Career Services
18-month MBA
Corporate Internships & Projects
Class of 2007/2009
1) Clarify props.
2) Priorities
- Depend.

Moral wins.
Good leave ≠ anytime.
Reality
Grounded in the opinions of over 4,000 recruiters worldwide, we are proud to lead the Wall Street Journal’s 2007 business school ranking for the second consecutive year! On behalf of the ESADE Business School community, I would like to extend a special thank you to the recruiters that have made this possible.

As a Top 3 international business school for the past four years 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 foment motivates us to keep improving and innovating year after year.

With renewed energy and confidence we are pleased to present ESADE Business School’s 2007-2009 Full Time MBA candidates who will be available for corporate internships and projects as of early June 2008. As a low risk and cost effective channel, internships are an ideal opportunity for employers and students to try each other out under real working conditions.

Beyond instilling hard business skills, ESADE Business School’s MBA also places a strong emphasis on developing behavioural competencies typical of successful international managers. Simulating workplace settings, teamwork is a constant throughout the MBA programme ensuring candidates graduate with the ability to effectively work and adapt to cross-functional and multicultural teams.

Given the relatively small programme size, Career Services is able to provide flexible and tailored recruitment services and are 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, Career Services
ESADE Business School

Carta de la Directora del Servicio de Carreras Profesionales

Es un orgullo para nosotros liderar por segundo año consecutivo el ranking de The Wall Street Journal basado en la opinión de 4,000 recruiters de todo el mundo. En nombre de la comunidad de ESADE Business School, deseo expresar nuestra gratitud hacia los recruiters que participaron en el ranking y que han hecho posible el ser votado la mejor escuela de negocios fuera de EE.UU.

Como una de las tres mejores escuelas de negocios del mundo durante los últimos cuatro años, es para nosotros un motivo de enorme satisfacción ser reconocidos por desarrollar talento excepcional. Saber que los recruiters siguen beneficiándose de la diversidad multicultural que encuentran en nuestro campus y que valoran positivamente las capacidades y los valores que fomentamos es una fuente de motivación para que sigamos mejorando e innovando año tras año.

Con esta energía renovada nos complace presentar la promoción 2009 del Full-Time MBA, que podrá empezar a realizar las prácticas en empresas a principios de junio 2008. Gracias a su bajo riesgo y coste, las prácticas constituyen una oportunidad ideal para que empresas y estudiantes se pongan a prueba en condiciones reales de trabajo.

Además de infundir habilidades empresariales, los MBA de ESADE Business School también hacen hincapié en el desarrollo de las típicas competencias demostradas por los directivos internacionales de éxito. El trabajo en equipo, mediante la simulación de entornos de trabajo, es una constante en los programas MBA, lo cual garantiza que los candidatos se gradúen habiendo adquirido la habilidad de trabajar con eficiencia y adaptarse a equipos multidisciplinares y multicultural.

Dado el tamaño relativamente pequeño del programa, el Servicio de Carreras Profesionales puede proporcionar servicios de selección altamente flexibles, siempre abiertos a nuevas ideas. Esperamos trabajar con ustedes y ayudar a su empresa en la selección de candidatos MBA.

Atentamente,

Camila de Wit
Directora, Servicio de Carreras Profesionales
ESADE Business School
After an intensive first year on the MBA programme, I was eager to challenge myself further by putting the skills and competencies developed into practice within a real business environment. Working on a long-term strategy analysis project for a Spanish multinational during my summer internship at BCG enabled me to do just that.

With a background in sales and logistics, this summer not only allowed me to apply classroom theory into business reality but also to gain valuable experience in a new area thereby broadening future career opportunities!

Andrés Quezada Ponce (Chile/Italy)
18-month MBA, 2008

Availability of MBA candidates for projects and internships
Disponibilidad de alumnos MBA para proyectos y prácticas

<table>
<thead>
<tr>
<th>First year / Primer año</th>
<th>Summer / Verano</th>
<th>Second year / Segundo año</th>
</tr>
</thead>
</table>
| No possibility of internship during the first year of the program | Full-time (in any country) | Part-time (in cities where students can go on exchange or double degrees):
  • Full day twice a week depending on student availability
  • Half day 4-5 times a week (morning or afternoon)

Sin posibilidad de realizar prácticas durante el primer año del programa | Jornada completa (en cualquier país) | Part-time (en ciudades donde los alumnos puedan realizar intercambios o doble grados):
  • Jornada completa 2 días de la semana según disponibilidad del alumno
  • Medio día 4-5 veces a la semana (mañana o tarde)
BUSINESS SCHOOL | EXCHANGE | DOUBLE DEGREE | CITY | COUNTRY
--- | --- | --- | --- | ---
**EUROPE**
Cesma MBA | • | Lyon | France
Cranfield | • | Cranfield | UK
Helsinki – IT | • | Helsinki | Finland
HEC | • | Paris | France
IBS | • | Manchester | UK
RSM | • | Rotterdam | Netherlands
SDA Bocconi | • | Milan | Italy
University of Edinburgh | • | Edinburgh | UK
Warwick Business School | • | Coventry | UK
**NORTH AMERICA**
Babson College | • | Boston, MA | USA
Cornell University | • | Ithaca, NY | USA
Fordham | • | New York, NY | USA
Fuqua | • | Durham, NC | USA
Georgetown University | • | Washington, DC | USA
Goizueta | • | Atlanta, GA | USA
Haas School of Business | • | Berkeley, CA | USA
Kelley | • | Bloomington, IN | USA
Marshall | • | Los Angeles, CA | USA
McCombs | • | Austin, TX | USA
McGill University | • | Montréal | Canada
NYU - Robert F Wagner | • | New York, NY | USA
NYU Stern | • | New York, NY | USA
Olin | • | St Louis, MO | USA
Sauder | • | Vancouver | Canada
Schulich | • | Ontario | Canada
SMU Cox | • | Dallas, TX | USA
Thunderbird | • | Glendale, AZ | USA
UCLA | • | Los Angeles, CA | USA
UNC Kenan-Flagler | • | Chapel-Hill, NC | USA
University of Chicago | • | Chicago, IL | USA
University of Maryland | • | College Park, MD | USA
University of Michigan | • | Ann Arbor, MI | USA
Vanderbilt | • | Nashville, TN | USA
Weatherhead | • | Cleveland, OH | USA
**LATIN AMERICA**
DIIE | • | Santiago | Chile
EGADE-ITESM | • | Monterrey | Mexico
ESAN | • | Lima | Peru
Fundação Getúlio Vargas | • | São Paulo | Brazil
IESA | • | Caracas | Venezuela
INCAE | • | Alajuela City | Costa Rica
ITAM | • | Mexico | Mexico
Universidad Adolfo Ibáñez | • | Viña del Mar | Chile
**ASIA**
CUHK | • | Hong Kong | China
FDMS | • | Shanghai | China
HKSU | • | Hong Kong | China
IIMA | • | Ahmedabad | India
IIMB | • | Bangalore | India
ISS | • | Hyderabad | India
IUI | • | Niigata | Japan
NTU | • | Singapore | Singapore
NUS | • | Singapore | Singapore
Peking University | • | Beijing | China
Tsinghua University | • | Beijing | China
**OCEANIA**
AGSM | • | Sydney | Australia
University of Melbourne | • | Melbourne | Australia
**MIDDLE EAST & AFRICA**
Tel Aviv University | • | Tel Aviv | Israel
UCT | • | Cape Town | South Africa
WITS | • | Johannesburg | South Africa
“With experience in financial management within industry in Spain, I wanted to pursue an internship that would enable me to gain international experience, work within a multinational environment and implement the skills learned from the MBA. When the opportunity arose to do an internship at Johnson & Johnson Italy I couldn’t refuse the chance to be part of one of the world’s largest multinationals!

During my summer internship within the company’s Vision Care division I worked closely with the country’s Financial Manager developing and implementing a new P&L model and participating in the new business plan. It was rewarding to see my work come to life and the impact it had on business. I learned more during my internship than I could have imagined and was glad to convert MBA theory into practice!”

Agustí Domingo Reig (Spain)
18-month MBA, Class 2008
18-month MBA: Class 2009 profile / Perfil promoción 2009

115
18-month MBA students
Alumnos en el 18-month MBA

Academic backgrounds:

<table>
<thead>
<tr>
<th>Business/Economics</th>
<th>Engineering</th>
<th>Sciences</th>
<th>Humanities</th>
<th>Law</th>
</tr>
</thead>
<tbody>
<tr>
<td>40%</td>
<td>30%</td>
<td>15%</td>
<td>12%</td>
<td>3%</td>
</tr>
<tr>
<td>Económicas/Empresariales</td>
<td>Ingenierías</td>
<td>Ciencias</td>
<td>Humanidades</td>
<td>Derecho</td>
</tr>
</tbody>
</table>

Procedencias académicas:

27
Average age upon entry
Media de edad al inicio del programa

Functional backgrounds:

<table>
<thead>
<tr>
<th>Marketing/Sales</th>
<th>32%</th>
<th>Marketing &amp; Comercial</th>
</tr>
</thead>
<tbody>
<tr>
<td>Finance</td>
<td>21%</td>
<td>Finanzas</td>
</tr>
<tr>
<td>Operations</td>
<td>20%</td>
<td>Operaciones</td>
</tr>
<tr>
<td>Management</td>
<td>10%</td>
<td>Generalista</td>
</tr>
<tr>
<td>MIS</td>
<td>9%</td>
<td>Informática</td>
</tr>
<tr>
<td>Consulting</td>
<td>3%</td>
<td>Consultoría</td>
</tr>
<tr>
<td>HR</td>
<td>1%</td>
<td>RR.RH.</td>
</tr>
<tr>
<td>Other</td>
<td>4%</td>
<td>Otro</td>
</tr>
</tbody>
</table>

Procedencias funcionales:

Sector backgrounds:

<table>
<thead>
<tr>
<th>Manufacturing</th>
<th>32%</th>
<th>Industria</th>
</tr>
</thead>
<tbody>
<tr>
<td>Financial Services</td>
<td>20%</td>
<td>Servicios Financieros</td>
</tr>
<tr>
<td>General Services</td>
<td>19%</td>
<td>Servicios Generales</td>
</tr>
<tr>
<td>Technology</td>
<td>17%</td>
<td>Tecnología</td>
</tr>
<tr>
<td>Government/Non-profit</td>
<td>8%</td>
<td>Público</td>
</tr>
<tr>
<td>Consulting Services</td>
<td>4%</td>
<td>Consultoría</td>
</tr>
</tbody>
</table>

Procedencias sectoriales:

Geographical backgrounds:

<table>
<thead>
<tr>
<th>Western Europe</th>
<th>33%</th>
<th>Europa Occidental</th>
</tr>
</thead>
<tbody>
<tr>
<td>Latin America</td>
<td>26%</td>
<td>América Latina</td>
</tr>
<tr>
<td>USA &amp; Canada</td>
<td>23%</td>
<td>EE.UU. y Canadá</td>
</tr>
<tr>
<td>Asia</td>
<td>13%</td>
<td>Asia</td>
</tr>
<tr>
<td>Eastern Europe</td>
<td>3%</td>
<td>Europa del Este</td>
</tr>
<tr>
<td>Africa</td>
<td>1%</td>
<td>África</td>
</tr>
<tr>
<td>Middle East</td>
<td>1%</td>
<td>Medio Oriente</td>
</tr>
</tbody>
</table>

Procedencias geográficas:

35
Countries represented
Países representados

4
Average work experience
Media de años de experiencia profesional
Some examples of former summer projects

Finance
- Company analysis and valuation for its purchase by an investor group.
- Feasibility study for the establishment of a branch in another country.
- Client balance sheet analysis for the renewal of credit lines.
- Development of new services based on in-house market analysis.
- Commercial property development investment evaluation.

Consulting
- Strategy definition for the relocation of production facilities to several low cost countries.
- Development of pricing strategies for new product launches in key markets.
- Design of an integrated e-commerce model within a B2B company.

Human Resources
- Design and introduction of a new remuneration system for the sales force within a specific division.
- Study of the recruitment, training and motivation processes of the sales force in a direct sales company.
- Development of an executive remuneration and assessment model.

Marketing
- Reorganization of a small company’s internal structure: definition of tasks, responsibilities and assessment methods.
- Feasibility study and action plan for the launch of a new product. Identification of potential markets.

Operations
- Improvement of stock management systems in several industries.
- Study of the movement of materials in factory, their transport and despatch.
- Analysis and assessment of production processes, minimizing waste.
- Determination of raw material needs, purchasing processes improvements and design of new policies.

Legal considerations - ESADE Foundation
During the MBA program, ESADE facilitates the hiring of candidates for internships or projects through a “convenio” or agreement between ESADE Foundation and the company. Under the agreement, the company continues the education of the student through on-the-job activities and donates the student’s remuneration for the project to a scholarship fund created by ESADE to help finance the student’s MBA. ESADE in turn pays the candidate who is not considered a company employee but rather a student carrying out a project as an integral part of the MBA program. The company is therefore exempt from having to pay social security or health insurance for the candidate and the amount paid may be tax deductible depending on country legislations.
Companies should add 4% to the net amount the student will receive to pay for income tax deductions and administration fees. Given the nature of the agreement between both parties, ESADE Foundation is unable to issue an invoice but will send the company a certificate of donation.

Finance
- Company analysis and valuation for its purchase by an investor group.
- Feasibility study for the establishment of a branch in another country.
- Client balance sheet analysis for the renewal of credit lines.
- Development of new services based on in-house market analysis.
- Commercial property development investment evaluation.

Some guidelines

Remuneration
Companies are encouraged to remunerate internships and projects on the basis of the candidate’s experience, level and scope of the project, as well as the level of responsibility you are asking of the candidate. Expenses associated with the project (travel, hotel, food) should be covered by the company.

Health Coverage
Throughout the internship or company project candidates are covered by an accident and civil liability insurance policy, given that for all intents and purposes they continue to be ESADE students.

Visa Requirements
Visas are arranged by the student in cooperation with the company depending on the needs and regulations of the country where the student will realize the project. In Spain, there are no visa requirements for internships and company projects for the duration of the MBA program.

Services for Businesses
ESADE Business School’s Career Services team offers companies the following MBA recruitment services for internships, projects and full-time recruitment:
- Talent Recruitment Events:
  - MBA Career Week: 19th - 26th October, 2007
  - International Career Day: 14th November, 2007
- Corporate Presentations
- On-campus interviews
- Telephone and videoconference interview facilities
- Publication of Job Offers online:
  - www.talent.esade.edu
- Résumé Book
- On-line CV search: www.esade.jobs
Algunos ejemplos de proyectos

Finanzas
- Análisis de la empresa y valoración de su compra por parte de un grupo inversor.
- Estudio de viabilidad del establecimiento de una filial en otro país.
- Análisis del balance del cliente para la renovación de líneas de crédito.
- Desarrollo de nuevos servicios basados en el estudio de mercado dentro de la empresa.
- Evaluación de la inversión del desarrollo de la propiedad comercial.

