

CAREER SERVICES

One Year MBA Short CVs

CLASS OF 2009/2010



Transformative Leaders



ESADE

Exceptional talent

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

With renewed energy and confidence, we are pleased to present ESADE Business School's 2009-2010 One Year MBA candidates who will be available to undertake corporate projects on a part time basis from September 2009 until graduation in April 2010.

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

Given the diverse cultural mix on-campus, candidates emerge with a global outlook reinforced through constant teamwork during the programme. The results speak for themselves; as ESADE Business School has been ranked the 3rd best business school worldwide for alumni career progression at 3 years post graduation. Given the relatively small programme size, the Career Services team is able to provide flexible and tailored recruitment services and is always open to new ideas. We look forward to working with you and helping your company meet its MBA recruitment needs!

Kind regards,



Camila de Wit

*Director, Admissions and Career Services
ESADE Business School*





Nike

“Nike recruits at ESADE Business School not only because of its well known and respected MBA programme but also because of the close cultural fit between both organisations. Over the past few years we have hired several ESADE Business School graduates and find that they are ambitious, highly talented and always aim to go the extra mile, something we strive for daily at Nike. Also, ESADE Business School carefully selects its MBA candidates which gives us a welcome head start for our own recruiting activities”.

Karin van der Haven-Steegen

*Management Development Programme Manager,
American Nike.*



“I decided to pursue The ESADE MBA because of the close fit between the programme’s global orientation and my multicultural background. Drawn by ESADE’s diverse student population, the world’s top companies that recruit on-campus enabling me to make a career transition from finance to internal consulting and continue my international exposure working on global projects given the scope of my role at DuPont”.

Kirill Bond (Ukrainian/Canadian)

Full Time MBA Class of 2009

DuPont, Marketing & Sales Effectiveness Programme

ESADE Business School in the rankings

The Wall Street Journal

September 2007
Ranked 1st international
business school
worldwide based on over
3,000 recruiter responses.

Business Week

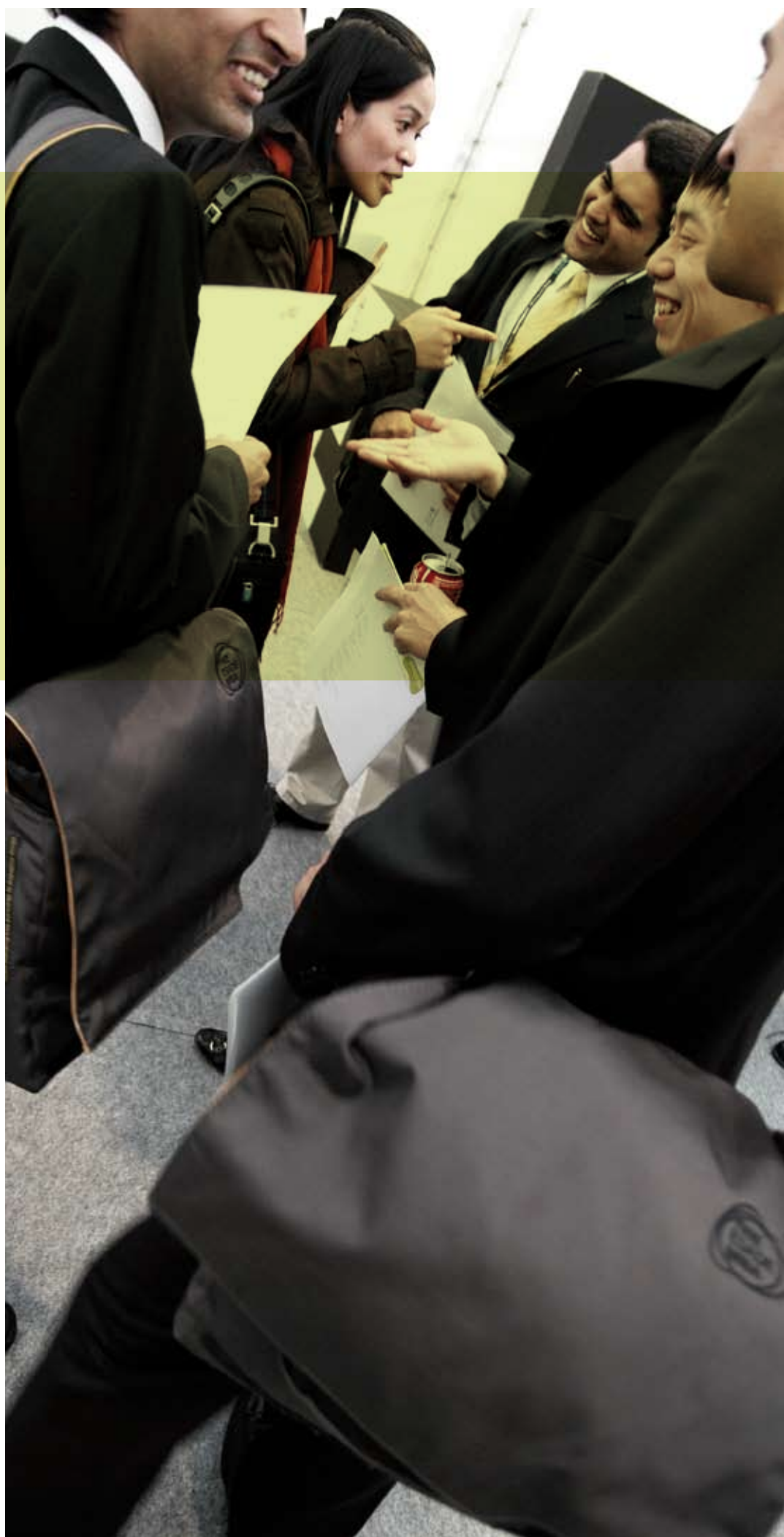
October 2008
Ranked 6th best business
school outside the USA.

