continually received praise across the board for the detailed presentations.
- Appointed as sole faculty for industry assets in the AAES development initiative and participated in over 12 workshops and seminars to showcase the programme to an organisation-wide audience. Received the highest rating in the team for the workshops conducted.

#### **Tech Mahindra Pvt Ltd: SAP Capability Training Lead - Bangalore, India (May 2008 - Oct 2009)**

**Tech Mahindra, ranked fifth in India software services firms, is an Indian IT services company offering consulting and information technology services spanning various sectors with over 84,000 employees operating from 46 countries and a revenue of US\$2.7bn in 2013.**

- Supervised the setup of a SAP training department. Launched a pilot in Bangalore and successfully extended it to other delivery centres by working with the senior management to anticipate training needs based on sales forecasts and to ensure the availability of a fully trained employee base corresponding to clients' and projects' requirements. Training programmes were implemented across five delivery centres in India and four client locations overseas and trained over 2000 employees worldwide.
- Led a team who delivered all SAP Advanced Business Application Programming (ABAP) training and conducted six further training sessions across India with 30 to 40 members in each. Received the highest rating for trainers at every workshop and appreciation from senior management on the training programmes which trained over 200 employees.
- Introduced a cross-module and cross-technical training based on employee and manager feedback to provide all staff with an option to up-skill or change their career specialisation by developing a new skill in technology. Three non-SAP workforces were trained in different modules of SAP adding a total of 150 new employees to the SAP workforce in one year.

#### **Cognizant Technology Solutions Corp: SAP Project Lead - Bangalore, India (Aug 2006 - Feb 2008)**

**Cognizant Technology Solutions Corporation, a Fortune 500 company, is an American multinational information technology, consulting and business process outsourcing company with a headcount of around 163,000 people in over a dozen countries and a revenue of US\$7.35 bn in 2012.**

- Led the conversion of the single-level customer support structure of a US Chemicals company into a multi-level global support system. Organised teams in US, India and China into a 'round the clock' multi-tiered helpdesk structure to provide continuous support across multiple SAP modules to over 50,000 users worldwide.
- Travelled to the US to review a SAP landscape and project blueprints for Air Products and Chemicals Inc. with the express purpose of constructing a transition and release plan for a critical global roll-out project. Implemented the approved plan by directly collaborating and organising teams in the US and India to successfully deliver three releases in Asia and two in US.
- Promoted to Technical Lead due to successfully delivering a multitude of key international projects. Managed all SAP Change Management and Version Control related activities for the worldwide production systems of a US client, successfully identifying, approving and implementing all changes.

#### **Intel Technology India Pvt Ltd: SAP Module Lead - Bangalore, India (Aug 2003 - May 2006)**

**Intel Corporation, a Fortune 500 company, is an American multinational corporation and the world's largest and highest valued semiconductor chip maker and employs around 105,000 employees in 63 countries earning a revenue of US\$53.34bn in 2012.**

- Successfully managed the SAP Technical production support of the crucial Enterprise Buyer Professional application for Intel's procurement activities single-handedly for two years.
- Chosen to train the new branch of the global support team in Penang and Kuala Lumpur in the organisation's initiative to establish a new support centre in Malaysia. Trained 20 team members and provided technical support for several months until the new centre reached operational stability.

#### **Intelligroup Asia Pvt Ltd: Programmer Analyst - Hyderabad, India (Sep 2000 - Aug 2003)**

**Intelligroup, Inc. is a global IT organisation and a leading provider of consulting, business optimisation and outsourcing solutions with around 2500 employees in over 12 countries and a turnover of around US\$5m.**

- One of ten interns who topped an aptitude test and qualified to be trained in two SAP technical modules - ABAP and HR-ABAP. Successfully finished in the top five present and selected to support the training of SAP ABAP programmes for eight separate groups over a two year period.
- Whilst working as a SAP programmer; helped to build technical specifications, write and deploy reports, interface, conversions, enhancements, forms, workflows (RICEFW) objects in various SAP modules in different types of projects. Managed the delivery of a first time SAP implementation pilot, the development and implementation of new SAP modules on existing SAP landscapes, the upgrade of existing SAP systems, and maintenance to support new SAP systems.

## Details



Name:  
Miss Chantelle Wong  
Nationality:  
Malaysian

Current Course:  
FTMBA  
Interests:  
Transforming life through  
community projects, exploring  
cultures and diversity through  
travelling from USA to New  
Zealand and from Hollywood  
to Cambodia, and completing  
marathons around the world.

## Personal Statement

Dynamic, motivated and determined professional with over 10 years of experience in mergers, acquisitions and investments. Successfully delivered key objectives by combining a strategic approach, commercial and financial awareness with strong leadership, personal drive and team work. Established an enriching international network of social enterprise and non-profit organisations.