Marketing
- Proyectos internacionales de investigación de mercados.
- Establecimiento de operaciones de exportación.
- Estudio de la red de ventas y distribución en varios países.
- Organización de campañas de promoción y publicidad.
- Estudio de viabilidad y plan de acción para el lanzamiento de un nuevo producto. Identificación de mercados potenciales.

Consultoría
- Definición de la estrategia para el traslado de las instalaciones de producción a varios países de bajo coste.
- Desarrollo de estrategias para la definición de precios de nuevos productos para su lanzamiento en mercados clave.
- Diseño de un modelo de e-commerce en una empresa B2B.

Recursos humanos
- Diseño y presentación de un nuevo sistema de remuneración para la fuerza de ventas dentro de una división concreta.
- Estudio de los procesos de contratación, formación y motivación de la fuerza de ventas en una empresa de venta directa.

Remuneración
Se recomienda a las empresas que remuneren las prácticas y los proyectos en función de la experiencia del candidato, el nivel y el alcance del proyecto, así como el grado de responsabilidad que se le requiere. Los gastos asociados al proyecto (viajes, hotel, comidas) debe cubrirlos la empresa.

Consideraciones legales – Fundación ESADE
Durante el programa MBA, ESADE facilita la incorporación de candidatos para la realización de prácticas o proyectos mediante un convenio o acuerdo entre la Fundación ESADE y la empresa. En virtud de este acuerdo, la empresa continúa la formación del estudiante a través de actividades formativas en el trabajo y ofrece la remuneración que corresponde al estudiante por el proyecto de empresa a un fondo de becas creado por ESADE para ayudar a financiar los estudios del alumno. Por su parte, ESADE remunera al candidato, que no es considerado empleado de la empresa sino un estudiante que lleva a cabo un proyecto como parte integral del programa MBA. Por tanto, la empresa está exenta de pagar la seguridad social o el seguro de enfermedad del candidato y la cantidad abonada puede desgravarse, dependiendo de la legislación de cada país. Asimismo, las empresas deben añadir un 4% al importe neto que el estudiante deba percibir, a fin de cubrir las deducciones del impuesto sobre la renta y los gastos de administración. Dada la naturaleza del acuerdo entre ambas partes, la Fundación ESADE no puede expedir factura, pero entregará a la empresa un certificado de donación.

Cobertura sanitaria
Durante todo el período de prácticas o del proyecto de empresa, los candidatos están cubiertos por una póliza de seguro de accidente y responsabilidad civil, dado que continúan siendo estudiantes de ESADE a todos los efectos.

Visado
El visado corre a cargo del estudiante, con la colaboración de la empresa, en función de las necesidades y las regulaciones del país en el que el estudiante lleva a cabo el proyecto. En España, no se exige el visado para realizar prácticas o proyectos de empresa en el transcurso del programa MBA.

Servicios a las empresas
El equipo del Servicio de Carreras Profesionales de ESADE Business School ofrece a las empresas los siguientes servicios para la realización de prácticas, proyectos o para la contratación a jornada completa:
- Talent Recruitment Events:
  - MBA Career Week: 19 - 26 de octubre, 2007
  - International Career Day: 14 de noviembre, 2007
  - Foro de Empresas MBA: 4 & 5 de febrero, 2008
- Presentaciones de empresas
- Entrevistas en el campus
- Instalaciones para entrevistas telefónicas y por videoconferencia
- Publicación de las ofertas de trabajo en línea: www.talent.esade.edu
- Libro de currículums
- Búsqueda de CV online: www.esade.jobs
In the following pages you will find the short CVs for ESADE Business School’s first year MBA students in the English and Spanish Full Time programmes. For a structural guide, please see the below CV template.

En las siguientes páginas encontrará los CVs breves de los alumnos de 1er curso del Full Time MBA de ESADE Business School, en inglés y español. A continuación se presenta la estructura que siguen estos CV’s.

Surname, Name  
Apellido, Nombre

Nationality; Age  
Nacionalidad; Edad
Languages: (N) Native, (F) Fluent, (I) Intermediate, (B) Beginner  
Idiomas: (N) Nativo, (F) Fluído, (I) Intermedio, (B) Básico
Degree, University, Country  
Titulación, Universidad, País
Company, Country, (Years)  
Empresa, País, (Años)
Job Title/responsibility  
Cargo/responsabilidad
Description of experience  
Descripción de experiencia

Company, Country, (Years)  
Empresa, País, (Años)
Job Title/responsibility  
Cargo/responsabilidad
Description of experience  
Descripción de experiencia
Romania. Overall P&L responsibility.

Oversaw all aspects of the business. Managed virtual teams in India & strategic partnerships, and closed key sales accounts.

Responsible for sales & marketing strategy. Identified and implemented developments alongside CEO.

Feefo (Web 2.0 startup), UK (1 year)

MA (hons) French & Philosophy, University of Edinburgh, UK

Languages: English (N), French (F), Spanish (I)

British; 27

Feefo (Web 2.0 startup), Reino Unido (1 año)

Director / Founder

Oversaw all aspects of the business. Managed virtual teams in India & Romania. Overall P&L responsibility.

Aparicio, Luis Felipe

Colombian; 28

Languages: Spanish (N), English (F)

BA in Business Management, CESA, Colombia

Acciones y Valores – Western Union, Colombia (4.5 years)

Managed the commercial area of Western Union’s money transfer service for the Colombian central region. Increased transaction volume by 17% and total revenue by 18%.

Marketing Analyst (3 years)

Introduced marketing strategies and launched two new value added products.

Banco Santander, Colombia (1 year)

Marketing Analyst

Alonso, Monica

US American; 26

Languages: English (N), Spanish (F)

BS in Business Administration, University of Southern California, USA

New Regency Productions, Inc., United States (4 years)

Production Accountant (1.5 years)


Financial Analyst (2.5 years)

Oversaw the cash management of over US$40M in monthly disbursements to projects in various countries while maintaining a US$500M JP Morgan Chase credit facility. Quarterly financial control of syndication deals.

Aparicio, Luis Felipe

Colombian; 28

Languages: Spanish (N), English (F)

BA in Business Management, CESA, Colombia

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Marketing Analyst (3 years)

Introduced marketing strategies and launched two new value added products.

Banco Santander, Colombia (1 year)

Marketing Analyst

Armitage, Edward

British; 27

Languages: English (N), French (F), Spanish (I)

MA (hons) French & Philosophy, University of Edinburgh, UK

Feefo (Web 2.0 startup), UK (1 year)

Business Development Manager

Developed business model alongside CEO. Responsible for sales & marketing strategy. Identified and implemented strategic partnerships, and closed key sales accounts.

Tigerana (Internet consultancy), UK (3 years)

Director / Founder

Oversaw all aspects of the business. Managed virtual teams in India & Romania. Overall P&L responsibility.

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Tigerana (Internet consultancy), UK (3 years)

Director / Founder

Oversaw all aspects of the business. Managed virtual teams in India & Romania. Overall P&L responsibility.
Atkinson Garcia, Christian

Spanish/American; 26
Languages: English (N), Spanish (N), German (B)
BSc. in Marketing, Metropolitan State College of Denver, USA

Obeyond, USA (1 year)
Sales Executive
Generated new sales opportunities through outbound prospect contacts. Incremented customers and sales revenues within assigned objectives.

Millward Brown, USA (1 year)
Assistant Research Executive
Helped clients build strong brands and services using an integrated suite of validated research techniques (brand equity assessments, brand tracking, copy testing, advanced analytics, qualitative research).

Baiget Moreno, Alejandro

Spanish; 29
Languages: Spanish (N), Catalan (N), English (I)
MA in Business Communication, Universidad de Barcelona, Spain
BA in Journalism, Universidad Ramon Llull, Spain

Electromein S.A., Spain (3 years)
Sales Manager in the Software Department
Project consultant for the implementation of management software for an agricultural processing centre. Responsible the for set-up and management of the Murcia and Sevilla delegations.

Diari de Tarragona, Spain (2 years)
Daily Columnist

Banez, Kristine Anne

Filipino; 23
Languages: English (N), Filipino (N), Spanish (I)
BA Management Economics, Ateneo de Manila University, Philippines

Procter & Gamble, Philippines (2 years)
Corporate Finance Analyst
Played a key role in the team that revived the Safeguard brand, effectively growing market share from 37% to 45% within 10 months. Co-developed financially-sensible marketing plans for Olay launch which exceeded sales goals by 100% ($10M vs $5M). Led Pampers pricing plan to avert potential loss due to tax policy changes and reach sales of $65M. Developed unit cost, sales targets for Whisper and led to break-even after 10 years of losses. Led a multifunctional team of more than 30 people for a pricing system transition. Developed and implemented a budget management process.

Barajas Nájera, Aïnhoa

Spanish; 27
Languages: Spanish (N), Catalan (N), English (I)
Bachelor of Economics, Illes Balears University, Spain

Ribas Fuster, Spain (2 years)
Associate Director
Managed a team of 6 professionals working on projects for the public sector. Treasury management.

Fundació Universitat Empresa Alicante y Univ. de les Illes Balears (1 year)
Researcher
Comparison of innovation indicators within the hotel industry.

Beaubien, Matthew

Canadian; 31
Languages: English (N), French (F), Spanish (B)
Mechanical Engineer, University of Alberta, Canada

MGI Coutier S.A. (Tier 1 Automotive Supplier), France (6 years)
Sales Manager - North America (2 years)
New business development for Mexican production facility; sales target $10M.

Business Development Manager - Cooling Systems (2 years)
Led team of three which secured $5M of new business with Ford UK.

Performance Assembly Solutions (2 years) - Supplier of Niche Assemblies Program Manager
Led launch of 10 programs for Ford NA representing $10M in sales.
Coordinated e-learning installations in 21 Universities (overall value $450,000).

**Project Manager**
Valerio Maioli Spa, Italy (1 year)

Competitors’ analysis.
(15% sales increase). Supported 10 on-site installers in EU. Developed
Supported sales team in US, EU, Asia (overall sales US$10M/year). Designed
Product Manager Assistant
Telecommunications Engineering, Politecnico di Milano, Italy
Master in Marketing and Communications, Professional Data Gest, Italy
Languages: Italian (N), English (F), French (F), Spanish (F), Chinese (B)

**Borgini, Leonardo**
Italian; 33
Languages: Italian (N), English (F), French (F), Spanish (F), Chinese (B)
Master in Marketing and Communications, Professional Data Gest, Italy
Telecommunications Engineering, Politecnico di Milano, Italy

**Andrew Wireless Systems, Italy (3 years)**
Product Manager Assistant
Supported sales team in US, EU, Asia (overall sales US$10M/year). Designed
brochures, publicity materials, user manuals for a new series of 40 products
(15% sales increase). Supported 10 on-site installers in EU. Developed
Valerio Maioli Spa, Italy (1 year)
Project Manager
Coordinated e-learning installations in 21 Universities (overall value $450,000).

**Blázquez Soriano, César**
Spanish; 27
Languages: Spanish (N), Catalan (N), English (F), French (F), Italian (I)
Telecommunications Engineer, Universitat Politècnica de Catalunya, Spain
Straw SA (top plastic extrusion company), Spain (3 years)
Managed a team of 7 with new systematics which led to reduced time for
maintenance actions (production stops) by 15%.

**Bessa, Elisa**
Spanish; 30
Languages: Spanish (N), Catalan (N), English (I)
BSc in Pharmacy and Biochemistry, Universidad de Barcelona, España
Accenture, Spain (3 years)
**Strategic Consultant**
Elaboration of sectorial studies, communication plans and quality satisfaction
studies and project management for different clients in the telecommunicationa
and government sectors.

**Lucarit, Spain (2 years)**
**Strategic Consultant**
Periodic collaborations in proposals, products and markets analysis, research for
different clients.

**Lucarit, España (2 años)**
**Consultor Estratégico**
Colaboraciones puntuales realizando propuestas, análisis de productos y
mercados, y buscadas para diferentes clientes.

**Berrocal Rodríguez, Enrique**
Peruvian; 31
Languages: Spanish (N), English (F)
Marketing Specialization, ESAN Business School, Peru
Bachelor in Business Administration, University of Lima, Peru
Peruvian Radio Station Corporation (CRP), Peru (4 years)
**Promotion and Special Activities BTL Chief**
Led/developed a new business division. Executed successful launch campa
igns for P&G, Unilever, Kimberly Clark brands. Led a team of 14, Generated
USE$2.5M additional income per annum for CRP.

**J. Walter Thompson S.A., Peru (1 year)**
**Junior Account Executive**
Managed Kraft Foods, LG and Mattel advertisement and promotional activities.

**Blanco, Jorge**
Spanish; 28
Languages: Spanish (N), English (F), French (F), Italian (I)
Institute of Telecommunications, Universidad Politécnica de Catalunya, Spain
Straw SA (top plastic extrusion company), Spain (2 years)
Managed learnings in an R&D project of a new extrusion profile head which led to reduced time for
the production process.

**Accenture, España (3 años)**
**Consultor Estratégico**
Elaboración de estudios sectoriales, planes de comunicación, estudios de
níveles de satisfacción de calidad y colaboración en la gestión de proyectos, la
mayoría pertenecientes al área de Telecomunicaciones y Gobierno.

**Berrocal Rodríguez, Enrique**
Peruano; 31
Idiomas: Español (N), Inglés (F)
Especialización en Marketing, Escuela de Negocios ESAN, Perú
Lic. en Administración de Empresas, Universidad de Lima, Perú
Corporación radial del Perú (CRP), Perú (4 años)
**Jefe de Promociones y Actividades Especiales/BTL**
Responsable de nueva UEN. Desarrollo completo de campañas promociona
les y de lanzamientos para P&G, Unilever y Kimberly Clark. A cargo de 14
personas. La nueva división generó 2.5M US$/año.

**J. Walter Thompson S.A., Perú (1 año)**
**Ejecutivo de Cuentas Junior**
Gestión de cuentas publicitarias y promocionales de Kraft Foods, LG, Matel.

**Bernedo, Roger**
Peruano; 26
Idiomas: Español (N), Inglés (F), Francés (B)
Ingenieros Industriales, Universidad de Lima, Perú
Manu Perú Holding S.A, Peru (2,5 años)
**Coordinador de Operaciones**
Responsable de planificar y coordinar el abastecimiento de combustibles, de
sarrallité y gestión de indicadores para optimizar el abastecimiento, distribución
y control de los combustibles.