América Economía

August 2008
Ranked 3rd best MBA
programme in Europe
and 8th worldwide.

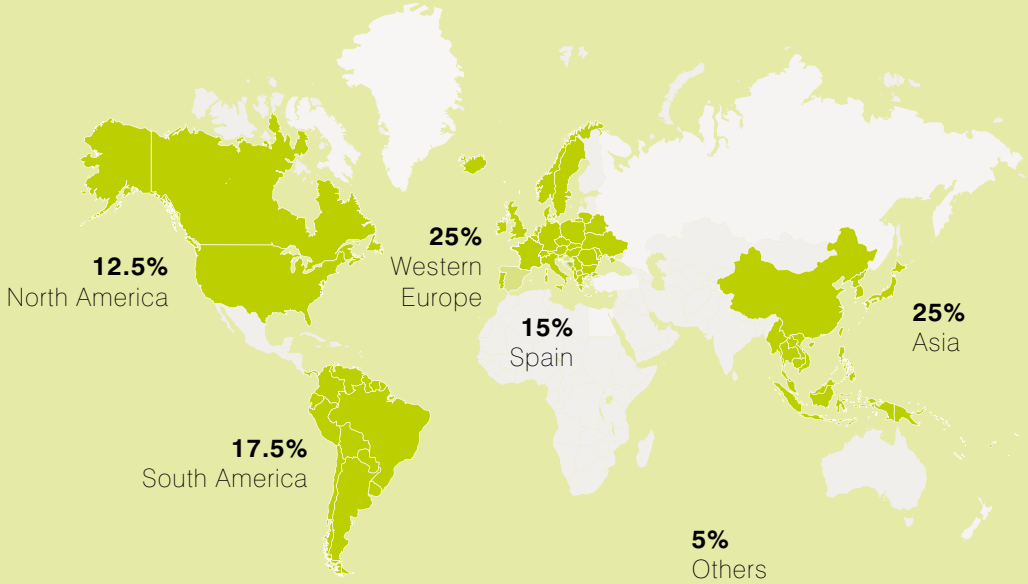
Financial Times

January 2009
Ranked 7th in Europe and 18th
worldwide; 3rd best business school
worldwide for alumni career progression
at 3 years post graduation; 5th best
business school worldwide for alumni
salary increase; 8th best business
school for international mobility at 3 years
post-graduation.



One Year MBA Class Profile 2009-10

Geographical backgrounds



40

One Year MBA students

75%

Male

25%

Female

19

Countries represented

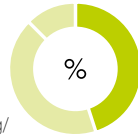
7.6

Average work experience (years)

Academic backgrounds

12.5% Others

42.5%
Engineering/
Sciences



45%
Business/
Economics

Functional backgrounds

7.5% Management
Information Systems

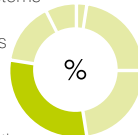
2.5% General
Management

15% Operations

22.5% Finance

30% Marketing
& Sales

22.5%
Consulting

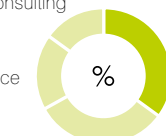


Sector backgrounds

15% Consulting

18% Finance

35% Industry



32% General Services

Class Profiles

2009/2010

On the following pages you will find the short CVs for ESADE Business School's One Year MBA students.





Álvarez,
Ioanna

Mexican / US American: 26
Languages: Spanish (N), English (F), French (I), Italian (B)
BS in Business Administration and Marketing,
Universidad Anahuac, Mexico.

