Transformative Leaders

Career Services
Full Time MBA Short CVs
Class of 2008/2010

ESADE Business School
Ramon Llull University
Letter from the Career Services Director

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

With renewed energy and confidence, we are pleased to present ESADE Business School’s 2008-2010 Full Time MBA candidates who will be available for corporate internships and projects as of early June 2009. As a low risk and cost effective channel, internships are an ideal opportunity for employers to receive a quality deliverable at a fraction of the market rate.

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

Given the diverse cultural mix on-campus, candidates emerge with a global outlook reinforced through constant teamwork during the programme.

The results speak for themselves; as ESADE Business School has been ranked the #1 business school worldwide in the Wall Street Journal for the second year running based on the responses of over 3,000 recruiters around the globe.

Given the relatively small programme size, the Career Services team is able to provide flexible and tailored recruitment services and is always open to new ideas. We look forward to working with you and helping your company meet its MBA recruitment needs!

Kind regards,

Camila de Wit
Director, Admissions and Career Services
ESADE Business School
Availability of MBA candidates for projects and internships

<table>
<thead>
<tr>
<th>2008</th>
<th>2009</th>
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<tr>
<td><strong>September</strong></td>
<td><strong>June</strong></td>
<td><strong>October</strong></td>
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<tr>
<td><strong>First Year</strong></td>
<td><strong>Second year</strong></td>
<td><strong>April</strong></td>
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<tr>
<td>No possibility of an internship during the first year of the program.</td>
<td><strong>Part-time</strong> (Barcelona or cities where students can go on exchange or complete a double degree)</td>
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<tr>
<td></td>
<td>• Full day once or twice a week depending on student availability.</td>
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<td>• Half day 3-5 times a week (mornings or afternoons).</td>
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“The ESADE MBA has provided me with innovative management tools in order to make informed decisions. I was able to put those tools into practice during a 3-month summer internship at Vale Brazil, one of the world's largest mining and mineral extraction multinationals. It was a challenging experience covering a post acquisition due diligence project as well as a procurement synergy assessment which also gave me the opportunity to work in a new country, including several business trips around Brazil. Upon my return to Barcelona, I secured a second internship at Albia, a strategy consulting firm, on a European project. Combining the part time internship with the MBA’s second year classes is demanding, but it enables me to keep applying my newly acquired knowledge to real business cases and sustain the steep learning curve.”

Vinod Raghothamarao (India)  
Full Time MBA 2009.
“My interest in investment banking came from the exposure to venture capital and the IPO process that I gained as a Chief Technology Officer pre-MBA. With the support of Career Services, I secured an internship at Goldman Sachs in London, where I spent 10 weeks working in close-knit teams on mergers and acquisitions, as well as client service projects. I was amazed at the resources that were available at Goldman Sachs and how eager my colleagues were to share their experiences. The firm created opportunities for all Summer Associates to gain direct exposure to senior management. We even spent a day volunteering as part of the Community Teamworks project. The work was challenging and rewarding, and I felt included as an integral part of the team. I could not have asked for a better learning experience.”

Zev Lowe (Malaysia)
Full-Time MBA, 2009

Companies that have recently recruited our students:

Adidas · Alcatel · Alfa Consulting · Admira · Alstom · American Express · Arthur D. Little · Auna · Bacardi-Martini · Bank of America Barclays · Bayer · BBVA · Bloomberg · BNP Paribas · Campofrio · Capgemini · Citigroup · Coca-Cola · Convatec (Grupo Bristol-Myers) Credit Suisse · Daemon Quest · Danone · Décathlon · Delta Partners Deutsche Bank · Deutsche Post World Net · Europraxis Consulting · F.C. Barcelona · Fortis · General Electric · Goldman Sachs · Grupo Lar Hewlett Packard · HSBC · IMG · Ingersoll Rand · Jesús del Pozo · Johnson & Johnson · Kimberley-Clark Corporation · KPMG · L’Oréal · La Caixa · Lear · LVMH · Morgan Stanley · Nike · Novartis · NRG Comunicaciones · Oliver Wyman · PepsiCo · Puig Beauty & Fashion Group · Quadis · RACC Reckitt Benkiser · Roche Diagnostics · Roland Berger · Santander · Sanyo · Sara Lee International · Siemens · Management Consulting · Sun Microsystems · Syngenta · Televent · The Boston Consulting Group (BCG) · The Colomer Group · The Node Company · TUI · UBS · Unilever Valoris

18-month MBA
Class Profile 2008-10

115 18-month MBA students
74% Male
27% Female
28 Average age upon entry
5.9 Average work experience (years)
34 Countries represented