**Primas S.A (Ex Shell del Perú), Peru (2,5 años)**
**Analista de Control de Gestión**
Analizó los nuevos proyectos de la compañía, participó en el proceso de eva
luación y negociación de la compra de Shell Ecuador, generó los presupues
tos anuales de la compañía y diversos informes de gestión.

**ESADE Business School**
**MBA Class of 2007-09**

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Brattin, Thomas Matthew
American; 25
Languages: English (N), Spanish (B)
BSc. in Business Finance, California State University, USA
Citigroup, USA (2.5 years)
Credit Analyst
Managed a $3.3 million portfolio of commercial credit accounts. Monitored credit risk and developed client relationships while supervising appraisals and leading site inspections. Worked with senior credit team to assist in credit underwriting.
Fresno Madera Farm Credit, USA (8 months)
Loan Analyst
Conducted and compiled industry and company analyses to identify potential commercial deals for portfolio managers to review.

Brechmann, Anne
German; 27
Languages: German (N), English (F), Spanish (I)
Diploma in Commercial Information Technology, FHDW Paderborn, Germany
Intelligence AG, Germany (5 years)
Consultant (1.5 years)
Introduced module Quality Management (QM) as sub-project leader and module Materials Management (MM) as consultant with 2 customers. Trainer for processes of MM and QM within groups of up to 15 persons.
Developer (3.5 years)
ERP Development within over 15 client projects. CRM Development and Implementation within 3 client projects. Trainer for Abap/4 programming techniques and CRM technologies.

Broder, Tonni Ann
Canadian/Trinidadian; 27
Languages: English (N), French (I), Spanish (B)
MSc in Development Studies, London School of Economics, UK
BSc in International Relations (Hons), University of the West Indies, Jamaica
National Council for Research on Women (NCRW), USA (1.5 years)
Research Fellow
Speculative initiative which expanded generational and ethnic diversity within NCRW by 150%. Conducted research on women’s voting interests for presentation to a Congressional Caucus. Led a team of 4 researchers in the gathering and analysis of data on cutting-edge issues on diversity in the workplace for major corporations.
United Nations Development Fund for Women, Haiti (6 months)
Women’s Rights/Gender Advisor

Bukharova, Yulia
Russian/EU Resident; 30
Languages: Russian (N), English (F), Spanish (F)
BA in Economics, Kemerovo State University, Russia
Kommerzbank-N (supermarket chain, 1 commercial centre), Russia (2.5 years)
Economist
Responsible for the financial planning (turnover €100M per year), current liabilities, analysis of the profitability of the goods (150 suppliers). Negotiated and managed a mobile phone network for the group of 90 people.
Centreproservice (supermarket chain, 980 employees), Russia (4 years)
Economist
Responsible for the financial planning (turnover €89M p/year), analysis of the stock-cost (€27M p/year), and documents for the bank credits (5 banks).

Cabra, Adriana
Colombian; 26
Languages: Spanish (N), English (F)
MA in Corporate Finance, CESIA, Colombia
BA in Business Administration, Universidad de La Sabana, Colombia
Colombia Móvil S.A. E.S.P., Colombia (3 years)
SOX Auditor (1 year)
Audit on internal controls over financial reporting for listing in the stock market. An effectiveness of close to 60% was achieved in 7 months.
Financial Management and Planning Analyst (2 years)
Developed the control panel of key indicators and revenue leakage.
Avantel S.A., Colombia (2 years)
Financial Planning Analyst

Brattin, Thomas Matthew
Español; 25
Idiomas: Inglés (N), Español (B)
Licenciatura en Finanzas, Universidad Estatal de California, EE.UU.
Citigroup, EE.UU. (2.5 años)
Analista de Crédito
Dirigió un equipo de 3.3 millones de dólares en préstamos comerciales. Trabajó con un equipo senior en la aprobación de créditos. Fortaleció las relaciones con clientes. Supervisó el riesgo crediticio a través de la revisión de las volatilidades de precios y la realización de inspecciones en el sitio.
Fresno Madera Farm Credit, EE.UU. (8 meses)
Analista de Préstamos
Desarrolló y compiló análisis de compañías e industrias para administradores de portafolios para identificar y referenciar negocios potenciales.

Brechmann, Anne
Aleman; 27
Idiomas: Alemán (N), Inglés (F), Español (I)
Diploma en Tecnología Informática Comercial, FHDW Paderborn, Alemania
Intelligence AG, Alemania (5 años)
Consultora (1,5 años)
Sub-directora de proyecto para la introducción del módulo de Administración de Calidad (AC) y consultora en módulo de Administración de Materiales (AM). Capacitación en procesos de AC y AM para grupos de 15 personas.
Developer (3,5 años)
ERP Programación en más de 15 proyectos del cliente. CRM programación e implementación en 3 proyectos del cliente. Capacitación en la programación en Abap/4 y las tecnologías de CRM.

Broder, Tonni Ann
Canadiense/Trinitaria; 27
Idiomas: Inglés (N), Francés (I), Español (B)
Master en Estudios de Desarrollo, London School of Economics, UK
Licenciatura en Relaciones Internacionales, University of the West Indies, Jamaica
Consejo Nacional de Investigación sobre Mujeres, EEUU (1,5 años)
Investigadora
Incrementó la diversidad generacional y étnica del consejo en un 150%. Realizó investigaciones sobre los intereses de voto de las mujeres para su presentación en el grupo multidisciplinario del Congreso. Lideró un equipo de 4 personas en la recolección y análisis de datos sobre la diversidad en el ambiente laboral de grandes empresas.
Fondo de las Naciones Unidas para la Mujer, Haití (6 meses)
Consejera sobre derechos de la mujer

Bukharova, Yulia
Rusa/Residente de la UE; 30
Idiomas: Ruso (N), Inglés (F), Español (F)
Licenciatura en Económicas, Universidad Estatal de Kemerovo, Rusia
Kommerzbank-N (cadena de supermercados, 1 centro comercial), Rusia (2.5 años)
Economista
Responsable del plan financiero (100 M€ facturación anual), los pagos corrientes, análisis de la rentabilidad de los productos (150 proveedores). Negoció y gestionó una red de telefonía móvil del grupo para 90 personas.
Centrproservice (cadena de supermercados, 980 empleados), Rusia (4 años)
Economista
Responsable del plan financiero (89 M€ facturación anual), análisis valoración almacenes (27 M €/año) y préstamos bancarios (5 bancos).
**Castellanos, Gabriela**

Salvadorean/US American; 25
Languages: Spanish (N), English (F)
BA in Economics, American University, USA

**Banco Cuscatlan, El Salvador (2 years)**
Projects Manager, Cuscatlan Family Remittances
Responsible for the development and follow through of 3 new and innovative products that generated additional sources of income and contributed to the increase of market share by 3%.

**Banco Agrícola, El Salvador (1 year)**
Financial Analyst
Prepared risk analysis for credits solicited by different companies, categorized by size of the company and amount of credit (up to $5M).

**Chain Dumit, Sergio**

Chile; 28
Languages: Spanish (N), English (F), French (F), German (B)
MSc in Marketing, Adolfo Ibáñez University, Chile
BA in Business Administration, Adolfo Ibáñez University, Chile

**L’Oréal Group, Chile (3 years)**
Redken Product Manager (1 year)
Planned, implemented and controlled the brand’s marketing plan and its product launches. In charge of stock management, sales forecasting and control of the brand’s marketing budget.

**Key accounts Product Manager (2 years)**
Prepared and executed a customized marketing plan for the key customers. In charge of all the CRM initiatives. Obtained 31% increase in sales.

**Chávez, Kelly**

US American; 27
Languages: English (N), Spanish (I)
BA in Finance, University of Texas Austin, USA

**FTI Consulting (formerly PwC, Business Advisory), USA (3 years)**
Senior Consultant
Assisted satellite provider during a US$6.4 billion acquisition. Consulted bankrupt clients during reorganizations (Chapter 11). Calculated and analyzed borrowing bases on behalf of banks.

**May Department Stores, USA (2 years)**
Markdown Analyst
Responsible for reporting and managing daily markdown budget for 16 divisions ($1.98 billion in sales) to attain profit margin.

**Chen, Ying-Yu (Erica)**

Taiwanese; 26
Languages: Chinese (N), English (F), Spanish (B)
BA in Economics, National University of Taiwan, Taiwan

**L’Oréal, Taiwan (6 months)**
Recruiting Executive, Human Resources Department
Managed materials for brand promotion in the campus recruiting campaign, enhanced brand awareness and increased applications by 20%.

**BenQ Corporation, Taiwan (2 years)**
Specialist, Branding Department (Marketing Communicators)
Led mobile phone marketing projects. Increased sales by 20% in Asia BenQ-Siemens launch campaigns. Coordinated between Asia Pacific marketing department (10 countries) and German HQ, reconstructed marketing materials delivery process and reduced time to 50%.

**Chen, Yu-Lin**

Taiwanese; 28
Languages: Mandarin (N), Taiwanese (N), English (F), Spanish (B)
BA in MIS, Da-Yeh Yen University, Taiwan

**Ericsson, Taiwan (2 years)**
Support Engineer
Investigated faults and proposed solutions to clients decreasing breakdows by 30% and increasing client satisfaction by 90%. Obtained long run contracts by meeting 90-95% of client objectives.

**The Pacific Sogo Department Store, Taiwan (8 months)**
Floor Manager
Increased sales target by 10% (from $120m to $135m). Topped sales volume over counterparts by 15%. Managed brands and raised revenue by 5%.
Combs, Crystal

US American; 27
Languages: English (N), Spanish (F)
BA in Spanish Literature, University of California Santa Cruz, USA

SCORE Educational Centers, USA (5 years)
Center Director (2.5 years)
Managed a for-profit tutoring center with gross revenue of $350,000 per year and more than 100 students enrolled in the program. Responsible for developing staff of 13 employees. Wrote and executed monthly sales and marketing plans. Oversaw customer service, revenue collection and management.

Program Director (2 years)
Managed monthly customer service and retention, and student curriculum.

RCS Mediagroup, Italy (1 year)
Senior SAP Developer & IT Delivery Manager (2.5 years)
Re-engineered, analysed and developed business processes on Global SAP Finance & HR Module Implementations (Total Budget: €75M). Responsible for process management and co-ordination of IT delivery.

Project Manager/Team Lead (2.5 years)
Planned, designed, controlled and led IT development team to deliver high quality IT solutions for Finance & HR Business divisions.

Deo, Amrit Singh

Indian; 31
Languages: Hindi (N), English (F), Spanish (B)
BA Honours in Economics, Delhi University, India

Ericsson, India (1.5 years)
Senior Manager - Marketing & Communication
Drove €2.7 M Brand Equity improvement program across India, Sri Lanka, Bhutan & Maldives (achieved 2% gain), led team of 3.

Genesis Burson Mastellar (a WPP company), India (4.5 years)
Associate Partner (1 year)
Developed proprietary Corporate Social Responsibility (CSR) framework. Led Strategic Business Unit worth €0.5 M (included largest client account of the firm), with team of 8.

Corcoran, Michael

Irish; 28
Languages: English (N), Spanish (I), Irish/Gaelic (F)
Graduate Diploma Information Systems (Hons), University Limerick, Ireland
Bachelor of Commerce (Hons), University College Dublin, Ireland

AIB Bank, Ireland (5 years)
Senior SAP Developer & IT Delivery Manager (2.5 years)
Re-engineered, analysed and developed business processes on Global SAP Finance & HR Module Implementations (Total Budget: €75M). Responsible for process management and co-ordination of IT delivery.

Project Manager/Team Lead (2.5 years)
Planned, designed, controlled and led IT development team to deliver high quality IT solutions for Finance & HR Business divisions.

Cresti, Giula

Italian; 27
Languages: Italian (N), English (F), Spanish (F)
BA in Economics, Bocconi University, Italy

PricewaterhouseCoopers Spa, Italy (2 years)
Auditor
Responsible for reviewing client Trial Balance and Profit & Loss Statement for clients in the telecom, gaming and motorcycle industries. Clients included Colt Telecommunication, Sisal Spa and MV Agusta. Responsible for the training of the staff.

RCS Mediagroup, Italy (1 year)
Product Marketing Manager
Responsible for "Amica" and "Io Donna", two leading Italian ladies' magazines.

Corwith, Katherine

US American; 26
Languages: English (N), Spanish (F), Portuguese (I), French (B)
BA (Honours) in Latin American Economics, McGill University, Canada

Peace Corps, Dominican Republic (3 years)
Environment Sector Volunteer Coordinator (1 year)
Supervised 33 volunteers working on initiatives in ecotourism, microenterprise and youth mobilization. Compiled and reported on strategic statistics for monitoring and evaluation of programmatic projects.

Rural Community Development Volunteer (2 years)
Introduced microenterprise production and marketing techniques to a 32-member mothers' association, trained members in project management and basic accounting. Created a 60-participant youth leadership conference.

Crespi, Giula

Italian; 27
Languages: Italian (N), English (F), Spanish (B)
BA in Economics, Bocconi University, Italy

PricewaterhouseCoopers Spa, Italy (2 years)
Auditor
Responsible for the audit of the financial statements of clients in the telecom, automobile and motorcycle industries. Clients included Colt Telecommunication, Sisal Spa and MV Agusta. Responsible for the training of the staff.

RCS Mediagroup, Italy (1 year)
Product Marketing Manager
Responsible for "Amica" and "Io Donna", two leading Italian ladies' magazines.

Deo, Amrit Singh

Indian; 31
Languages: Hindi (N), English (F), Spanish (B)
BA Honours in Economics, Delhi University, India

Ericsson, India (1.5 years)
Senior Manager - Marketing & Communication
Drove €2.7 M Brand Equity improvement program across India, Sri Lanka, Bhutan & Maldives (achieved 2% gain), led team of 3.

Genesis Burson Mastellar (a WPP company), India (4.5 years)
Associate Partner (1 year)
Developed proprietary Corporate Social Responsibility (CSR) framework. Led Strategic Business Unit worth €0.5 M (included largest client account of the firm), with team of 8.

Corwith, Katherine

US American; 26
Languages: English (N), Spanish (F), Portuguese (I), French (B)
BA (Honours) in Latin American Economics, McGill University, Canada

Peace Corps, Dominican Republic (3 years)
Environment Sector Volunteer Coordinator (1 year)
Supervised 33 volunteers working on initiatives in ecotourism, microenterprise and youth mobilization. Compiled and reported on strategic statistics for monitoring and evaluation of programmatic projects.

Rural Community Development Volunteer (2 years)
Introduced microenterprise production and marketing techniques to a 32-member mothers' association, trained members in project management and basic accounting. Created a 60-participant youth leadership conference.