[Kozy Shack Enterprises, USA \(1.5 yrs\)](#)

Brand Manager

Developed and implemented the Hispanic strategy leading to a successful new line of products. Managed the company's first expansion into another category. Led a cross-functional team with a European partner to develop and launch an item that was manufactured in Europe and retailed in the US.

[Danone Group, Mexico \(3 yrs\)](#)

Trainee, Assistant BM, Brand Manager

Managed one of the largest brands in the company. Led and implemented a brand re-launch which was subsequently adopted by several other countries.



Boden,
Brent

Australian: 36
Languages: English (N)
Post-Graduate Diploma in Project Management,
Queensland University of Technology, Australia.
Diploma in Electrical Engineering, Southbank Institute
of Technology, Australia.

[Nakheel, UAE \(2 yrs\)](#)

Head of Program Management

Responsible for the strategic planning, project management and corporate governance of projects valued in excess of US\$20B. Led a team of 55 staff from 16 countries. Recipient of an award for outstanding contributions to Business Improvement.

[Kellogg Brown & Root, UK & UAE \(4 yrs\)](#)

Head of Risk Management

Responsible for the implementation of commercial risk management systems and procedures on projects valued in excess of US\$15B.



Birabar,
Sidharth

Indian: 29
Languages: English (F), Hindi (F)
B.E. in Computer Science & Engineering,
Utkal University, India.

[Infosys Technologies Limited, USA / India \(3.3 yrs\)](#)

Project Manager

Managed client relations, business growth, strategic initiatives, delivery management of a multimillion dollar EDI (Supply chain management) project for one of the world's leading container shipping and logistics company. Led a 30 member team to win the "Best Team" award for Q3FY07.

Programmer Analyst

Led teams to successfully complete mission critical projects for leading logistics customers. Worked on multiple winning proposals including an independently handled project bid worth US\$1M.



Bouctot,
Yann

French: 35
Languages: French (N), English (F), Spanish (F)
Bachelor in Business Administration and Management,
ESC Paris, France.

[Rexel Group, France / UK / Spain \(8 yrs\)](#)

Rexel Spain Chief Financial Officer (2.5 yrs)

Enhanced company's cash flows through trade working capital management and strong costs control, maintaining cost base stable despite inflation. Led an 18-person team and tackled cross functional business issues as part of the executive committee. Took part, as a member of the integration committee, in the merger of two companies jointly worth €500M of sales.

Southern and Western Europe Financial Controller (3.5 yrs)

Elaborated financial reports and reviews for 7 countries, €800M zone. Analyzed business issues in order to set and follow-up specific action plans.



Busch,
William F.

US American: 31
Languages: English (N), Spanish (I), German (I)
BA, Organizational Behavior and Management,
Brown University, USA.

Bearingpoint, Inc., USA (4 yrs)

Senior Consultant (3.5 yrs)

Created current and future processes, including KPIs and bottleneck analysis across multiple corporate organizations for Fortune 500 companies. Managed executive and director level process creation workshops.

Operations Manager (6 months)

Created revenue forecasts and improved cash collection for segments.

US Department of Commerce, USA (8 months)

Development Intern

Developed and coordinated trade missions, inter-agency and foreign government programs to expand entrepreneurship.



Chan,
Lay Loo

Malaysian: 29
Languages: Malay (N), English (N), Mandarin (N), Cantonese (F), Spanish (I)
Certified Practising Accountant (CPA), CPA Australia
Bachelor of Commerce (Accounting & Finance),
University of Melbourne, Australia.

Novartis Pharmaceuticals, Malaysia / Spain (4.5 yrs)

Business Planning Analyst – Emerging Markets Region (1.5 yrs)

Performed analysis to optimize resource allocation decisions in 7 markets in Eurasia & Australia (~US\$1.9B sales). Drove budgeting/controlling processes.

Business Process Control & Purchasing Manager (3 yrs)

Led cross-functional strategic/process improvement projects. Created/Managed central purchasing unit. Implemented e-purchasing tool, improved productivity.

Ernst & Young/Arthur Andersen, Malaysia (2.5 yrs)

Senior Associate, Business Risk Services & Solutions



Caldeweyher,
Tobias

German: 25
Languages: German (N), English (F), French (F)
BBA International Business, Queensland University of
Technology, Australia.

LetsBuyIt.com, Germany (1.5 yrs)

**Business Development Manager Germany & UK,
Country Manager**

Developed, marketed and launched the shopping-portal LetsBuyIt.com.

Archetype Group, India (1 yr)

Executive Manager

Developed and managed a hotel construction team of 25 engineers in India.

Haarmann, Hemmelrath & Partner, Shanghai/France (1 yr)

Assistant to Management Board

Analysed, streamlined and restructured 21 law firm offices in 11 countries.