Geographical backgrounds

N. America 17%
S. America 20%
W. Europe 19%
E. Europe 7%
Asia 17%
Spain 22%
S. America 20%

Academic backgrounds

Business / Economics 42%
Engineering 35%
Law 4%
Humanities / Social Sciences 12%

Functional backgrounds

Finance 17.5%
Operations 17%
Consulting Services 23%
Sales/Marketing 20%

Sector backgrounds

Manufacturing 32%
Commercio 8.5%
Logistics 5%

Others 20%
Government 16.6%
Non-Profit 6.6%
Consulting Services 15.7%
Financial Services 8.5%
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.
- Reorganization of a small company’s internal structure: definition of tasks, responsibilities and assessment methods.

Marketing
- International market research projects.
- Establishment of export operations.
- Study of the sales and distribution network in several countries.
- Organization of promotional and advertising campaigns.
- 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 a factory, and their transport.
- Analysis and assessment of production processes, minimizing waste.
- Determination of raw material needs, purchasing process improvements and design of new policies.
Some guidelines

Remuneration

Companies are encouraged to remunerate internships and projects on the basis of the candidate’s experience, 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.

Legal considerations – ESADE Foundation

During the MBA programme, ESADE facilitates the hiring of candidates for internships or projects through and agreement between the 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, the ESADE Foundation is unable to issue an invoice, but will send the company a certificate of donation.

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:
  - Fall MBA Career Week
  - Winter MBA Career Week
• Corporate Presentations
• On-campus interviews
• Telephone and videoconference interview facilities
• Publication of Job Offers online: www.talent.esade.edu
• On-line CV search: www.esade.jobs
In the following pages you will find the short CVs for ESADE Business School’s first year MBA students.

For a structural guide, please see the CV template below.
Abaza, Ilina

Croatian: 32
Languages: Croatian (N), English (F), Spanish (F), Catalan (I), German (B)
Doctorate degree, University Pompeu Fabra, Spain
MSc in Biomedical Research, UPF, Spain
BSc in Molecular Biology, University of Zagreb, Croatia
Center for Genomic Regulation, Spain (5 yrs)
Researcher
Responsible for scientific project on gene expression.
Publications in international, peer-reviewed journals.
Best MSc work in 2005. The RNA Society Scaringe Award winner.
Instrumental for project funding.
University of Osijek, Croatia (1.5 yrs)
Senior Assistant in DNA Forensic and Biochemistry Lab
Teaching, devising novel diagnostics, parental tests and human remains identification.

Alghremei, Waled

Saudi Arabian: 25
Languages: Arabic (N), English (F), Spanish (B)
B.S. in Finance, Virginia Tech, United States
Saudi Arabian: 3 yrs
Cash Management-Financial Analyst
Managed and invested corporate and subsidiary cash balances in both local and global markets (multi billion account).
Analyzed and executed arbitrage trades in Money & FX markets.
Asset Management-Financial Analyst
Reduced overall fees through fee negotiation ($3M annually), creation of cost center and cost measurement reporting. Evaluated and recommended contribution requirements to set up $10 billion company foundation.

Spanish: 28
Languages: Spanish (N), Catalan (N), English (F), French (B)
Master in Quality Management, UPC, Spain
Degree in Business Administration, Universitat Pompeu Fabra, Spain
Comtec, Spain (3.5 yrs)
Consultant
Undertook consulting projects, negotiated commercial proposals with clients, assumed technical and organizational management of the projects while coordinating a 4-person team.
Nuriez y Navarro Group, Spain, (2 yrs)
Controller Junior

Adrados Planell, Manuel Ignacio

Spanish: 30
Languages: Spanish (N), Catalan (N), English (F)
Industrial Engineering, UdG, Spain
Interparking Hispania S.A., Spain (2 yrs)
Area Director
Managed 6.5M € sales and team of 37. Lead strategic organizational and communication projects in headquarters.
Industrias Cosmic, S.A.U., China (2 yrs)
Researcher
Project Manager Factory Construction.
Project supervision & budget control. Lead projects in production, purchase, engineering & quality dept. being a link between them and suppliers.

Alghremei, Mishal

Saudi Arabian: 25
Languages: Arabic (N), English (F), Spanish (I)
Bachelors in Mechanical Engineering, Northeastern University, USA
Erum Jewellery, Saudi Arabia (1.5 yrs)
Director of Manufacturing
Spearheaded the expansion and automation of the fabrication facility.
Collaborate with training institutions to develop technical methodologies to increase productivity and efficiency.
Administer day to day personnel responsibilities.
Review facility purchase orders. Work on strategy business plans with top management for expansion in the region. Contribute to HR, by interviewing and allocating employees.