Cresti, Giula

Italian; 27
Languages: Italian (N), English (F), Spanish (B)
BA in Economics, Bocconi University, Italy

PricewaterhouseCoopers Spa, Italy (2 years)
Auditor
Responsible for reviewing client Trial Balance and Profit & Loss Statement for clients in the telecom, gaming and motorcycle industries. Clients included Colt Telecommunication, Sisal Spa and MV Agusta. Responsible for the training of the staff.

RCS Mediagroup, Italy (1 year)
Product Marketing Manager
Responsible for "Amica" and "Io Donna", two leading Italian ladies' magazines.

Deo, Amrit Singh

Indian; 31
Languages: Hindi (N), English (F), Spanish (B)
BA Honours in Economics, Delhi University, India

Ericsson, India (1.5 years)
Senior Manager - Marketing & Communication
Drove €2.7 M Brand Equity improvement program across India, Sri Lanka, Bhutan & Maldives (achieved 2% gain), led team of 3.

Genesis Burson Mastellar (a WPP company), India (4.5 years)
Associate Partner (1 year)
Developed proprietary Corporate Social Responsibility (CSR) framework. Led Strategic Business Unit worth €0.5 M (included largest client account of the firm), with team of 8.
D’Imporzano, Matteo
Italian; 29
Languages: Italian (N), Spanish (F), English (F), French (F), Catalan (B)
Diploma in Accounting & Management Control, SDA Bocconi University, Italy
BA in Public Relations, IULM University, Italy
Irish Distillers Group (3 years)
Brand Manager, Jameson Premiums
In charge of the worldwide launch of the new Jameson Premium Whiskeys range, developing the brand strategy and the marketing plan, leading a cross-functional team of 7 people.

Trinidadian/Jamaican; 25
Languages: English (N), Spanish (I)
BSc in Marketing and International Business, University of Maryland, USA
Overture Technologies, USA (3 years)
Marketing Manager
Implemented new sales strategy resulting in dramatic client growth of 500%. Prepared and delivered interactive product demonstrations. Promoted from Marketing Assistant to Manager within 2 years.

Rivas Murguía, Iñigo
Spanish; 25
Languages: Spanish (N), Catalan (N), English (F), French (B), German (B)
Industrial Engineer, Polytechnical University of Catalonia, Spain
ETNIA, Spain (2 years)
Project Manager
“Creation of new professional studies in electronics in Guinea”. Planned in Barcelona and executed in situ. Planned and validated the new syllabus. Drafted technical education material. Trained local teachers. Designed and built laboratories. Budget and purchasing management. Supervised the project from Barcelona. Generated awareness of the association and its projects. Successfully launched new products designed in 3D.

Faouzi, Tarik
French/Moroccan; 33
Languages: French (H), Moroccan (H), English (F), Spanish (I)
Master in Computerized Production Systems, Univ. de Pau, France
Mechanical and Industrial Engineering, Univ of Bordeaux, France
Performance Consulting, France (2.5 years)
Senior Consultant/Project Manager
Led 3 IT projects simultaneously (application development and restructuring business processes and organizational structures) for a leading French retirement agency. Managed a team of 12 executives and 5 projects leaders.

Figueras Batet, David
Spanish; 29
Languages: Spanish (N), English (F), French (B)
MA in Tax Law, ESADE, Spain
Combined BA in Law and MA in Business Law, ESADE, Spain
Irula Menéndez Abogados, Spain (2 years)
Junior Associate Lawyer
Provided legal and tax advice to companies and individuals in the M&A sector.

Cappgerni, France (3 years)
Project Leader
Led a €4M project. Restructured the core IT System. Supervised 25 people.

Italiano; 29
Idiomas: Italiano (N), Español (F), Inglés (F), Francés (I), Catalán (B)
Diploma in Control de Gestión, SDA Universidad Bocconi, Italia
Lic. en Relaciones Públicas, Universidad IULM, Italia
Irish Distillers Group (3 years)
Brand Manager, Jameson Premiums
Lideré el lanzamiento de la nueva gama de Jameson Premium Whiskeys a nivel mundial desarrollando la estrategia de marca y el plan de marketing, coordinando un equipo multifuncional de 7 personas.

Trinitense/Jamaicana; 25
Idiomas: Inglés (N), Español (I)
Lic. en Marketing y Comercio Internacional, Universidad de Maryland, EE.UU.
Overture Technologies, USA (2 years)
Marketing Manager
Implementé una nueva estrategia de ventas aumentando el número de clientes en un 500%. Preparé y entregué demostraciones interactivas del producto. Fui promocionada a gerente de marketing en menos de 2 años.

P&S Rental Services, Trinidad (7 years)
Consultora de Marketing
Utilizé Six Sigma para corregir las ineficiencias del proceso logístico. Diseñé y mantuve la primera web interactiva de la compañía.

Duncan, Shani
Trinidadian/Jamaican; 25
Languages: English (N), Spanish (I)
BSc in Marketing and International Business, University of Maryland, USA
Overture Technologies, USA (3 years)
Marketing Manager
Implemented new sales strategy resulting in dramatic client growth of 500%. Prepared and delivered interactive product demonstrations. Promoted from Marketing Assistant to Manager within 2 years.

Duncan, Shani
Trinitense/Jamaicana; 25
Idiomas: Inglés (N), Español (I)
Lic. en Marketing y Comercio Internacional, Universidad de Maryland, EE.UU.
Overture Technologies, USA (2 years)
Marketing Manager
Implementé una nueva estrategia de ventas aumentando el número de clientes en un 500%. Preparé y entregué demostraciones interactivas del producto. Fui promocionada a gerente de marketing en menos de 2 años.

P&S Rental Services, Trinidad (7 years)
Consultora de Marketing
Utilizé Six Sigma para corregir las ineficiencias del proceso logístico. Diseñé y mantuve la primera web interactiva de la compañía.

Echeverría Murguía, Iñigo
Spanish; 25
Languages: Spanish (N), Catalan (N), English (F), French (B), Alemán (B)
Ingeniero Industrial, Universidad Politécnica de Cataluña, España
ETNIA, España (2 años)
Responsable de Proyecto

Entre 2007 y 2009, Matías, un español de 29 años, lideró un proyecto de €4 millones en el que reescribió el sistema de IT. Supervisó a 25 personas y lideró la reestructuración del sistema IT.

Figueras Batet, David
Spanish; 29
Languages: Spanish (N), English (F), French (B)
MA in Tax Law, ESADE, Spain
Combined BA in Law and MA in Business Law, ESADE, Spain
Irula Menéndez Abogados, Spain (2 years)
Junior Associate Lawyer
Provided legal and tax advice to companies and individuals in the M&A sector.

Voral Real Estate - Riva y García Fincas, Spain (3 years)
Member to the Family Board
Member of the family board of a company in real estate sector with an expected turnover for year 2007 of €60 million.

Echeverría Murguía, Iñigo
Spanish; 25
Languages: Spanish (N), Catalan (N), English (F), French (B), Alemán (B)
Ingeniero Industrial, Universidad Politécnica de Cataluña, España
ETNIA, España (2 años)
Responsable de Proyecto

Entre 2007 y 2009, Matías, un español de 29 años, lideró un proyecto de €4 millones en el que reescribió el sistema de IT. Supervisó a 25 personas y lideró la reestructuración del sistema IT.
Garcia Mozo, Fernando

Spanish; 26
Languages: Spanish (N), English (F)
MA in Strategic Marketing Management, ESADE, Spain
BA in Business Administration, University of Oviedo, Spain

Grupo Melca, Spain (2 years)
Project Manager
Management with full responsibility for starting up a Shopping Center (led 15 people), Responsible for Marketing, Negotiation, Planning and Human Resources. General Management post start up.

Various Companies, Spain (2 years)
Independent Consultant
Different projects in Market Research, Strategic Marketing and Training.


Girardi Nunes, João

Portuguese; 29
Languages: Portuguese (N), English (F), Spanish (I)
BA in Business Administration, Universidade Católica Portuguesa, Portugal

Banco Espírito Santo (3rd Bank in Portugal), Portugal (3 years)
Assistant Manager
Responsible for the electronic payments business (credit/debit card acquiring, ATM and POS) of 25M€. Assisted a team of 11, improved efficiency of processes and increased market share from 13% to 16%.

A.T. Kearney, Portugal (2 year)
Strategy Consultant
Engaged in strategic projects on client sites mostly in the Telecom, Media and Banking sectors.


Gligor, Cosmin

Romanian; 30
Languages: Romanian (N), English (F), Spanish (B)
MSc, Quantitative Finance, Academy of Economic Studies, Romania
BA in Business Administration, Academy of Economic Studies, Romania
BA in Law, Ecological University, Romania

Banca Comerciala Romana, Romania (4.5 years)
Corporate Finance & Investment Banking, Economist (3 years)
Originated and executed deals covering all types of debt products including eurobonds, municipal bonds, MTN Programmes and syndicated loans.

Corporate Credit Administrator (1.5 years)
Performed financial analysis and reviewed credit proposals ensuring that they address all key risks prior to submission for approval.


Goch, Dawne

Canadian; 27
Languages: English (N), Spanish (F)
BA in Latin American Studies, University of British Columbia, Canada

Peak Products Manufacturing Inc. (construction), Canada (3 years)
Regional Sales Manager Western Canada (2 years)
Managed building materials sales, product launches, and implementation of programs at all major retail accounts, while managing a team of 20.
Obtained a 137.5% increase in sales in a 2 year period.

National Accounts Specialist (1 year)
Assisted the National Accounts Manager in the management of our company’s sales and general account with our main customer, North America’s largest home improvement retailer.


Gonzalez Garcia, Dario

Mexican; 28
Languages: Spanish (N), English (F), Portuguese (B)
Mechanical Engineer and Administration, ITESM, Mexico

Grupo PROSUR, México (1.5 years)
Administrative Manager
Led the reengineering of human resources, accounting and systems administration by implementing a new RP system that reduced the administrative cost by 25% and improved productivity of the company.

Bticino de México, México (1.4 years)
Purchasing Manager
Led the reengineering of the national indirect purchasing department, obtaining savings of €456,000.
González Romagosa, Marta
Spanish; 26
Languages: Catalan (N), Spanish (N), English (F), Italian (B)
MA in Air Conditioning Systems, Universitat Politècnica Catalunya, Spain
Industrial Engineering, Universitat Politècnica de Catalunya, Spain

SACYR, Spain (2 years)
Installations Engineer
Responsible for the Installations Department.
Managed projects, hired industrial teams and developed processes for the proper execution of installations in buildings. Reduced foreseen costs in projects.
Managed subcontracted personnel.

Gozo, Erik
Italian; 31
Languages: Italian (N), English (F), French (B)
MA in General Medicine and Surgery, University of Turin, Italy

Gozzo Impianti SPA (family business - construction), Italy (7 years)
Head Manager in Genoa’s Branch Office (3 years)
Managed team of 5 and a €6 million/year order portfolio.

Green, Benjamin
United States; 28
Languages: English (N), Spanish (B)
BA in Information and Operations Management, Texas A&M University, USA

United Services Automobile Association (USAA), USA (5 years)
Analyst
Performed requirements gathering and analysis.
Responsible for product forecasting and pricing.
Analyzed and automated manual processes.
Analyzed statistical trends in system usage to determine growth, capacity and usage of technology systems.
Responsible for designing, building and implementing a Highly Available Fax system capable of processing 1.2 million faxes/40 million pages a year.

Guerrero Guillén, Douglas
Nicaraguan; 27
Languages: Spanish (N), English (F), French (B)
Environmental Quality Engineer, Universidad Centroamericana, Nicaragua

Comercializadora de Mari S.A., Nicaragua (3 years)
Quality Manager
Managed the Quality Department, responsible for quality and food safety system design and engineering in 5 peanut processing plants, which yielded sales of €17 million. Led a team of 45 people and oversaw food safety certification.

Corn Island Power and Light S.A., Nicaragua (1 year)
Consultant
Led the consultant team that executed an environmental assessment and developed a bio remediation plan for an energy generation site.

Guerrero Pérez, Guillermo
Puertorriqueño; 31
Languages: Spanish (N), English (F)
Industrial Engineering, University of Florida, USA

Telefónica Empresas, Puerto Rico, USA (1.5 years)
Manager of Project Management
Responsible for the development of the Project Management Office. Led multiple complex projects and supervised a team of 8 Project Managers.

Centennial Communications, Puerto Rico, USA (3 years)
Senior Project Manager, Business Solutions
Hercules Communications Group, Virginia, USA (2 years)
International Business Development Specialist

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Harrower, Norman “Scott”

US American; 26
Languages: English (N), Spanish (I)
BA in History, Boston University, USA

Maxim Magazine, USA (3 years)

Associate Manager Merchandising & Promotions (1 year)
Developed and executed over 130 brand marketing programs involving client integration, venue negotiation, commitment contracting, promotion and budget reconciliation. Such multiplatform programs, including Super Bowl XLI, generated over US $150 M in incremental sales revenue.

Sales & Marketing Associate (2 years)
Calculated over 200 paging and revenue reports. Executed US $60 M in added value programming including sweepstakes, contests and retail events.

Hebb, Christopher

Canadian; 27
Languages: English (N), French (I), Spanish (I)
BA in Political Science, The University of Western Ontario, Canada

TIC Travel Insurance Coordinators Ltd, Canada (4 years)
Account Manager (2 years)
Managed €2.5 million portfolio of key accounts. Coordinated 5 projects (teams of 3-6) concurrently for operations, product development and sales. Responsible for product and sales training, creating and implementing marketing plans and sales strategies. Increased sales by 11% annually (2 consecutive years).

Team Leader (2 years)
Responsible for insurance sales, training, and quality control.

Hong, Changmo

Korean; 29
Languages: Korean (N), English (F), Spanish (B)
Mechanical Engineer, Seoul National University, Korea

Hyundai Mobis, Korea (3 years)
Purchaser
Analyzed costs and determined prices of outsourced automobile parts. Annual purchasing volume of US$30M. Reduced material costs of outside products by US$2M annually.

ITS (equipment manufacturing for industrial inspections), Korea (3 years)
Mechanical Designer
Designed and developed inspection machines in semiconductor industry, and a glass sheet inspection equipment for the first time in Korea. Patent holder.

Hurtado Torralba, Carme

Spanish; 29
Languages: Spanish (N), Catalan (N), English (F), German (I)
BA in Human Resources, Universidad Pompeu Fabra, Spain

Montcada i Reixac Town Council, Spain (2 years)
Project Manager in Enterprise, Commerce and Tourism
Responsible for the administration, management and strategic development of the assigned business sectors. Executed and led a strategic plan with a team of 5. Set up new shopping and leisure center.