Cipiccia,
Luca

Italian: 29
Languages: Italian (N), English (F), Spanish (I)
Università Luigi Bocconi, Italy. Master Degree (Laurea)
in Corporate Law & Business Administration. Graduated
with honors (110/110 Cum Laude).

Goldman Sachs International, UK (7 yrs)

Vice President – Global Investment Research (2 yrs)

Head of Retail, Sporting & Luxury Goods Equity Research Team, 7 years of experience covering over 50 global companies in the consumer, retail, luxury goods and sporting goods industries. Successfully led and managed large team of research analysts. Portfolio management responsibility, long-short, on sector neutral basis with proven investment record.

Associate – Global Investment Research (2 yrs)

Sporting, Luxury Goods, Household and Personal Care Analyst.



Cohen,
Omri

Israeli: 32
Languages: Hebrew (N), English (F),
Spanish (I), French (B)
BA in Business Administration,
The College of Management, Israel.

[Love and Pride, USA / Israel \(3.5 yrs\)](#)

Vice President of Logistics and Website Director

Managed the company's website; responsible for 95% of the company's sales; improved sales conversion by 40%. Initiated and led a strategic planning discussions. Developed the logistic operations; negotiated vendors worldwide, generated periodic sales and procurement projections.

[Ministry of Defence, Special Forces Unit, Israel \(5 yrs\)](#)

Commander of the unit's special operations division, Captain

Commanded an elite team of 30, planned and led top-secret operations, head instructor for basic recruit training, commander of screening process.



Forte Heleno,
Tiago

Brazilian / Portuguese: 29
Languages: Portuguese (N), English (F),
Spanish (F), French (I)
BA in Business Administration, Armando Alvares
Penteado Foundation (FAAP), Brazil.

[Brasilata, Brazil \(7 yrs\)](#)

International Marketing Coordinator (2 yrs)

Led a team in international market research for prospecting companies that are possible customers. Responsible for contracts, negotiation, logistics and training the customers.

Marketing and Sales Assistant (2.5 yrs)

Implemented a new customer relationship management program in the internal market.



Datta,
Pratyush

Indian: 32
Languages: Hindi (N), English (F), Punjabi (F), Spanish (B)
Bachelor of Engineering (Computers),
Delhi University, India.

[Mascon Global Limited, India \(4.5 yrs\)](#)

Business Development Manager (1.5 yrs)

Led the sales team to achieve the PAN-India target of US\$ ½ M. Designed b2b strategies, created partnerships & performed market analysis.

Project Manager (2.5 yrs)

Owned a US\$1.5M / year roadmap, with healthy gross margins. Led multi-cultural team through multiple Telecom projects for global clients.

[Tellabs Inc., Denmark \(1.5 yrs\)](#)

Consultant

Led a team of 5 engineers for onsite technical consulting to Tellabs, Denmark.



Herron,
Keely

US American: 34
Languages: English (N), Spanish (B), French (B)
BA Journalism, University of Minnesota, USA.

[Kaplan Thaler Group, USA \(3 yrs\)](#)

Management Supervisor

Managed Revlon and Outback Steakhouse accounts developing and executing strategic branding initiatives, marketing plans and all advertising, including global launch of new product lines.

Effectively led cross-functional teams, and managed client's advertising production budgets.

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

Account Executive (2 yrs) Account Supervisor (1 yr)

Managed advertising and advised on brand strategy for clients AOL Time Warner, The New York Stock Exchange, and AIG.



Iwan,
Mirco

German: 31
Languages: German (N), English (F), Spanish (I)
Postgraduate Diploma in Business Administration, Kath.
University Eichstaett-Ingolstadt, Germany.

[ARQUES Industries AG, Germany/Switzerland \(2 yrs\)](#)

Associate Mergers & Acquisitions

Executed the sale of portfolio companies (Total Enterprise Value: €80M): Compiled valuation models, data rooms, due diligence in co-operation with investment banks and M&A Advisors. Enforced final restructuring measures.

[Lufthansa German Airlines, Germany/Dubai \(1.5 yrs\)](#)

Project Manager Corporate Strategy / Mergers & Acquisitions

Post Merger Integration of SWISS Airlines (Middle East/Africa). Conducted market analysis, competitor valuation and assisted the CEO in daily business.



Kirigaya,
Masayasu

Japanese: 31
Languages: Japanese (N), English (F), Spanish (B), Chinese (B)
BA in Marketing with international emphasis, Texas Christian University, USA.

[Recruit Agent Co., Ltd., Japan \(4.5 yrs\)](#)

Recruiting Consultant

Increased IT industry client base. Established new hiring method in specific area. Successful recruitment for the clients (more than 100 cases= €1.5M to €2M / year). Chosen as the best performer of the year 2003.