Mexican/Spanish: 26
Languages: Spanish (N), English (F)
Postgraduate degree in Taxation, Universidad Panamericana, Mexico
Degree in Public Accountancy, Universidad Panamericana, Mexico
KPMG Cárdenas Dosal, S.C., Mexico (4 yrs)
Senior Tax Supervisor, Tax & Legal Services
In charge of leading and managing an autonomous team responsible for ensuring tax compliance and optimization. Exceeded goals for 2007-2008.
KPMG LLC, USA (1 yr, Winner of nationwide internship)
Senior Tax Associate, International Corporate Services
Member of the “US-Mexico Crossborder” group responsible for managing international tax projects. Led and supervised a team of legal professionals.

Anand, Chetan

Indian: 24
Languages: English (F), Spanish (B), Hindi (N)
BE in Computer Engineering, Panjab University, India
Evalueserve, India (1.5 yrs)
Business Analyst
Led market feasibility & market entry strategies. Studies in various geographies managing a team of 5. Youngest employee to be in charge of project worth €100,000.

Newgen Software Technology, India (1 yr)
Business System Analyst
Responsible for project planning, execution and support monitoring of software products (Document Management, CRM etc.) for Finance sector.
Arango, Natalia Margarita  
Colombian: 25  
Languages: Spanish (N), English (F)  
Business Administration, EAFIT University, Colombia  
Managing Director  
Performed thorough analysis of all areas of the company in order to design and implement organizational change. Effective implementation of new processes resulted in an increase in monthly sales and indicators of management of over 35%. Managed a team of 20 people throughout organizational change phase. Coordinated and controlled daily business activities and led in the opening of three new branches.

Arisó, Alec  
Spanish: 28  
Spanish (N), Catalan (N), English (F), French (B)  
Degree in Industrial Engineering, UPC, Spain  
Senior Consultant  
Oversaw a team responsible for developing an infrastructure management.

Augusto, Bernardo  
Portuguese: 30  
Languages: Portuguese (N), English (F), Spanish (B), French (I)  
Mechanical Engineering, Instituto Superior Tecnico, Portugal  
BrandOn, Portugal (1 yr)  
Project Manager  
Responsible for the planning, Tourism and Real Estate sectors. Led the strategic marketing projects for the largest Media corporation in Portugal, resulting in a 12% increase in sales within a market declining at -6%.

Arora, Dushyant  
Indian: 29  
Languages: Hindi (N), English (F), Spanish (B), Punjabi (I), Gujarati (I), Marathi (I)  
Bachelor of Commerce, Bhavans college, Mumbai University, India  
Kailash Immitation Jewellery, India (7.5 yrs)  
Wholesale Trader  
Managed a family business dealing in fashion jewellery and accessories. Procured goods from manufacturers and supplied those to retailers. Responsible for business’s strategic planning and turnaround successfully led the change in the direction of business from high-volume low-margins goods to high-end fashion jewellery and accessories increased the profitability of the business by 60%.

Bagó, Hernán Luciano  
Argentinian: 33  
Languages: Spanish (N), English (F)  
Degree in Business Administration, Catholic University, Argentina  
New Business Development Manager (1.5 yrs)  
Led Joint Venture with Spanish partner. Launched two new businesses in aesthetic surgery market worth $3.2MM. Managed team responsible for product licences.

Ben-Dayan, Ort  
Israeli: 29  
Languages: Hebrew (N), English (F), Spanish (B)  
Industrial engineering and management, Ort Braude, Israel  
Senior Industrial Engineer (3.5 yrs)  
Led cross-functional teams in productivity enhancement and cost reduction projects, bringing to an increase of 30% in production efficiency. Defined and implemented an organizational metrics system.

Bezzina, Trevor  
British: 31  
Languages: English (N), Spanish (I), French (B)  
BA in Business Administration, University Ramon Llull (IGS), Spain  
World Careers Network, UK (2 yrs)  
Account Manager  
Strategic contact for several key accounts. Provided best-practice consulting and managed the design and implementation of global e-recruitment systems. Secured new and renewed contracts worth over £1/4 million.

Battle Delgado, Albert  
Spanish: 29  
Languages: Spanish (N), Catalan (N), English (F), French (B)  
BA in Business Administration, University Ramon Llull (IGS), Spain  
Grupo Gedi, Communication group, Spain (2 yrs)  
Product Manager and Market Analyst  
Performed marketing analyses to identify opportunities. Led to +15% sales.