Matadepera Town Council, Spain (2 years)
Project Manager in Commerce and Tourism
Developed a viability study for the creation of a new business centre. Implemented and developed a business assessment department (in charge of 60 people).

Jimenez Herrera, Rodrigo

Spanish/Guatemalan; 25
Languages: Spanish (N), English (F)
BA in History, Trinity College, USA

Cuscatlan Securities, Guatemala (2.5 years)
Financial Advisor, R.R. Series 7 & 24, Guatemala (1.5 years)
Responsible for providing financial and investment advisory to individual and institutional clients. Increased assets under my management from US$7M to US$10M, Fixed Income broker.

Client Service Associate, Guatemala (1 year)
First contact for all client needs. Execution and follow up of market and banking operations. Management of proprietary Investment Funds and assistance in marketing matters.

Spanish/Guatemalan; 25
Languages: Spanish (N), English (F)
BA in History, Trinity College, USA

Cuscatlan Securities, Guatemala (2.5 years)
Financial Advisor, R.R. Series 7 & 24, Guatemala (1.5 years)
Responsible for providing financial and investment advisory to individual and institutional clients. Increased assets under my management from US$7M to US$10M, Fixed Income broker.

Client Service Associate, Guatemala (1 year)
First contact for all client needs. Execution and follow up of market and banking operations. Management of proprietary Investment Funds and assistance in marketing matters.

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Languages: Spanish (N), English (F)
BA in History, Trinity College, USA

Cuscatlan Securities, Guatemala (2.5 years)
Financial Advisor, R.R. Series 7 & 24, Guatemala (1.5 years)
Responsible for providing financial and investment advisory to individual and institutional clients. Increased assets under my management from US$7M to US$10M, Fixed Income broker.

Client Service Associate, Guatemala (1 year)
First contact for all client needs. Execution and follow up of market and banking operations. Management of proprietary Investment Funds and assistance in marketing matters.
Johnson Ederra, Daniel
US American/Spanish; 30
Languages: English (N), Spanish (N)
MSc in Health Sciences, Long Island University, USA
BA in Spanish, Hamilton College, USA
Fimat USA, USA (6 years)
Business Analyst
Engineered and built new data centers. Developed IT disaster recovery procedures that ensured business continuity. Led development of new index trading software products that vastly increased trade volume and revenues.

Klose Rosales, Christian
Guatemalan; 28
Languages: Spanish (N), English (F), Portuguese (L)
Industrial Engineer, North Carolina State University, USA
Pepsi Central America, Guatemala (2 years)
Brand Manager
Developed strategic planning, marketing programs and managed EBITDA generation for several company brands. Re-launched carbonated soft drink which generated 30% increment in EBITDA vs. year before.

Joshi, Varun
Indian; 25
Languages: Hindi (N), English (F), Spanish (B)
Bachelor of Engineering in Computer Science, RGPV University, India
Fimat USA, USA (6 years)
Systems Administrator
Engineered and built new data centers. Developed IT disaster recovery procedures that ensured business continuity. Led development of new index trading software products that vastly increased trade volume and revenues.

Kok, Steven Alexander
Dutch; 28
Languages: Spanish (N), English (F), Dutch (B), French (B)
Electronics Engineer, ITBA, Argentina
Philips Semiconductors (currently NXP), The Netherlands (3 years)
Applications Engineer/Project Leader
Performed SWOT analysis to understand how we could regain market share in the Portable Multimedia Sector. Based on results, redefined our value proposition and negotiated with key departments the proper deployment of procedures and projects to secure the success of this change. This opened 75% of a previously un-addressable market. Relocated to Singapore as liaison between multi-site teams to win a key customer. The customer was won and engaged with our product roadmap.

Kar, Sangeet Saurav
Indian; 24
Languages: English (N), Hindi (N), Spanish (B)
BA in Computer Science & Engineering, NIT Warangal, India
Infosys Technologies Ltd., Netherlands, Luxembourg and India (3 years)
Software Engineer, India (1.5 years)
Worked as developer for multiple software development lifecycle projects.

Klose Rosales, Christian
Guatemalan; 28
Languages: Spanish (N), English (F), Portuguese (L)
Industrial Engineer, North Carolina State University, USA
Pepsi Central America, Guatemala (2 years)
Brand Manager
Developed strategic planning, marketing programs and managed EBITDA generation for several company brands. Re-launched carbonated soft drink which generated 30% increment in EBITDA vs. year before.

Johnson Ederra, Daniel
US American/Spanish; 30
Languages: English (N), Spanish (N)
MSc in Health Sciences, Long Island University, USA
BA in Spanish, Hamilton College, USA
Fimat USA, USA (6 years)
Business Analyst
Engineered and built new data centers. Developed IT disaster recovery procedures that ensured business continuity. Led development of new index trading software products that vastly increased trade volume and revenues.

Joshi, Varun
Indian; 25
Languages: Hindi (N), English (F), Spanish (B)
Bachelor of Engineering in Computer Science, RGPV University, India
Fimat USA, USA (6 years)
Systems Administrator
Engineered and built new data centers. Developed IT disaster recovery procedures that ensured business continuity. Led development of new index trading software products that vastly increased trade volume and revenues.

Kok, Steven Alexander
Dutch; 28
Languages: Spanish (N), English (F), Dutch (B), French (B)
Electronics Engineer, ITBA, Argentina
Philips Semiconductors (currently NXP), The Netherlands (3 years)
Applications Engineer/Project Leader
Performed SWOT analysis to understand how we could regain market share in the Portable Multimedia Sector. Based on results, redefined our value proposition and negotiated with key departments the proper deployment of procedures and projects to secure the success of this change. This opened 75% of a previously un-addressable market. Relocated to Singapore as liaison between multi-site teams to win a key customer. The customer was won and engaged with our product roadmap.
Kornfeld, Jason
US American; 27
Languages: English (N), Spanish (I)
BSc in International Business Management, University of Connecticut, USA
USTelecom, USA (2 years)
Marketing Coordinator/Project Manager
Responsible for the organization’s corporate presence and marketing strategy at its annual convention. Launched revolutionary digital direct mail program that increased response rates by 20%.
ASi, Inc., USA (3 years)
VAR Recruitment Manager
Recruited and trained new value-added resellers. Supervised the company’s network of over 150 domestic and international resellers.

Kuo, Kathy
Taiwanese; 27
Languages: Mandarin (N), English (F), Spanish (F), Taiwanese (I)
BA in Finance, National Chengchi University, Taiwan
BenQ Corporation, Taiwan (3 years)
Financial Controller, Customer Care (2 years)
Developed new operational processes during the merger of BenQ (mobile division) and Siemens Mobile. Planned and managed a €117M global customer care annual budget. Reduced €34M liability in Brazil through M&A.

Lahneman, Brooke
US American; 26
Languages: English (N), Spanish (F), French (B)
BA in Economics, University of Virginia, USA
Bluestone Law International, USA (2 years)
Director of the Liaison Department (1 year)
Acted as main contact for clients (international banks and financial institutions) for company. Created and maintained monthly revenue reports for department. Implemented streamlining and cost-cutting procedures to increase profitability of department by 25%+. Managed team of 4.

Le, Megan
US American; 27
Languages: English (N), Spanish (I)
BS in Business Management, North Carolina State University, USA
Bronto Software, USA (1 year)
Account Manager
Managed 230 clients with 94% retention. Increased $850K annual value by $57K with strategic upgrades, design and referrals. Promoted creative email marketing (i.e. segmentation) for the team via newsletter, webcast and blog.
VCA Antech/DarkHorse Medical Ventures, USA (2 years)
Marketing and Account Manager
Deployed and analyzed survey to 500 global inactive clients. Increased usage by 10% through targeted marketing campaigns and promotions.

Kornfeld, Jason
Estadounidense; 27
Idiomas: Inglés (N), Español (I)
Lic. en Ciencias Empresariales Internacionales, Univ. de Connecticut, EE.UU.
USTelecom, USA, EE.UU. (2 años)
Coordinador de Marketing/Gerente de Proyecto
Responsable de la presencia corporativa y la estrategia de marketing de la empresa en la convención anual. lanzó un revolucionario programa de correo masivo que aumentó la tasa de respuesta en un 20%.
ASi, Inc., EE.UU. (3 años)
Gerente de Reclutamiento de Distribuidores
Contrató y entrenó a nuevos distribuidores. Administró la red de mas de 150 distribuidores locales e internacionales de la compañía.

Lahneman, Brooke
Estadounidense; 26
Idiomas: Inglés (N), Español (F), Francés (B)
Licenciada en Economía, Universidad de Virginia, EE.UU.
Bluestone Law International, EE.UU. (2 años)
Directora del Departamento de Coordinadores (1 año)

Landmann, Lucretia
Swiss; 29
Languages: German (N), English (F), French (F), Spanish (F)
MA in Intl. Relations, Graduate Institute of Intl. Studies, Switzerland. BSc. in International Relations, London School of Economics, UK
State Secretariat for Economic Affairs, Economic Cooperation & Development, Switzerland (3.5 years)
Programme Manager
Managed private sector development projects in developing countries in Asia and Latin America. Met with CEOs of Vietnamese banks, drafted and negotiated legal documents to establish a green credit line for Vietnamese SME wanting to invest in cleaner production technology. In charge of an EUR 2.5 m investment in a private equity fund in Vietnam. Evaluated PPM, participated in due diligence, negotiated legal documents.

Le, Megan
Estadounidense; 27
Idiomas: Inglés (N), Español (I)
Licenciatura en Empresariales, North Carolina State University, EE.UU.
Bronto Software, EE.UU. (1 año)
Gerente de Cuentas
Administración de 230 clientes (94% retención). Aumentó la cifra anual de negocios de $850K en $57K a través de diseño, upgrades y revisiones estratégicas. Promoción de email marketing creativa vía boletín, webcast y blog.
VCA Antech/DarkHorse Medical Ventures, USA (2 años)
Gerente de Marketing y de Cuentas
Creación y análisis de una encuesta a 400 clientes globales e inactivos. Aumento del uso (10%) vía campañas de marketing y promociones.
Lechuga Reyna, Graciela
Mexicana; 28
Idiomas: Español (N), Inglés (F), Francés (B)
Licenciada en Contabilidad Pública, Universidad Panamericana, México
Ediciones Fiscales ISEF, S.A., México (6 años)
Jefe de Desarrollo Organizacional (4 años)
Edificó las bases para la profesionalización de la empresa. Líder de equipo (15 jefes principales) en la instalación de un sistema integral ERP. Responsable del desarrollo administrativo y humano a través de cambios en procesos, capacitación profesional y personal y programas de motivación.

Executive Assistant to CEO (2 años)
Providió representación en reuniones y en conferencias con instancias añosas. Creó planes para mejorar los servicios de ventas. Fue un apoyo crítico para el gerente general.

Organizational Development Chief (4 años)
Creó el marco para la profesionalización de la organización. Líder de una docena de 15 años durante la instalación de un ERP, responsable de la administración y el desarrollo del personal a través de los cambios en los procesos, el entrenamiento y los programas motivacionales.

BA en Public Accounting, Panamerican University, Mexico
Idiomas: Español (N), English (F), French (B)
Licenciado en Contabilidad Pública, Universidad Panamericana, México

Lee, I-Shun (Urania)
Taiwanesa; 25
Idiomas: Mandarin (N), Taiwanese (F), English (F), Español (B)
Literatura Inglesa, Universidad Nacional de Taiwán, Taiwán
Nanya Technology Corporation (Fabricante de Memoria), Taiwán (2.5 años)
Comunicación
Responsable de actividades para promocionar el producto como exposiciones profesionales, eventos de relaciones públicas y ceremonias mediante comunicados de prensa y notas de prensa. Coordinó entre el departamento de informática y el proveedor externo para el lanzamiento del sitio web corporativo. Creadora de la marca para el mercado minorista y realización de su promoción en el mercado. Diseñó folletos corporativos.

Marketing Communications
Managed product promotion activities, such as professional exhibitions, as well as organized various PR and communication events, such as traditional ceremonies, press releases and press conferences. Coordinated between IT department and external provider to relaunch the corporate website. Created brand message for the retail brand, implementing market-level promotion. Designed corporate brochures.

Leg Moreno, Pedro
Español; 26
Idiomas: Español (N), Catalán (N), Inglés (F)
Ingeniería Industrial, E.T.S. Ingenieros Industriales Barcelona, España
EMMSA, España (2 años)
Ingeniero Industrial/ Jefe de obra/ Project Manager
Responsable de la realización de proyectos de edificios industriales (13.000m2 y 7.000m2) para SEAT y Catalunya Motor (±7M euros). Participación en todas las fases del proyecto. Gestión de equipos de 10-15 personas y contratistas.

Engineering Manager, E.T.S. Ingenieros Industriales Barcelona, Spain
EMMSA, Spain (2 years)
Industrial Engineer/ Work Chief/ Project Manager
Responsible for the realisation of industrial building projects (13,000m2 & 7,000m2) for SEAT and Catalunya Motor (±7M euros). Participation in all project stages. Team management: 10-15 persons and subcontractors.

Lobezuela Cruz, Jimena
Mexicana; 26
Idiomas: Español (N), Catalán (N), Inglés (F), Italiano (B)
Licenciada en Derecho, ITESM, México
Grupo Interdisciplinario para Asuntos de la Mujer, México (2 años)
Ejecutiva de Cuentas
Organizó eventos, elaboración y traducción de boletines internos para diversas empresas.

GIAM (Women's Issues Organisation), Mexico (2 years)
Volunteers Manager
Strategic alliances with private and public sectors, strategic planning and the recruitment of volunteers. Obtained an increase of 20% of volunteers and 15% of subscriptions to the newsletter.

Ezecom de México (internal communications agency), Mexico (1 year)
Account Executive
Organising media events and development, translation of newsletters.

López, Camilo
Estadounidense; 31
Idiomas: Español (N), Inglés (F)
Master en Física Óptica, Universidad de Florida Central, EE.UU.
Ingeniero Físico, Stevens Institute of Technology, EE.UU.

Coherent Investments, USA (1 summer)
Analista de Mercado
Evalúe la rentabilidad de mercado de empresa donde se invertió capital de expansión, y estudie la afinidad y aceptación del producto en la industria.

Lockheed Martin Space Systems, EE.UU. (4 años)
Ingeniero Electro Óptico
Desarrolló y construyó el primer sistema de láser para el mejoramiento del observatorio Gemini en Hawai. Parte clave del equipo que adquirió 7M $ en nuevos ingresos como recuperación de inversión.