[Ishoku Co., Ltd., Japan \(3.5 yrs\)](#)

President

Restructured business in 3 years: reduced inventory by 1/3, debt capital by 2/3, introduced a new product, doubled sales/employee ratio. Completed original sales-manual in old-fashioned healthfood market in Japan.



Kavanagh,
Rachel

Irish: 32
Languages: English (N), Spanish (I), German (I)
BSc. Computer Systems, University of Limerick, Ireland.

[GE Capital, Switzerland \(4 yrs\)](#)

Project Manager (1 yr)

Led/co-led high impact Consumer Finance initiatives for IT, Compliance, Credit Cards, Risk and Auto Financing departments.

[Cambridge Technology Partners, Western Europe \(3 yrs\)](#)

Consultant

Specialised in CRM solutions for Telecoms and Financial sectors.



Lüthi,
Nadine,

German: 29
Languages: German (N), English (F), Spanish (F), French (B)
Master in Civil Engineering, TH Karlsruhe, Germany.

[Implenia AG \(Reuss Engineering AG\), Switzerland \(2 yrs\)](#)

Project Manager

Led the strategic planning, contract management and feasibility studies in the real estate sector for pension funds and investment-foundations to optimize costs and profitability. Responsible for benchmarking, product-development, acquisition of customers and customer services.

[Dentalpoint AG, Switzerland](#)

Chief of Marketing and Sales

Established the Marketing and Sales department. Created the marketing and sales concept and acquired international customers.



Malik,
Romit

Indian: 28
Languages: English (F), Hindi (N),
Punjabi (I), Spanish (B)
Bachelor of Technology, Computer Science, Punjabi
University, Patiala, India.

[Infosys Technologies Ltd. India/US \(5.5 yr\)](#)

Programmer Analyst

Built customized strategic reporting solutions leading to an ongoing saving of US\$1M per year. Proposed deployment of Global Delivery Model to consolidate and streamline project execution saving US\$3M.

Led a 13 member team in seamless execution of the project operating at CMM level 5, involving delivery of reporting solutions leading to customer satisfaction of 100% in 2007 & 2008. Top Performer in the year 2005 & 2006. Designed and developed process flows for new services like Voicemail and Conferencing services for landline telephone customers leading to an increase in revenue of US\$100,000 per year for the organization.



Montserrat,
Marc

Spanish: 33
Languages: Spanish (N), Catalan (N),
French (N), English (F), Italian (I)
Dual MsC in Telecoms engineering, UPC (Spain) and
Eurécom (France).

[Motorola / Freescale Semiconductors, France \(6.5 yrs\)](#)

Department Manager, R&D Software Engineering (4.5 yrs)

Responsible for building a new department of 32 engineers, 3 teams/managers. Managed employees, cross-functional operations and strategy, budget (€2M), recruitment, outsourcing. Reported to US headquarters. Achieved a strong team spirit, commercialized 4 platforms, contributed to the acquisition of a top-tier customer.

Team Leader (2 yrs)

[Infineon / Siemens Semiconductors, France \(2.5 yrs\)](#)

R&D Systems Engineer

Instrumental to the development of one of the world's first 3G platforms.



Mikecz,
Susan

US American: 30
Languages: Spanish (N), English (F), Cantonese (F)
Bsc. International Business & Spanish, Washington
University, St. Louis, USA.

**Independent Market Research Consultant,
USA / Hungary (2.5 yrs)**

Developed historical analyses for agricultural cash and futures markets. Created databases to track changing USA biofuel policies for Bunge N.A..

[Bunge North America, USA \(5 yrs\)](#)

Crude Oil Manager (1 yr)

Responsible for trading 75% of all BNA's crude soybean oil for domestic and international usages. Managed all logistics for 10 USA crushing plants (worth ~US\$150M). Opened new, previously untapped, markets in Mexico and South America with forecasted sales of ~US\$3M.

Logistics Coordinator/Meal Trader (2.5 yrs)



Nagy,
Lucas

US American: 28
Languages: English (N), Spanish (I)
BSBA Business & Environmental Studies,
University of Richmond, Virginia, USA

[Ferrell, Nagy & Associates \(FNA\) \(1.5 yrs\)](#)

Senior Associate - Consultant

Managed Just-In-Time Logistics for client leading to US\$18M in sales. Delivered enterprise financial model for KSA's 2nd largest homebuilder. Closed US\$250,000 in solar PV sales for energy integration client.