Bernard Delgado, Augusto  
Spanish: 29  
Languages: Spanish (N), English (F), Spanish (B)  
Degree in Business Administration, University Ramon Llull (IGS), Spain  
Audit & Advisory Senior  
Planned, developed, coached, and led teams in audit services.

Dushyant Arora, Natalia Margarita

Arango, Natalia Margarita
Bochatay, Christophe
Swiss/French: 33
Languages: French (N), English (F), German (F)
BA Hon in Economics, New York University, USA
World Vision International - Kosovo West, Kosovo (1 yr)

Transitional Development Consultant
Oversaw transformation from a credit-focused organization to a licensed deposit-taking microfinance institution. Conducted institutional assessment, established transformation plan and budget, developed new deposit product.

Banque SYZ&CO - Oyster Funds, Switzerland (4.5 yrs)
Head of Research & Product Development
Management Team member, responsible for €2bn in mutual funds investments, developed new products, increased assets by 190%.

Bossuyt, Klaas
Belgian: 28
Languages: Dutch (N), English (F), French (F), Spanish (F), German (B)
Civil Engineer, option Computer Sciences, KU Leuven, Belgium
NorthgateArmos, Spain (1.5 yrs)
Consultant
Focus on SAP HR payroll implementation at Nestlé Iberia. Managed the data transfer in the Iberian Payroll implementation project at Nestlé.

OpenHR & Arinso International, Belgium (2 yrs)
Consultant
Implemented several SAP powered intranet websites at Fortis. Responsible for the contact with the client to determine the user requirements. Led a team of two for the implementation, deployment and support.

Cabrera Zamorano, Alejandro
Colombian: 29
Languages: Spanish (N), English (F)
Economics and International Business, ICESI, Colombia
Colombian Senate, Colombia (2 yrs)
Political and Economical Analyst
Led a team of 6. Analyzed and created official legislative projects.
World Bank, Colombia (10 months)
Country Manager Assistant

OCP Ouarzazate, Morocco (2 yrs)
Financial Analyst
Developed annual budget, worked in R&D, implemented Oracle database.

Cervin, William
US American: 28
Languages: Spanish (N), English (B), German (B)
BS in Industrial Distribution, Texas A&M University, USA
BAF Systems, USA (1.5 yrs)
Team Leader
Led team to identify key indicators influencing stability in Afghanistan, model the impact of those variables, source reliable data inputs, and track ongoing stability in the region using custom US$2.25 million information system.

Department of Defense, USA (2.5 yrs)
Action Officer
Informed and advised senior decision makers in U.S. Government of action plans for Europe, Latin America, Africa, Middle East, and Central/East Asia.

Bonnel, David
French: 33
Languages: French (N), English (F), Spanish (I)
Mechanical Engineering Degree at ENSEEIHT, Toulouse, France
AIRBUS, France (5 yrs)
Group Leader - Aeronautical Engineering
Managed a team of 8 engineers responsible for propulsion system integration (A380 Aircraft). Conducted ground and flight test analysis. Negotiated technical requirements with engine manufacturers (Rolls-Royce and Engine Alliance) during aircraft development phase.

Pratt & Whitney, Connecticut, USA (5 yrs)
Task Leader - PW6000 Program: new engine development
Coordinated a team of 4 engineers in charge of engine control design.

Bulouz, Sofia
Venezuelian: 31
Languages: Spanish (N), English (N), Catalan (B)
Journalism, Universidad de Barcelona, Spain
Lawyer, Universidad Central de Venezuela, Venezuela
Chavado Bulouz Sales & Asociados, Venezuela (5 yrs)
Litigator Lawyer, Junior Associate
Created strategic solutions, and managed the corporate image for my firm and clients. Negotiated technical requirements with engine manufacturers (Rolls-Royce and Engine Alliance) during aircraft development phase.

Canal Barnils, José Mª
Spanish: 26
Languages: Spanish (N), Catalan (N), English (F)
Business Administration, Universidad Internacional de Cataluña, España
Banco Banif, Grupo Banco Santander, España (1 yr)
Private Banker
Managed a €22M portfolio. Surpassed new client objective by 50%. Only 16% of the colleague pool achieved similar levels. Product speaker: analyzed newly developed products, coached the team and implemented them.

Deutsche Bank Private Wealth Management, Spain (1 yr)
Assistant of Vice-president
Assisted the vice-president to manage a portfolio of €238M.

Chamorro, Sergio
Nicaraguan/US American: 28
Languages: Spanish (N), English (F), French (I)
BA in Economics, University of Virginia, United States of America
Banco de Credito Centroamericano, Nicaragua (2 yrs)
Business Executive (1 yr)
Responsible for managing the relationships with US$300k+ corporate clients maximizing profit and guarantying smooth relationships with the bank.