## Key Achievements

Managed merger and acquisition deals with cross-cultural teams and worked effectively to overcome complex issues. Has managed over 30 deals with potential total deal sizes worth S\$100m.

Broke through the poverty and expectation trap of young women in a traditional rural town of Asia by obtaining a first class education and passing CFA level I, II and III in three consecutive years.

Became a top level marathon runner within two years who constantly finishes within the top five percent of races in the local arena.

## Qualifications:

Charter Financial Analyst  
CFA Institute  
2000 - 2003

Bachelor of Science in Chemical Engineering  
Louisiana State University, USA  
1991 - 1995

Diploma in Counselling  
Australian Counseling Association  
2011 - 2013

## Career History:

### **Gifts for life: Founder - Singapore (July 2013 - Present)**

**Gifts for life is a start-up enterprise, and a member of Social Enterprise Association, aiming to use a sustainable business model to break cycles of poverty and dependency on the developing world, through a work integration and profit plough back model.**

- Connected a network of supplies from missionary and non-profit organisations within India, the Philippines, Uganda, Cambodia, Thailand, Indonesia, Malaysia and Nepal, to gather unique and environmentally friendly handmade products made by underprivileged people. Set up agreements with local businesses and international networks to create collection points for people to obtain and actively sell the products to support and improve their life.
- Sponsored and supported an orphanage project to raise additional funds to build a new school in India. Successfully built an online shop utilising a 'donate as you purchase' model that directly contributes to another charitable project that will help home 50 children and offer them the opportunity to obtain a full English education.
- Established a number of community partnerships offering sponsorship, training and consulting advice. Successfully created a platform for people to share and exchange their experiences, to combine business and bring awareness of transforming life through sustainable investment.

### **Certis CISCO Security: Senior Investment Manager - Singapore, (Dec 2007 - Sept 2013)**

**Certis CISCO is Singapore's leading security organisation, offering a comprehensive range of security services from Auxiliary Police to a 'one-stop solution' for a full range of physical, IT and data security services, and employing over 19,000 people with a total annual turnover of S\$600m.**

- Involved in shaping the company's investment strategy in Asia Pacific and the Middle East. Presented the transactions to the board and senior management. Participated in all aspects of the merger and acquisition deal processes and helped the company to achieve successful divestment, acquisitions and joint-venture in Greater China, UAE, India, Malaysia and Singapore.
- Managed the merger and acquisition team, whilst closely collaborating with legal, operations, human resources finance and third party consultants to acquire one of the largest security companies in Malaysia with an annual turnover of RM25m.
- Designed a standard financial modeling template widely used within Certis to estimate valuations. The merger and acquisition team used these discounted cash flow valuations together with market comparable analysis for price negotiation, investment return analysis and feasibility studies for 30 projects over a five-year period.

### **Hadrons Capital: Vice President - Kuala Lumpur, Malaysia (June 2005 - Dec 2007)**

**Hadrons Capital is a licensed fund management and private equity company, operating in four growth sectors in Asia, namely financial services, food and beverages, retail, and information and communication technologies (ICT), with a total staff force of 20 and a total fund portfolio around RM50m.**

- Demonstrated leadership quality and commitment, leading to an entrepreneurship opportunity and direct exposure of the fashion supply chain management to establish a brand new women apparel label, with a RM1.0m budget. Successfully built a presence in major shopping malls in Kuala Lumpur.
- Appointed as Managing Director of fashion investment and led a diverse cross-functional team of five. Implemented a key business strategy, negotiated new supplier contracts and managed financial resources to successfully achieve an annual turnover of RM0.8m within only one year of operation.
- Key member of a development planning team that managed the structuring of a Green Energy Fund. Delivered a key speech in exploring the Clean Development Mechanism potential in the palm oil industry, demonstrating how effective management of palm oil plantations and the recycling of its effluent could improve energy efficiency and have minimal impact on the environment.

### **MIDF Amanah Investment Bank: Dealer's Representative - Kuala Lumpur, Malaysia (Jan 1998 - Jun 2005)**

**MIDF Amanah Investment provides a wide range of investment banking services, which include debt capital market (Islamic securities and conventional debt instrument), corporate finance, underwriting of equities, treasury activities and equity broking services, with total assets >RM6.0bn.**

- Managed a diversified portfolio of customers, built a strong relationship and provided informed investment advice. Achieved total investment portfolio of RM20m with 100 active customers.

## Details



Name:  
Mr Steven Zambas  
Nationality:  
Cypriot

Sponsored:  
Yes  
Current Course:  
FTMBA  
Interests:  
Interests include football,  
basketball, computer  
programming and all types of  
outdoor activities. Enjoys  
reading about new  
development technologies and  
technological advances in  
computing industry.