[Lennar Corporation \(4 yrs\)](#)

Financial Analyst – Land Acquisition (2 yrs)

Managed financial analysis for US\$450M in real estate assets. Completed feasibility that led to US\$150M in real estate acquisitions.

Construction Manager (2 yrs)

Scheduled and managed "Finish Construction" of over 100 homes.

OP



Ogawa,
Shinsuke

Japanese: 37
Languages: Japanese (N), English (F)
Masters of Science, Applied Physics, Tokyo Institute of Technology, Japan.

NTT Docomo, inc., Japan (13 yrs)

Manager of Next Generation Mobile Phone Development Group (3 yrs)

Led technology strategy team to establish IP licensing framework; conducted cross-functional negotiations with partner companies to launch ready-made modems worldwide, expected to lead a mobile phone market.

Assistant Manager, Project Leader of the 3G mobile phone (10 yrs)

Led 5 intellectual engineers to design modem functions, and contributed to improving quality of 3G phones; 600,000 initial units sold in Japan, and achievements presented in international conferences and exhibitions.



Oros Blanch,
Carlos

Spanish: 28
Languages: Spanish (N), Catalan (N), English (F), French (F).
Telecommunications Engineering, INSA Lyon, France.

INDRA Sistemas, Spain (2.5 yrs)

Senior Sales Consultant, Cisco Systems Specialist

Worked in complex IT proposals, where I was responsible for technical solutions and the demonstrations. Led groups of up to 10 people depending on the project. Won several important projects, like a new stadium in Bcn.

T-Systems (Deutsche Telekom), Spain (3 yrs)

Sales Consultant, Nortel Networks Specialist (2.5 yrs)

Gathered client requirements, designed solutions & advised the sales team.

Network and Systems Engineer (6 months)



Okoli,
Maurice

Nigerian / British: 35
Languages: English (N), Igbo (F)
MSc International Business, University of London, UK
BSc Business Information Systems, London Guildhall University, UK.

Deutsche Bank AG (3 yrs)

Manager, Total Return Swaps/Fixed Income, New York

Managed risk and exposure on US\$10B clients' loan portfolio and over 5,000 swap positions; headed a team of 9. Created a new TRS valuation tool for external and internal clients. Designed and built operational processes and procedures used in managing loan swap positions.

Manager, Commercial Mortgage Backed Securities, London

Managed CMBS securitization settlements process in London and India. Increased efficiency by over 60%.



Pizarro Herdener,
Sergio

Chilean: 32
Languages: Spanish (N), English (F), Portuguese (I), Mandarin (B)
Mechanical Engineer, Univ. Santa María, Chile.

Plumbtech Industries Ltd., China (3.5 yrs)

Industrial Manager

Led the industrial department for the production branch in Asia. Responsible for quality, engineering and supply chain management, with US\$15M exportations and 30 suppliers across China.

DSD Construcciones y Montajes S.A., Chile (4 yrs)

Project Engineer

Worked in petrochemical and cellulose construction projects in Latin America. Responsible for cost control, subcontractor's management, and the coordination of technical and contractual issues with the clients.



Posner,
Richard

US American: 27
Languages: English (N), Spanish (I)
BS in Electrical Engineering, George Washington University, USA.

Mikron Infrared, USA / Germany (2 yrs)

South America Business Development Manager (6 months)

Managed and travelled with sales representatives across South America. Trained and strengthened the current representative network, and created a business plan for future business in South America. Increased sales in assigned territories by 20% in 6 months.

Regional Sales Manager/International Product Manager (1.5 yrs)

Increased sales by 40% in one year and facilitated increased cooperation between German and US subsidiaries.

Weiss Instrument Incorporated (2.5 yrs)

Outside Sales/Regional Manager for NY/NJ



Quinn,
Donal

Irish: 30
Languages: English (N), Spanish (I)
MA in International Relations, Dublin City University, Ireland. BEng in Computer Engineering, University of Limerick, Ireland.

Drury Communications, Ireland (2 yrs)

Client Executive

Generated positive results for 5 clients of Ireland's top PR agency by focusing on media and stakeholder engagement to address complex issues, including controversial infrastructure projects. Agency's key advisor for online strategy.

Institute of European Affairs, Ireland (2 yrs)

Researcher

Analysed policy across a range of European issues, produced reports on political developments and secured top international speakers.



Puig Maclean,
Eduard

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

Hitachi Air Conditioning Europe S.A., Spain (4 yrs)

Regulatory Affairs Manager (2 yrs)

Monitored legal context of the market and detected threats and business opportunities that were applied to product development and sales strategy.

Product Manager (2 yrs)

Responsible for the marketing, production planning and delivery of a tailored and high-added value product. Achieved sales increase of €4,5M to €19,5M.