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López Bernad, Jordi
Spanish; 31
Languages: Spanish (N), Catalan (N), English (F)
Telecommunications Engineering, Enginyeria La Salle, Spain
Rezzen Educational Technology, Malaysia (3 years)
Consultant
Managed a software development team of three people through a complete product redesign. Conducted research into data mining, visualization and "intelligent learning models" with the final goal of adapting our platform to specific needs of Asian learners. Involved in process of obtaining venture capital - served as the front line of communication regarding our business plan and presented successfully to the board of investors. We were offered 630.000 of funding over two years.

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López Fong, Christopher
Mexican; 24
Languages: Spanish (N), English (F)
Computer Science Engineer, ITESM, Mexico
Consortio Red Uno, Telmex, Mexico (1 year)
Account Manager
Client negotiation to offer the best product to fulfill needs. Responsible for turnover of US$3.6M and developing a new sales strategy. Increased turnover by 15% in 6 months.

Lowe, Zev
Malaysian; 24
Languages: English (N), Malay/Indonesian (N), Spanish (B)
BA in Computer Science & Anthropology, Dartmouth College, USA
Rezen Educational Technology, Malaysia (3 years)
Director of Technology
Managed a software development team of three people through a complete product redesign. Formulated and implemented performance indicators for team members. Conducted research into data mining, visualization and intelligent learning models to adapt our platform to specific needs of Asian learners. Involved in process of obtaining venture capital - served as the front line of communication regarding our business plan and presented successfully before the board of investors. We were offered €630,000 of funding over two years.

Malagarriga, Carles
Spanish; 27
Languages: Spanish (N), Catalan (N), English (F), French (F)
Ameyal, S.L., Spain (4 years)
Senior Consultant
Responsible for management and sales of environmental projects for civil engineering, real estate and environmental auditing of private industry. Developed and presented sales proposals for large businesses in the construction, real estate development, engineering and industrial sectors (pharmaceutical, chemical, food and beverage, etc.).

Mancini, Mark
US American; 26
Languages: English (N), Spanish (F)
BA in Psychology, University of Colorado, USA
Mankash Properties/Mancini Financial LLC, USA (3 years)
President/Owner
Identified a need in the Denver area market and created a niche service by combining insurance, financial services and mortgages. Managed a team of 6 independently contracted sales people. Oversaw all marketing, sales and accounting related to the company. Managed over $3M in client investments/loans/insurance premiums. Held licenses for selling investment products, property/casualty insurance, life/health insurance and mortgage loan brokering.

Languages: English (N), Catalan (N), Inglés (F)
Ingeniería Electrónica, Ingeniería La Salle, España
Ingeniería Técnica en Telecomunicaciones, Ingeniería La Salle, España
Rezzen Educational Technology, Spain (1.5 years)
Consultor
Heading up a team of 6 independently contracted sales people. Oversaw all marketing, sales and accounting related to the company. Managed over $3M in client investments/loans/insurance premiums. Held licenses for selling investment products, property/casualty insurance, life/health insurance and mortgage loan brokering.

Languages: English (N), Inglés (N), Inglés (F)
Ingeniero en Sistemas Computacionales, ITESM, México
Consortio Red Uno, Telmex, México (1 año)
Account Manager
Negociación con cliente para ofrecer el mejor producto que cubra sus necesidades. Responsable de ventas de 3M$ y desarrollo de nuevas estrategias de ventas. Incrementé ventas en un 15% en 6 meses.

Languages: Inglés (N), Inglés/Indonesio (N), Español (B)
Licenciatura en Informática & Antropología, Dartmouth College, EE.UU.
Rezen Educational Technology, Malasia (3 años)
Director de Tecnología
Dirigió equipo de tres programadores en el rediseño completo de un producto informático. Formuló e implementó indicadores clave de rendimiento (KPI) para evaluar a los miembros del equipo. Lideró proyecto de investigación en "data mining", visualización e "intelligent learning models" con la finalidad de adaptar nuestro software a las necesidades específicas de los clientes asiáticos. Estuvo implicado en el proceso de obtención de capital financiero para el crecimiento y desarrollo de la empresa. Nos ofrecieron 630.000€ de financiamento en dos años.

Languages: Español (N), Inglés (N), Catalán (N), Francés (F)
Lic. en Ciencias Ambientales, Fairleigh Dickinson University, EE.UU.
Ameyal, S.L., España (4 años)
Consultor Senior
Gestión, coordinación y venta de proyectos ambientales de obra civil, obra privada y auditorías ambientales para empresas privadas. Preparación y presentación de ofertas comerciales para grandes empresas constructoras, promotoras, ingenierías, y del sector industrial (farmacéuticas, químicas, alimentarias, etc.).

Languages: Español, Español (N), Inglés (N), Catalán (N), Francés (F)
Lic. en Ciencias Económicas, Universidad de Colorado, EE.UU.
Mankash Properties/Mancini Financial LLC, EE.UU. (3 años)
Presidente/Dueño
Fundó la compañía y la hizo crecer hasta ser una compañía muy conocida y respetada por la población de Denver, Colorado. Identificó una necesidad en el mercado de Denver y formó un servicio nuevo para satisfacerla. Dirigió un equipo de 6 personas responsables de identificar clientes y vender los productos de la empresa. Responsable de todo el marketing, ventas, y contabilidad de la empresa. Gestionó más de $3M en hipotecas/inversiones/pagos de seguro. Licenció para vender planes de inversión, seguros inmobiliarios, de salud y de vida e hipotecas.
Mansour, Aly

Canadian; 25
Languages: English (N), Arabic (F), Spanish (I), French (B)
Computer Engineering, University of Toronto, Canada

Grapheast Computers L.L.C., Saudi Arabia (2 years)
Sales Manager (1 year)
Responsible for managing the company’s largest account in Saudi Arabia. Increased sales by 30%.

Software Engineer (1 year)
Developed and tested software to ensure compatibility with applications from clients such as Microsoft and SAP.

Martínez Gutiérrez, Graciela

Mexican; 31
Languages: Spanish (N), English (F)
BA in Economics, Iberoamericana University, Mexico

Accecos y Valores Banamex, Brokerage House (Citigroup), Mexico (7 years)
New Projects Manager – E-Brokerage (4 years)
Responsible for the definition, follow-up and implementation of new projects and investment services offered in the area. Directly in charge of the relationship with key accounts. Managed a team of 5.

Sales Manager – E-Brokerage (3 years)
Responsible for reaching the sales goals and performance of the team. Direct relationship with key accounts and Banamex sales force. Assets under management increased 100% in two years. Supervised 10 sales executives.

Mingo, José Ignacio

Chilean/Spanish; 31
Languages: Spanish (N), English (F), French (I)
Civil Engineer, Diego Portales University, Chile

Veka, Chile (3 years)
Technical Manager
Led a team of 8. Responsible of an annual budget of €40m. Implemented software contracts to 30 clients, including firsts negotiations. Reduced costs in product lines by 15%. Analyzed and ordered materials from international suppliers. Managed a stock level of €2M.

General Electric (1 year)
Final Thesis - Strategic Planning in Pharmaceutical Packaging Plants Web page planning and design.

Miller, Langdon

US American; 27
Languages: English (N), Spanish (B)
BA in Political Economy, Hampshire College, USA

International Foundation for Election Systems, various countries (3 years)
Program Coordinator, USA and Pakistan (1.5 years)
Managed a $19m project to assist the Electoral Commission of Pakistan providing technical advisory services, electoral procurement and logistics.

Institutional Development/Operations Associate, Iraq (1.5 years)
Provided operational management and oversight for a $41m technical electoral assistance project to support the United Nations and Iraq Electoral Commission. Implemented a $5.5m voter education media campaign and coordinated training activities for over 200 operational staff.

Muñoz, Arturo

Mexican; 29
Languages: Spanish (N), English (F)
MA in Commerce & International Finance, Univ. Panamericana, Mexico
BA in Business Administration & Finance, Univ. Panamericana, Mexico

Banamex Citigroup Financial Group, Mexico (7 years)
Institutional Advisory Manager (6 years)
Led the institutional advisory team, with assets under management superior to $600M, increased business profitability by 30%.

Acctrade Sales Representative (1 year)
Expanded client base (Internet Based brokerage). Mexican Stock exchange and Mutual funds advisory for individuals.

Martínez Gutiérrez, Graciela

Mexican; 31
Languages: Spanish (N), English (F)
BA in Economics, Iberoamericana University, Mexico

Accecos y Valores Banamex, Brokerage House (Citigroup), Mexico (7 years)
New Projects Manager – E-Brokerage (4 years)
Responsible for the definition, follow-up and implementation of new projects and investment services offered in the area. Directly in charge of the relationship with key accounts. Managed a team of 5.

Sales Manager – E-Brokerage (3 years)
Responsible for reaching the sales goals and performance of the team. Direct relationship with key accounts and Banamex sales force. Assets under management increased 100% in two years. Supervised 10 sales executives.

Mingo, José Ignacio

Chilean/Spanish; 31
Languages: Spanish (N), English (F), French (I)
Civil Engineer, Diego Portales University, Chile

Veka, Chile (3 years)
Technical Manager
Led a team of 8. Responsible of an annual budget of €40m. Implemented software contracts to 30 clients, including firsts negotiations. Reduced costs in product lines by 15%. Analyzed and ordered materials from international suppliers. Managed a stock level of €2M.

General Electric (1 year)
Final Thesis - Strategic Planning in Pharmaceutical Packaging Plants Web page planning and design.

Miller, Langdon

US American; 27
Languages: English (N), Spanish (B)
BA in Political Economy, Hampshire College, USA

International Foundation for Election Systems, various countries (3 years)
Program Coordinator, USA and Pakistan (1.5 years)
Managed a $19m project to assist the Electoral Commission of Pakistan providing technical advisory services, electoral procurement and logistics.

Institutional Development/Operations Associate, Iraq (1.5 years)
Provided operational management and oversight for a $41m technical electoral assistance project to support the United Nations and Iraq Electoral Commission. Implemented a $5.5m voter education media campaign and coordinated training activities for over 200 operational staff.

Muñoz, Arturo

Mexican; 29
Languages: Spanish (N), English (F)
MA in Commerce & International Finance, Univ. Panamericana, Mexico
BA in Business Administration & Finance, Univ. Panamericana, Mexico

Banamex Citigroup Financial Group, Mexico (7 years)
Institutional Advisory Manager (6 years)
Led the institutional advisory team, with assets under management superior to $600M, increased business profitability by 30%.

Acctrade Sales Representative (1 year)
Expanded client base (Internet Based brokerage). Mexican Stock exchange and Mutual funds advisory for individuals.
Muñoz Toro, Pablo
Colombian; 26
Languages: Spanish (N), English (F), French (B)
BA in Operations, Universidad EAFIT, Colombia

Inverlink, Colombia (2 years)
Project Analyst
Developed personalised client valuations and presentations to sell or analyse projects for companies in different sectors (transport, retail, vertical transport, mining and chemical products amongst others).

Fábrica de Calcetines Crystal, Colombia (2.5 years)
Logistics Analyst (for all the companies in the group)
Designed and implemented a reverse logistics process reducing processing time from 1 month to a week or less. Implemented EDI and cash down procedures.

Noecker, Lauren
US American; 25
Languages: English (N), Spanish (F)
BS in Business, University of Southern California, USA

Marcus & Millichap, USA (3.5 years)
Commercial Real Estate Broker
Investment Sales: facilitated sales, performed underwriting analyses, priced assets and portfolios, created submarket reports, managed escrows, marketed individual properties, managed junior brokers and syndicated three multifamily properties totaling over $187 units in California and Oregon
Achievements: #1 New Agent (2005), Top Female Marcus & Millichap West Coast Broker (2006), successfully sold over $90 million in investment real estate, personally negotiated gross commissions in excess of $450,000 in 2005, and more than $1,300,000 in 2006.

Novelo Merino, Marco Antonio
Mexican; 30
Languages: Spanish (N), English (F)
Mechanical and Industrial Engineer, ITESM, Mexico

Cocodrilos Maya, S.C. de R.L. de C.V., Mexico (7 years)
Deputy Manager
Co-Founder of a company dedicated to the production of Moreleti Crocodile for the textile and nutritional industry, leading its strategic planning for general growth. Increased sales by 180% from 2006 to 2007.

Council Enterprise Coordinator of Ciudad del Carmen, Mexico (5 years)
Coordinator of a Strategic Program for Enterprise Development
Led the team work that organized the Regional Forums PyME of suppliers of the Oil Industry (2005, 2006). In charge of the new projects of the Council.

Obaid, Karim
Saudi Arabian/Swiss/UK; 29
Languages: Arabic (N), English (F), French (F), Spanish (B)
BSc. in Business Administration, Babson College, USA

Finitor & Associates, Switzerland & France (4 years)
Junior Portfolio Manager
Monitored daily performance of portfolio positions. Provided research analysis and recommendations on new investment opportunities. Elaborated and structured new products to be charia compatible (islamic finance) which allowed the company to raise over US$50M in new private accounts.

O’Connor, Kathryn
US American; 27
Languages: English (N), Spanish (F)
BA in English, Evergreen State College, USA

Gregory FCA Communications, USA (4 years)
Associate Vice President (1 year)
Directed 14 strategic public relations campaigns in technology, consumer goods, and real estate markets. Managed 5 people and over $1 M/year.

Senior Account Executive (2 years)
Managed 7 accounts; led client relations and messaging, new product launches in competitive markets, and published communications.
**Oikonomou, Panos**  
Greek; 30  
Languages: Greek (N), English (F), German (I)  
BSc in Management with Computing, University of Kent, UK

Papademetracopoulo Freres S.A. (Fanis Group S.A.), Greece (7 years)  
Production Coordination Manager/Brand Manager (3 years)  
Coordinated processes between Sales, Supplies and Production. Streamlined processes and production flow, optimized logistic processes. Led Group Investment Team, during 4 successful projects. As Brand Manager represented WORLEE CHEMIE GMBH products in the Greek Market. Led Sales Team, restructured sales policy, increased sales performance by 52% within 2 years.  
Quality Assurance Manager (2 years)  

**Orea Galán, Raúl**  
Spanish; 30  
Languages: Spanish (N), English (F), Catalan (N)  
BA in Business Studies, Barcelona University-Abat Oliba CEU, Spain

Copyright Surfacing Spain SA, Spain (4 years)  
Financial Controller (1 year)  
Assistant Controller (3 years)  

**Paicu, Branka**  
Romanian; 26  
Languages: Romanian (N), English (F), French (B), Italian (B), Spanish (B)  
BSc in Business Administration, Babson College, USA

Peregrine Financial Group, USA (1.3 years)  
E-Marketing Project Manager  
Initiated and managed e-marketing campaigns for a futures trading company. Project management of outsourcing the IT department to Romania. Part of a team that implemented and managed a new software program, designed to ease communication between brokers and customers.  
PPFC (Mutual Fund Accounting), USA (1 year)  
Investment Accountant  
Managed the accounting side of 6 different mutual funds traded on Nasdaq.