## Personal Statement

A dynamic and ambitious professional with over eight years of experience in the software development and CRM industry. Strong analytical and problem solving skills with proven agility to lead and develop diverse, cross functional teams. Core strengths are in the ability to change and improve existing business systems and deliver critical business projects in high pressure environments.

## Key Achievements

Designed, developed and implemented bespoke system that integrated with a CRM system for one of the largest train companies in UK. This flagship product enabled the company to grow in size and stature.

Lead and successfully delivered a new system developed project worth £1m, by directly engaging with key business partners for a key financial services client.

Awarded IKOS CIF Ltd, Cranfield MBA full fee Scholarship 2013.

## Qualifications:

Msc in Advanced Computer Science  
University of Lancaster  
2008 - 2010

Microsoft Dynamics CRM Developer  
Microsoft  
2009 - 2009

Microsoft Dynamics CRM Specialist  
Microsoft  
2005 - 2005

Bsc in Computer Science  
University of Nottingham  
2004 - 2006

## Career History:

### **IKOS CIF Ltd: Senior Developer/Analyst - Limassol, Cyprus (Aug 2010 - Sep 2013)**

**IKOS is a European investment management company and one of the world's most successful Quant Hedge Fund, asset managers. The company is headquartered in Limassol, Cyprus, has over 50 employees and \$1.35 bn assets under management.**

- Engaged with senior management teams to review and restructure the existing document management system to increase security and availability. Identified requirements for all company departments and designed the system. Led the development and implementation of the document management system and switched to the new one achieving zero downtime deployment. Successfully improved the document life cycle and along with automations, workflow rules increased efficiency and file security.
- Actively managed the company's online presence and marketing campaigns in collaboration with the Marketing department. Lead the development for an application to generate and track results of marketing campaigns when reaching out for new prospects whilst continually redesigning and enhancing the existing website. As a result, the company's online presence significantly improved by 30% within only three months of completing the project.
- Led the migration of business systems including applications, databases, network permissions and documents to a new and more robust domain. Proactively worked with the IT department to ensure that no problems would occur in the switch over to the new domain. Successfully completed the project and reduced infrastructure and hardware cost for the company.
- Identified and implemented changes to existing systems used by the business system development team. This helped to make the team more efficient and productive. Interviewed around 10 professionals and assisted in recruitment, training and mentoring of new business system development staff.

### **Concentrix Ltd: Microsoft Development Manager - Leicester, UK (Feb 2007- Aug 2010)**

**TSG provides IT services and IT security specific solutions to individual business requirements. TSG is a leading provider of CRM software, cloud computing with 520 employees based at the 15 regional TSG offices throughout the UK.**

- Trained, mentored and motivated the Microsoft development team by utilising individual team's strengths and involving them in key decision making. This significantly improved team spirit and increased the overall team productivity.
- Pioneered a bespoke system for one of the largest train company's in the UK which then created a new standard for the train industry. This was a complex system written from scratch that integrated with both a new CRM system and other legacy systems currently in use across the company. Successfully led the implementation for three installations, increasing profit of over £500K.
- Successfully lead the development of the largest project in the company for a customer in financial services. This project required to gather requirements from several departments and worked with cross functional and multicultural teams.

### **Wile Ltd: Web Developer - Leicester, UK (Sep 2006 - Feb 2007)**

**Wile Ltd was a startup with five employees and used new technology to help major organisations and public authorities to connect valuable information with busy people, wherever and whenever.**

- Lead the development for the administrator website, third party signup website and web services for the company customers. This enabled the management to report on system usage, user logging and user account management.

### **Automatica Ltd: Junior Developer - Newcastle, UK (Jun 2005 - Sep 2005)**

**Automatica is small company of five people and provides specialist computer services in the field of transport planning. The services include web mapping using scalable vector graphics plus sql databases, data analysis, mobile computing for collecting survey information.**

- Developed a number of interactive web tutorials for all users, researching two different technologies (SVG and Macromedia Flash) and added innovative features for the company's online project AutoWebMaps. These features were then demonstrated to the local department of transport.
- Successfully completed a work placement at Automatica which led to sponsorship for a three day management course for high caliber graduate students in Nottingham.

### **IAESTE: Junior Developer, Lodz, Poland (Jun 2004 - Sep 2005)**

**The International Association for the Exchange of Students for Technical Experience (IAESTE) is an independent, non-profit and non-political student exchange organisation. With more than 80 member countries and over 4000 traineeships exchanged each year, it is the largest organisation of its kind.**

- Developed an application that used firewire cameras in order to acquire a snapshot and create a stereoscopic image whereby the camera detected the edges of obstacles and calculated the approximate distance from the camera. Require extensive research and analysis in order to implement this application, which was then used by the University research team.