Deschamps-Lathus S.A.R.L., France (2.5 yrs)

Project Manager (1.5 yr)

Project supervision and budget control. Managed €4M and team of 15.

Project Engineer (1 yr)



Rodrigo,
Agustin

Argentinian: 28
Languages: Spanish (N), English (F), Portuguese (I)
B.S. in Accounting, Catholic University of Argentina, Argentina.

JPMorgan Chase Bank, USA (5 yrs)

Associate, Credit Research

Primary corporate research analyst for Telecom, Media and Oil & Gas issuers in Latin America, totalling US\$42B of corporate bonds under coverage. Organized and led investor trips for JPMorgan's clients to Argentina, Mexico and Brazil.

Associate, Latin America Credit Group

Senior credit analyst covering companies in the telecom, beverage, food production and agriculture industries in Latin America.

Partnered with M&A and Capital Markets in several landmark transactions.

S



Sala Rotllan,
Daniel

Spain: 29
Languages: Spanish (N), Catalan (N), English (F), French (B)
Bachelor of Business Administration, Pompeu Fabra University, Spain. Bachelor of Economics, Pompeu Fabra University, Spain.

Caprabo, Spain (4 yrs)

Marketing intelligence consultant

Conducted analytical models that increased customer's profitability (+20% ROI) and reduced churn rate (-5%). Planned and implemented marketing actions that increased promotional efficiency.

Elite Electrical Appliances, Spain (1.5 yrs)

Marketing analyst

Conducted data analyses to support strategic decisions.



Sánchez,
Silvia

Peruvian: 32
Languages: Spanish (N), English (F)
Bachelor of Economics, University of Lima, Perú.

Pomispá S.A., Perú (9 yrs)

Financial Manager

Negotiated financial terms and leasing lines with banks, programed annual investment plan for machines according to new projects, revised Unit Cost of services.

Santa Rosa Gold Mine - Comarsa, Perú (8 yrs)

Co-Sales Manager

Managed production sales worth US\$42M, negotiated hedge plan to comply with debt payment.



Sánchez Rubio,
Javier

Spanish: 31
Languages: Spanish (N), Catalan (N), English (F), Italian (F)
Postgraduate Degree in Financial Analysis, Tax&Labour Legislation UOC, Spain.
Telecommunication Engineering, UPC, Spain.

Ingersoll Rand, Ind. Tech., Spain / UK / Italy (6 yrs)

Sales Manager for Southern Spain, Spain (3 yrs)

Reorganized and expanded distribution network increasing sales and service capacity. Outperformed by 200% in direct channel sales in 2008. Developed more than €2M in new business within Bioenergy sector.

Marketing Specialist for Europe, Middle East and Africa, UK (1.5 yrs)

Launched new products, developed Market & Business Analysis and a New Incentive Program, identified new business ops that led to 18% growth.

Application Engineer, Italy (1.5 yrs)

Project Manager and Sales Support for Spain, Portugal and Middle East.



Scott,
Aaron

Australian: 32
Languages: English (N), German (I), Spanish (B)
Bachelors of Commerce and Law, University of Tasmania, Australia. Certified Practising Accountant, Deakin University, Australia.

UBS Global Asset Management, New York / London / Mumbai (5 yrs)

Product Developer – Fixed Income (1 yr)

Repositioned the money market product range, achieved US\$7B net inflow.

Interim CFO, India (1 yr)

Co-managed a US\$115M M&A of a local Indian asset manager.

Business Analyst to CFO (3 yrs)

Developed the first global activity based costing tool to be used in a major asset management company. Generated cost savings of US\$50M p.a..



Serna Gilabert,
Alfonso

Spanish: 32
Languages: Spanish (N), English (F),
Catalan (I), Portuguese (B)
Telecommunications Engineer, Universidad Politécnic
de Valencia, Spain.

INDRA Sistemas, Spain (8 yrs)

Project Manager, Madrid, Barcelona. (2 yrs)

Coordinated the business areas of ONO in Data
Migration Projects. Managed development teams to
successfully deploy the new billing and CRM systems.

Consultant, Mexico. Barcelona (6 yrs)

Deployed billing solutions in the telecommunications
company Marcatel (Mexico). Managed
development teams in Data Migration Projects for
telecommunications companies such as Auna,
Wanadoo, Menta, Retevisión.



Sokolova,
Julia

Russian: 32
Languages: Russian (N), English (F), Spanish (B)
ACCA member, Association of Chartered Certified
Accountants, UK. Bachelor of Economics (with
honours), State University, Russia.

Mechel, Russia (1.5 yrs)

International Reporting - Project Manager

Led project on implementation of information system
of financial reporting. Managed team of 15. Recruited
additional staff for project.