**Pallarés Alcañiz, Angel**  
Andorrano/Spanish; 28  
Languages: Spanish (N), Catalan (N), English (F), French (B)  
Telecommunications Engineer, Universitat Ramón Llull, Spain

Accenture, Spain (5 years)  
Consultant  
2006-2009 System plan validation with the management team. Project manager and functional design lead for a new Information System. Managed an international team of 4 people. Project lead and performance test plan lead for an Information System (more than 20 million users). Managed an international and multicultural team of 10 people.

**Peng, Jo-Tzu**  
Taiwanese; 29  
Languages: Chinese (N), English (F), Spanish (B)  
MSc in Material Science and Engineering, National Chiao Tung Univ., Taiwan  
BSc in Chemistry, National Central University, Taiwan

Taiwan Semiconductor Manufacturing Company, Ltd., Taiwan (5 years)  
Senior Nano Technology Integration Engineer (3 years)  
Managed client relationships. Improved product yield rate by 20% which resulted in increased revenue of €15 million. Led a team of five engineers in developing new products.  
Process Integration Engineer (2 years)  
Researched new material for yield rate increase of 5% in 12-inch semiconductor.

**Eade Business School**  
**MBA Class of 2007-09**

**Papademetracopoulo Freres S.A. (Fanis Group S.A.), Greece (7 years)**  
Gerente de Coordinación de la Producción/Gerente de Marca (3 años)  
Responsable de la coordinación entre los procesos de ventas, producción y aprovisionamiento. Mejoró los flujos de procesos y producción, y optimizó los procesos logísticos. Dirigió un equipo de inversión durante 4 exitosos proyectos. Como gerente de marca representó los productos de WORLEE CHEMIE GMBH en el mercado griego. Reestructuró las políticas de venta, dirigió el equipo comercial y aumentó los ingresos en un 52% en 2 años.  
Gerente de Asiguramiento de la Calidad (2 años)

**Peregrine Financial Group, EE.UU. (1,3 años)**  
Administrador de E-Marketing  
Inició y administró campañas de e-marketing para una compañía de comercialización de futuros. Administró el outsourcing del departamento de IT a Rumania. Parte de un equipo que implementó y administró un nuevo SW, diseñado para facilitar la comunicación entre intermediarios y clientes.  
Peregrine Financial Group, EE.UU. (1 año)  
Contador de Inversiones  
Administre la contabilidad de 6 fondos mutuales listados en Nasdaq,

**PFPC (Contabilidad de fondos mutuales), EE.UU. (1 año)**  
**E-Commerce (1 año)**  
Administró la contabilidad y supervisó el equipo de contabilidad de 6 fondos mutuales listados en Nasdaq.

**Peregrine Financial Group, EE.UU. (1 año)**  
**Administrador de E-Marketing**  
Inició y administró campañas de e-marketing para una compañía de comercialización de futuros. Administró el outsourcing del departamento de IT a Rumania. Parte de un equipo que implementó y administró un nuevo SW, diseñado para facilitar la comunicación entre intermediarios y clientes.  
Peregrine Financial Group, EE.UU. (1 año)  
Contador de Inversiones  
Administre la contabilidad de 6 fondos mutuales listados en Nasdaq.

**Peregrine Financial Group, EE.UU. (1 año)**  
Contador de Inversiones  
Administre la contabilidad de 6 fondos mutuales listados en Nasdaq.

**Peregrine Financial Group, EE.UU. (1 año)**  
Contador de Inversiones  
Administre la contabilidad de 6 fondos mutuales listados en Nasdaq.
Pipal, Angelika
Austrian; 29
Languages: German (N), English (F), Spanish (I), French (B)
Degree in Law, University of Vienna, Austria

UBM Real Estate Development, Austria (3 years)
Real Estate Project Developer
Initiated, marketed and realized commercial real estate projects (logistics center in Slovakia and a high-rise office building in Austria). Drafted strategies for new projects and conducted market and feasibility studies.

Soreva Group, Austria (2 years)
Project Manager (Marketing)
Established a marketing strategy and leased retail and office space in the Vienna Hilton Complex. Representative of property owner towards tenants.

Pratdepàdua, Aleix
Spanish; 28
Languages: Spanish (N), Catalan (N), English (F), French (I)
Degree in Tourism, ESADE-St.Ignasi, Spain
BA in History, Universitat de Barcelona, Spain

Educa Borras S.A., (toy industry), Spain (3.5 years)
International Area Manager
Coordinated the product, price (P&L €2M), distribution and promotion strategies for Eastern Europe, Scandinavia and America. Delivered presentations to client/partner executives. Developed solid rapport with customers to improve and maintain their perception of the brand, product and company. Surpassed the annual budget (+13%), opened new markets, coordinated the customization of products for specific territories, systematized the international Department P&L charts.

Quiles Lara, Ignacio
Spanish; 28
Languages: Spanish (N), English (F), Catalan (I), German (B)
PHD (Honors) in Molecular Biology, Pompeu Fabra University, Spain
MSC in Biomedical Research, UPF, Spain
MSC in Anthropology & Genetics, Granada Univ.-Israel Police, Spain
BSc (Honours) in Biochemistry, Granada University, Spain

Center For Genomic Regulation, Spain (5 years)
Researcher
Responsible for scientific projects in breast cancer research.

Spanish National Research Council, Spain (3.5 years)
Senior Assistant of Laboratory Research
Participated in a group research project studying transgenic plants.

Raghothamarao, Vinodkumar
Indian; 26
Languages: Kannada (N), English (F), Tamil (F), French (B), Spanish (B)
Bachelor in Computer Engineering, KREC Surathkal, India

Cerner Consulting Middle East, UAE (2 years)
Solution Delivery Consultant
Responsible for analysis of Healthcare markets in Middle East. Developed and implemented the project execution plan for €15 billion project of UAE health authority. Managed teams of 8 in Clinical Supply Chain Integration.

Siemens Medical Solutions, India and USA (2 years)
Senior Software Engineer
Instrumental in developing new functionalities for West Chester Hospital USA which increased their profits by 20%.

Reigosa Busquets, Victoria
Spanish; 26
Languages: Spanish (N), Catalan (N), English (F), French (B)
BA in Economics, Universidad Autonoma de Barcelona, Spain

Damm Corporation, Spain (4 years)
Internal Commercial Audit Department Coordinator (2 years)
Coordinated a team of up to 10 people. Started and consolidated internal audit proceedings.

Internal Commercial Auditor (2 years)
Commercial policies and budget analysis, training and support tasks for sales department. Assisted in the merger and integration of the commercial department of an independent company into our own.
Rezvani, Amin

Canadian; 26
Languages: Farsi (N), English (F), French (F), Mandarin (I), Spanish (B)
BA (Honours) in Political Science, University of Western Ontario, Canada
Northstar Trade Finance Inc., Canada (3 years)
Vice-President Prairies (1 year)
Oversaw all aspects of daily operation for three Canadian provinces.

Regional Manager Southwestern Ontario (1 year)
Developed and executed strategic objectives in the areas of operations, human resources, logistics, finance, business development and marketing.
Targeted, prioritized and developed suitable markets that increased the number of first time clients by 70%.

Canadian; 26
Languages: Farsi (N), Inglés (F), Francés (F), Chino (I), Espanol (B)
Licenciado en Ciencias Políticas, Universidad de Western Ontario, Canadá
Northstar Trade Finance Inc., Canadá (3 años)
Vice-Presidente Regional (1 año)
Supervisión de todas las operaciones diarias llevadas a cabo en las tres provincias.

Gerente regional de la zona suroeste de Ontario (1 año)
Desarrollo y ejecución de objetivos estratégicos en las áreas de operaciones, recursos humanos, logística, finanzas, desarrollo empresarial y marketing.
Búsqueda, priorización y desarrollo de posibles mercados con el logro de un incremento del 70% en el número de clientes nuevos.

Ribas Espinosa, Mara

Spanish/Mexican; 28
Languages: Spanish (N), Catalan (N), English (F), French (F), Italian (B)
MA in International Trade & Economy, Barcelona University, Spain
BA (Honours) in Business Studies, Rovira i Virgili University, Spain
NBOWM* S.L. / A Piece of Pie, Spain (2 years)
Strategic Business Consultant
Led launch of an innovation services consultancy firm.
Managed new business opportunities clients projects.
Led a team of 5 people.

Española/Mexicana; 28
Languages: Spanish (N), Catalan (N), Inglés (F), Francés (F), Italiano (B)
Master en Comercio Exterior y Economía Internacional, U.B., España
Licenciada en ADE, Universidad Rovira i Virgili, España
NBOWM* S.L. / A Piece of Pie, España (2 años)
Consultora Estratégico de Negocio
Lideré el lanzamiento de negocio de consultoría en servicios de innovación.
Gestioné proyectos en búsqueda de nuevas oportunidades de negocio. Dirigi un equipo de 5 personas.

Grupo Danone, España y Francia en sede Grupo (3 años)
Consultora Interno SAP R/3
Desarrollé proyecto estratégico de integración de una división de negocio en nueva aplicación informática.

Rico Blanchot, Natalia

French/Spanish; 25
Languages: French (N), Spanish (N), English (F), German (B)
BA in Business Studies, Paris IX Dauphine University, France
Caja Mediterráneo, Spain (1 year)
Financial Advisor
Managed portfolios of over one hundred foreign customers, provided advice on all types of financial products. Trained new employees (6 people).

Española/Espanola; 25
Languages: Francés (N), Español (N), Inglés (F), Alemán (B)
Licenciada en ADE, Universidad Paris IX Dauphine, Francia
Caja Mediterráneo, España (1 año)
Consejera Financiera
Gestión de cartera de unos cien clientes extranjeros, asesoramiento sobre todo tipo de productos financieros. Formé a nuevos empleados (6 personas).

Banco Bilbao Vizcaya Argentaria, España (1 año)
Gestora Comercial
Atención al cliente extranjero. Cumplimiento de los objetivos marcados por la Dirección Territorial. Aumento del nivel de negocios de 70M€ a 80M€.

Rivera, Diego

Chilean; 28
Languages: Spanish (N), English (F)
Industrial Civil Engineering, Gabriela Mistral University, Chile
Seguros Interamericana, ALICO-AXL, Chile (2 years)
Assistant Operations Manager
Supported the manager in the creation, development and project management for the improvement of processes and reduction of risks. Management of the portfolio of products and team member for the development of new products. Project Leader achieving internal targets.

Chileno; 28
Languages: Español (N), Inglés (F)
Ingeniería Civil Industrial, Universidad Gabriela Mistral, Chile
Seguros Interamericana, ALICO-AXL, Chile (2 años)
Adjunto a la Gerencia de Operaciones del Cliente
Apoyo a la gerencia en la elaboración, ejecución y control de proyectos para la mejora de los procesos. Administración de la cartera de productos y miembro del equipo de creación de nuevos productos. Gestión de equipos para la ejecución de proyectos.

Gestión Ambiental Consultores, Ecology & Environment, Chile (2 años)
Consultor de Proyectos
Lideré numerosos proyectos con importantes clientes: Lafarge, CMPC, etc.

Romero Heras, Miriam

Spanish; 29
Languages: Spanish (N), Catalan (N), English (F)
BSc in Chemistry, Universidad de Barcelona, Spain
DDR, S.L., Spain (3 years)
Junior Sales Manager
Increased client portfolio, introducing the company into a new market of larger clients, collaborated with the marketing department in the publication of a new brochure and increased sales by 15%.

Española29
Languages: Español (N), Catalán (N), Inglés (F)
Licenciada en Química, Universidad de Barcelona, España
DDR, S.L., España (3 años)
Responsable Comercial de Zona
Ampliación cartera de clientes, penetración en un nuevo segmento de mercado, colaboración con departamento de marketing para realización catálogo nuevo. Incrementé las ventas en un 15%.

Pryce, S.A., Spain (6 meses)
Junior Product Manager
Researched new products, participated in international product fairs in Asia and Europe, coordinated and negotiated the terms of price, quantity and product type with international supplier and consolidated a product line.

Adjunta al Director de Importación
Estudio de nuevos productos y proveedores en Asia y Europa. Asistí a ferias en dichos continentes. Consolidación de una familia de productos.
Rovira, Angela María

Colombian; 32
Languages: Spanish (N), English (F), Bsc. in Finance and International Relations, Univ. Externado, Colombia

ECOPETROL S.A., Colombia (9 years)
Head of Risk Management (3 years)
Led a team of 7 professionals in structuring an enterprise risk management system and designing and developing risk financing vehicles such as insurancce, self-insurance and captive. Improved cost and coverage of the insurance program, resulting in USD 7 million (33%) in savings for one year.

Senior Financial Analyst of the Financial Planning Unit (6 years)
Designed and led restructuring, liquidations, mergers and sales of ECOPETROL’s subsidiaries in operations totalling over USD 200 million.

Rucky, Robert

US American; 26
Languages: English (N), Spanish (B), Portuguese (B), German (B)
Industrial & Operations Engineer, University of Michigan, USA

Intel Corporation, USA (3 years)
Technology Development Industrial Engineer
Created layout and capacity models for next generation process tools. Built toolset speed models with 99% statistical confidence, resulting in $29.1 million and 190m2 of fabrication space savings due to cancelled tool orders.

Qimonda Corporation, USA (1 year)
Industrial Engineer
Worked towards reducing fabrication cycle time. Discovered a 40% increase in a Planar toolset’s capacity.

Saca, Ana Elizabeth

Salvadorian; 25
Languages: Spanish (N), English (F)
Industrial Engineer, Penn State, USA

SEDECA (cosmetics distribution), El Salvador (2.5 years)
Finance and Accounting Consultant (1.5 years)
Balanced the daily accounts in the database system. Regulated and approved the sales budget, reducing the company’s spending and increasing its Net Profit from 8% to 12% in the last two years.

Operations Department (1 year)
In charge of the logistics of the daily routes to distribute the products nationwide.

Salcedo, Valentin

French; 29
Languages: French (N), Spanish (F), English (F)
Career Officers Course, French Navy Academy, France
BA in Business Administration, ISG, France

UMF, France (6 months)
Strategist
Managed relations between party candidates and presidential office. In charge of electoral strategy for South West France.

VSHIPS, France (3 years)
Strategist
Freelance consultant in charge of market research and lobbying strategy. First company to ever win a major navy tender.