JT International, UK (2 yrs)

Corporate Consolidation - Finance Analyst

Financial reporting and analysis for HQ in Geneva.
Developed corporate accounting policies and
procedures. Created data integrity checks. Reduced
reconciliation issues between 3 systems (SAP BW, SAP
BCS, SAP R/3).



Shah,
Prit

Indian: 25
Languages: English (F), Hindi (F),
Gujarati (N), Spanish (B)
Bachelor of Commerce, Gujarat University, India.

Prima International, India (2 yrs)

Business Development Manager

Achieved 50% increase in exports of dyes and
chemicals. Responsible for international business
expansion and new client servicing initiatives. Increased
product offering through local strategic alliances.
Negotiated US\$0.2M export contract in Italy.

Axis Risk Consulting, India (2 yrs)

Senior Analyst - Risk and Business Solution Services

Conducted Financial Due Diligence for a German
company. Evaluated risks in procurement and finance
processes and recommended controls for steel and
fertilizer clients. Led a team of analysts conducting SOX
404 compliance review (telecom).



Subherwal,
Maneesh

Indian / US American: 29
Languages: English (F), Hindi (N), Spanish (B)
B.S. Economics & Computer Science, Denison
University, United States.

ThoughtWorks, USA (4 yrs)

Principal Consultant

Established and developed strong business
relationships on multiple levels. Advised global clients
on portfolio management and strategic IT goals. Led
global teams to successful delivery of multi-million dollar
accounts. Devised lean coaching strategies for client
managers and industry experts. Assisted and executed
regional market sales, strategy and delivery efforts.
Created and supported program-level global planning
of large projects.

AT&T, USA (4 yrs)

Senior Analyst

SV



Szmacinski,
Fabien

French: 32
Languages: French (N), English (F),
Spanish (F), Russian (F)
Undergraduate degree, Telecom Lille 1, France.

Leroy Merlin

IT Project manager and IT Manager, Russia (4.5 yrs)

After a successful start-up of the new subsidiary's IT department, led the 16 member Russian team in a rapid expansion context across Russia: 3 to 15 shops in 18 months.

IT Project Manager, Spain (3 yrs)

Led various IT projects including contracting a Datacenter service to enforce IT security for the company.

TotalFinaElf, Qatar (1.5 yrs)

Network Administrator



Valentín,
Alexandra

Puerto Rican / US American: 27
Languages: Spanish (N), English (N)
BS in Psychology and Advertising, University of Miami, USA.

UBS International Inc., USA (3 yrs)

Investment Associate

Co-managed book of US\$400M of ultra high net worth Latin American clients. Team production increased by 67% and Net New Assets by 46% in 3 years. Conducted research, trading and portfolio rebalancing for book. Supervised junior team members in operational duties. NASD licensed-3, 7, 9, 63, 65.

United Capital Markets Inc., USA (2.5 yrs)

Compliance Specialist

Researched and analyzed new institutional customers. Assisted CCO in supervising employees' trading, training and continuing education.



Valdizan,
Rosana

Peruvian: 30
Languages: Spanish (N), English (F)
Industrial Engineer, University of Lima, Perú.

Intel Chile, Perú (2 yrs)

Call Centers Manager, Telesales Operations (off-shored in Lima)

Managed telesales operations for top three Call Centers in Peru; 38,000 monthly hours and a team of 250 telesales executives targeting the competitive Chilean market. Achieved 40% cost per sale reduction.

Hermes - Brinks, Perú (1 yr)

Product Manager, Collections

Teamed up to design and implement the new Collections b2c service launched at Hermes facilities, leading to a 50% increase in revenues and positioning Hermes as both b2b and b2c company.



von Metzler,
Peter

German: 32
Languages: German (N), English (F),
Spanish (F), French (I)
MSc in Economic History, London School of Economics (LSE), UK.
MA in Economics, Freie Universität Berlin, Germany.

Rambøll. Management, Germany (2.5 yrs)

Consultant

Consulted public clients in infrastructure and energy sector on strategy and organizational development. Main areas of expertise are market research, cost accounting and project management.

German Employers Association (1.5 yrs)

Analyst

Responsible for strategic communication in the field of budgetary and tax policy.



Services & Events

Throughout the academic year, Career Services strategically organizes Talent Recruitment Events, adapted to industry recruiting timelines, to facilitate interaction between employers and MBA candidates.



Fall MBA Career Week

26th, 27th & 28th October 2009

Winter MBA Career Week

25th & 26th of January 2010

Corporate Presentations

All year round

Networking Events

All year round

On-campus Interviews

All year round



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www.esade.jobs

Career Services Contact

For further information on MBA recruitment services and events, please contact:

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