Sales, Apolonio

Brazilian; 27
Languages: Portuguese (N), English (F), Spanish (F)
BA in Business Admin., Armando Alvares Penteado Foundation, Brazil

Klabin (leading South American paper producer), Brazil (3 years)
Market Intelligence Analyst (2 years)
Led a team of 3 in the development of the company’s business intelligence system. Provided the sales team with precise market information, vendor performance figures and new market opportunities. Managed the customer satisfaction studies and used them to coordinate development actions.

Marketing Assistant (4 year)
Implemented a new brand standard for all the communication material within the corrugated cardboard division ($370m income/year).
Seiji Bernardes Nishimura, Ricardo
Brazilian; 30
Languages: Portuguese (N), English (F), Spanish (I)
MA in General Management/Logistics (in progress), FGV, Brazil
BA in Business Administration, Pontifical Catholic University, Brazil

Killino Industria e Comercio Ltda, Brazil (1 year)
Partner
Managed electronic devices manufacturing company and team of 3. Revised product cost structure increasing profit. Increased sales in 12%.

GEAppliances, Brazil (5 years)
Corporate Logistics Analyst, Brazil (3 years)
Managed €9.5M budget and team of 12 for distribution (In/Outbound). Developed, negotiated, and evaluated suppliers. Part of Sales strategy team.

Client Service Manager (3 years)
Models using Due Diligence and reduced risk by 20%.

Analyzed strengths and weaknesses of over 270 chemistry, economics and physical science students, and created over 35 workshops to impart knowledge and enhance academic excellence.

Developed depth and quality of the soccer, basketball and golf programs.

Souza Cruz (British American Tobacco), Brazil (5 years)
Marketing Plan Manager (2 years)
Responsible for planning marketing programmes related to company’s brand portfolio in short/mid/long-term, managing a budget of €72M/year. Collaboration in a global innovation project (BAT – London).

Trade & Marketing Manager (3 years)
Responsible for 452M/year in sales, led a team of 23. Increased Brazilian market share by 1%.

Struk, Mark
Canadian; 26
Languages: English (N), Spanish (F)
BA of Economics, University of Calgary, Canada

TechniData AG, Brazil (1 year)
Joint Venture Accountant (2 years)
Analysis and reconciliation of accounts for joint-venture projects entered into by two or more independent oil/gas companies. Reduced the receivable balance of a major account by 55% through analysis and communication with the partner company. Initiated and organized an instructional team-building seminar (40 accountants). Trained two junior accountants.

Clerk/Reprographics Technician (2 years)
Reproduction and distribution of informative materials.

Tam, Brian
US American; 25
Languages: English (N), Cantonese (B), Spanish (B)
BA in Economics and Biological Sciences, University of Chicago, USA

Newton Country Day School of the Sacred Heart, USA (4 years)
Faculty (4 years)
Analyzed the strengths and weaknesses of over 270 chemistry, economics and physical science students, and created over 35 workshops to impart knowledge and enhance academic excellence. Restructured the economics committee into a successful, sustainable and socially responsible business which netted over $3000 profit and donated over $1200 to several charities in its first year.

Developed depth and quality of the soccer, basketball and golf programs.

SEDAE Business School
MBA Class of 2007-09
29
Torres Hernandez, Oscar
Spanish; 27
Languages: Spanish (N), English (F)
Industrial Engineering, Monterrey Institute of Technology, Mexico.

Cerrey, Mexico (4 years)
Project Administrator (3 years)
Management of 4 projects worth over US$60 million. Responsible for negotiations with clients and suppliers, leader of project team (7) to manufacture steam generators. All projects were delivered on time and within profit margin objectives, complying with technical specifications.

Manufacturing Engineer (1 year)
Responsible for creation of new assembly lines.

Vázquez Cabildo, Fernando
Spanish; 30
Languages: Spanish (N), English (F)
BA in Economics, Complutense University of Madrid, Spain

Sa Nostra Investments EFC, Spain (2 years)
Key Account Manager (Companies)
Responsible for capturing market share, management of client portfolios, risk analysis and follow up, and collaboration with Group Corporate Banking Area. Negotiated €20M of credits p.a.

Bancaja, Spain (2 years)
Junior Manager
Head all positions of a banking branch, including manager. Achieved all objectives set by Human Resources.

Vázquez Vera, Oscar
Mexican; 25
Languages: Spanish (N), English (F), Italian (B).
Mechanical Engineering, ITESM, Mexico

P.M.I. Comercio Internacional S.A. de C.V., Mexico (2 years)
Gasoline and Distillates Maritime Operator
Imported and exported vessel logistics in the Mexican petroleum trading business. Coordinated daily logistics of petroleum products’ maritime routes and gasoline storage facilities. Directed the daily movement of gasoline/distillates totaling approximately 6.6 million barrels per month - equivalent to around US$500 million. Guided a group of five operators and consistently delivered 97% of the Mexican national demand for imported gasoline and distillates.

Tompkins, Brian
US American; 27
Languages: English (N), Spanish (F)
BA in Spanish and Business, Calvin College, USA

Dutch Farms (Food Distributor), USA (3 years)
Account Manager
Conducted market analysis of target countries in Central and South America. Initiated new client relationships and increased export sales from “start-up” to $1 million within 2 years. Developed relationships with new and existing clients in Chicago with sales of $12 million annually.

Dutch Farms (Distribución de Alimentos), USA (3 years)
Key Account Manager
Directed an analysis of market in countries of Centro and Sudamérica. Initiated and developed relationships with new and existing clients. The facturation of these new clients reached 1 million $ in 2 years. Developed relationships with new and existing clients in Chicago with facturation of 12 million $ al año.

Gasoline and Distillates Maritime Operator
P.M.I. Comercio Internacional S.A. de C.V., Mexico (2 years)

Weener Plastic Ibérica S.L, España (3 years)
Industrial Engineer-Deputy Technical Director
Managed the purchasing of the workshop’s raw materials: automated processes reduced time by 30% and increased income by 15%. Updated the stretch blowing department with a team: achieved a better knowledge of the process, a better quality of the product and a reduction of start up time (25%). Led an R&D team in the development of an active barrier for monolayer bottles.

Sa Nostra Investments EFC, Spain (2 years)
Key Account Manager (Companies)
Responsible for the capture and management of client portfolios, risk analysis and follow up, and collaboration with Group Corporate Banking Area. Negotiated €20M of credits p.a.

Weener Plastic Ibérica S.L, España (3 años)
Ingeniero Industrial-Adjunto Director Técnico
Lideré los cambios en la gestión de compras de materias primas por parte de los talleres, logrando una automatización del proceso, ahorro de tiempo (30%) y dinero (15%). Remodelé, junto con un equipo, la sección de botelería y se consiguió un mejor conocimiento del proceso, una mejor calidad y una reducción del tiempo de puesta en marcha (25%). Gestióné un equipo de HD para el desarrollo de una barrera activa para envases monolayer.

Bancaja, Spain (2 years)
Director in Prácticas (Junior)
Desempeñé todos los puestos de trabajo de una oficina bancaria, incluido el de director. Conseguí alcanzar todos los objetivos marcados por RR.HH.
Villavicencio, León

American; 32
Languages: English (N), Spanish (N), German (I)
BSc. in Economics, University of Houston, USA

Winterthur Insurance, Switzerland (8 years)
Business Analyst (4 years)
Played a key role as member of a project team responsible for analyzing content errors of an investment accounting system. Improved processes of implementation of new system releases and fixes resulting increased efficiency of time usage. Trained and supported new users and external consultants.

Front Office Support (4 years)
Created monthly and weekly investment reports. Conciliated foreign accounts. Tested and implemented an accounting and a performance system.

Estadosunidense; 32
Idiomas: Inglés (N), Español (N), Alemán (I)
Licenciado en Economía, Universidad de Houston, EE.UU.

Seguros Winterthur, Suiza (8 años)
Analista de Negocios (4 años)
Formé parte de un equipo de proyectos responsable de: resolver errores de contenido en un sistema de contabilidad de inversiones; mejorar procesos de implementación de nuevas versiones del sistema y ajustes con ahorro de tiempo considerable; apoyar y entrenar a nuevos usuarios y consultores externos.

Apoyo de Inversiones (4 años)
Creación semanal y mensual de reportes de inversiones; conciliación de cuentas extranjeras; evaluación y aplicación de un sistema de contabilidad.

Vukasinovic, Novak

Serbian/US Green Card in process; 26
Languages: Serbian (N), English (I), Civil (Structural) Engineering, Columbia University, USA

Bovis Lend Lease, USA (3 years.)
Estimator 1, USA (1 year)
Performed construction estimates of objects ranging from $10M to $700M for private and public clients in US and Middle East. Achieved two competitive bidding wins for public schools in New York City totaling $90M.

Assistant Project Manager, USA (2 years)
Acted as general contractor in charge of construction of a Public School ($130M) for the New York City government. In a team of 4, directly managed over 40 trade contractors. Assured timely project completion.

Serbio/Permisio de residencia en EE.UU; en proceso; 26
Idiomas: Serbio (N), Inglés (F), Español (I)
Ingeniería Civil (Estructuras), Columbia Universidad, EE.UU.

Estimador 1, EE.UU. (1 año)
Desarrollo de estimaciones de construcción de objetos desde 10M$ a 700M$ para clientes del sector público y privado de EE.UU. y Oriente Medio. Conseguí 2 licitaciones competitivas para escuelas del sector público de Nueva York.

Asistente de Gerente de Proyectos, EE.UU. (2 años)
Contratista general a cargo de la construcción de una escuela pública ($30M) para el ayuntamiento de Nueva York. En un grupo de 4, gerenció directamente 40 contratistas. Aseguré la entrega del proyecto a tiempo.

Vytogianiss, Ioannis

Greek; 29
Languages: Greek (N), English (F), Spanish (F), German (I), Chinese (B)
BSc in Operations Research & Marketing Management, AUEB, Greece

Nestlé Hellas S.A., Greece (5 years)
Key Account Manager, Petfood & Chocolate Drinks (3 years)
Managed €8.5m portfolio of two product categories for Carrefour, Dia, Delhaize and Metro. Responsible for sales team in Athens (4 persons), Led innovation in the secondary placement for the pet food category. Negotiation and application of planograms. Negotiation of customers’ annual agreement.

Sales Executive (2 years)

Griego; 29
Idiomas: Griego (N), Inglés (F), Español (F), Alemán (I)
Lic. en Operaciones e Investigación de Marketing, AUEB, Grecia

Nestlé Hellas S.A., Grecia (5 años)
Key Account Manager, Alimentación de Mascotas y Bebidas (3 años)

Ejecutivo de Ventas (2 años)
Responsable de la promoción y la disponibilidad de productos de Nestlé.
Dirigió un equipo de 9 merchandisers. Maximicó segunda colocación.

Yang, Timothy

Taiwanese; 30
Languages: Chinese (N), English (N), Spanish (B)
BA in Property Economics, National Chengchi University, Taiwan

Reuters Ltd., Taiwan (1.5 years)
Data Analyst, Data Source Owner, Sales & Trading
Enhanced equity data models on global real-time systems with a team of 5 on 30 projects to gain first place customer satisfaction on data quality among Asia offices.

HSBC Taipei, Taiwan (2 years)
Corporate Actions Clerk, Custody & Clearing, Corporate & Inv’t Banking
Responsible for communication of investment regulations of bluechip stocks to global bulge bracket firms and account management.

Taiwanes; 30
Idiomas: Chino (N), Inglés (N), Español (B)
Lic. en Economía de Finca Raíz, National Chengchi University, Taiwán

Reuters Ltd., Taiwán (1.5 años)
Analista de Datos, Data Source Owner, Sales & Trading
Mejora de modelos de acciones en sistemas globales en tiempo real. Miembro de un equipo de 5 personas que obtuvo el primer lugar en calidad de información de las oficinas de Asia por el desarrolló de 30 proyectos.

Enlace Corporativo, Custody & Clearing, Banca Corporativa & Inversión
Responsable de la comunicación de las regulaciones de acciones de empresas líderes para importantes bancos de inversión y sus cuentas. Administración de cuentas.

Yin, Dexin

Chinese; 34
Languages: Chinese (N), English (F)
MSc. in Automation, Nanjing Univ. of Aeronautics & Astronautics, China
Automation Engineer, Shandong Institute of Architecture, China

BenQ Mobile, China (1 year)
Software Quality Assurance Engineer
Supervised the software quality of a team of 30 mobile phone programmers and consistently outperformed other teams in software quality by 10%.

Beijing Capital CO.,LTD, China (4 years)
Software Development Engineer
Technical team leader in Multimedia Gateway project. Generated efficiency and cut costs improving company performance.

China; 34
Idiomas: Chino (N), Inglés (F)
Master en Automatización, Nanjing Univ. de Aeronáutica & Astronautica, China
Ingeniería en Automatización, Shandong Institute of Architecture, China

BenQ Móvil, China (1 año)
Ingeniera de Control de Calidad de Software
Supervisó la calidad de programación de un equipo de 50 personas. Mantuvo un margen del 30% de calidad sobre otros equipos.

Beijing Capital CO.,LTD, China (4 años)
Ingeniero de Desarrollo de Sistemas
Lider técnico del equipo de proyectos Multimedia Gateway. Recomendó estrategias que resultaron en reducción de costos y mejora de resultados.
Throughout the academic year, Career Services strategically organizes Talent Recruitment Events, adapted to industry recruiting timelines, to facilitate interaction between employers and MBA candidates.

**MBA Career Week**
19th - 26th October, 2007

**International Career Day**
14th November, 2007

**MBA Career Forum**
4th & 5th February, 2008

**Corporate Presentations**
All year round

**Networking Events**
All year round

**On-campus Interviews**
All year round

For personal assistance please contact:

Camila de Wit
Director, Career Services
ESADE Business School
Tel: +34 93 567 66 82
camila.dewit@esade.edu

Whether to publish internship or full-time job offers on ESADE Business School’s employment portal, search CVs online or for more information on Career Services please visit:
www.talent.esade.edu

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A lo largo del año académico, el Servicio de Carreras Profesionales organiza “Talent Recruitment Events”, adaptados a diferentes sectores, para facilitar la interacción entre empresas y candidatos MBA.

**MBA Career Week**
19 - 26 de octubre, 2007

**International Career Day**
14 de noviembre, 2007

**Foro de Empresas MBA**
4 - 5 de febrero, 2008

**Presentaciones Corporativas**
A lo largo del año

**Eventos de Networking**
A lo largo del año

**Entrevistas en el Campus**
A lo largo del año

Para atención personalizada no dude en contactar con:

Camila de Wit
Directora, Servicio de Carreras Profesionales
ESADE Business School
Tel: +34 93 567 66 82
camila.dewit@esade.edu

Para publicar ofertas de prácticas o de empleo en el portal de ESADE Business School, buscar currículums online o para más información sobre el Servicio de Carreras Profesionales, visite:

www.talent.esade.edu