Banco de Credito Centroamericano, Nicaragua (1 yr)
Vice-President International Department (1 yr)
Ensured excellent international image and relationships with foreign banks.

Washington Mutual Bank, USA (2 yrs)
Assistant Financial Center Manager
Class Profiles 2008/2010

German: 28
Languages: French (N), English (F), Portuguese (I),
German (I), Spanish (B)
Master Industrial Engineering, Texas A&M University, USA
Master Industrial Engineering, Grenoble Institute of Technology, France
UPS Supply Chain Solutions, Belgium and Switzerland (4 yrs)
**Senior Analyst, EMEA Headquarters**
Led and mentored team of analysts within the strategic standardization of a distribution service. Spearheaded paradigm shift across Europe for cost efficient growth and optimal customer requirements satisfaction. Secured buy-in and pro-active collaboration of local and central internal stakeholders through the implementation and roll-out of a new information system. Managed pricing proposals including largest EMEA bid won within years of service. Gained recognized modeling expertise for EMEA. Involved as lead or support for internal and external consulting projects (up to €1M contracts).

Spanish: 29
Languages: Spanish (N), English (F), French (B)
MA in Quality Management, Business School San Pablo CEU, España
BA in Business Administration, Universidad San Pablo CEU, España
Lartec, Desarrollos Inteligentes S.L, Spain (1yr)
**Sales Manager**
Manage different sales processes and channels for the Smart House Sector.
Unica, Universal Cleaning Activities, Spain (3 yrs)
**Head, Quality Management Department**
Manage a group of 5 people to implement quality and environmental management systems to improve the core business processes. Lead business development projects: cultural integration, software development, ratio use.

US American: 28
Languages: English (N), Spanish (F)
Bachelor of Arts in International Affairs, University of Virginia, USA
Herbalife International of America, Inc, USA (1 yr)
**Government Affairs Specialist**
Analyzed added costs of pending regulatory changes. Communicated impact to senior management. Enacted lobbying strategies to maximize profit in the US and 65 international markets using high-level US government influence.

Class Profiles 2008/2010

Indian: 26
Languages: Hindi (N), English (F), Spanish (B)
Masters of Technology, France
Bachelors in Civil Engineering, Punjab Engineering College, India
Risk Management Solutions, India (3 yrs)
**Senior Executive (Bids)**
Handled international competitive bidding for catastrophic risk management. Won 75% of proposals created in the past two years. Led cross-functional and international teams to create winning proposals in aggressive timelines, exceeding revenue targets by 100% in FY07-08. Created bids management system to track performance metrics; helping refine company strategy in client focus and market recognition.

Canadian: 28
Languages: English (N), French (B), Spanish (B)
Honours Bachelor of Business Admin, Wilfrid Laurier University, Canada
Pfizer Global Pharmaceuticals, Canada (2.5 yrs)
**Pharmaceutical Sales Representative**
Employed customized selling strategies to exceed sales quota of CAD$25 Million. Team lead for new product launch; trained & developed national clients as Product Champions; managed project budgets of CAD$20,000, implemented business plan.

Global Product Manager
Developed marketing plan for Global Central Lab and ECG business units. Collaborated with Asian offices to launch new business unit in Singapore.

US American/Puerto Rican: 27
Languages: Spanish (N), English (N)
BA in Finance, University of Puerto Rico - Mayaguez Campus, Puerto Rico
Newedge USA, LLC. (6 yrs)
**Vice President - Fixed Income Institutional Sales and Trading**
Executed orders for institutional traders dealing in fixed income markets. Focused on United States, European and Canadian cash, futures and REPO markets. Introduced and maintained profitable customer relationships with Latin American counterparties, increasing our group revenues by 27%. Conducted market research and generated trade ideas involving derivative products. Monitored customer’s positions and collaborated on entry and exit strategies.

Indian: 30
Languages: English (N), Hindi (F), Marathi (I), Konkani (I), Spanish (B)
Bachelor of Arts (Economics / Commerce), University of Mumbai, India. Navigating Officer License, LBS CAMSAR Nautical College (Mumbai), India
Chevron Shipping Company, U.S.A. (2 yrs)
**Senior Navigating Officer (on crude oil tanker ship)**
Managed cross-functional team of 12 on the largest ship (c.75M) in the fleet. Analysed risk and implemented the cargo, maintenance and navigation plan.

Tanker Pacific Management (Singapore) Pte. Ltd., Singapore (9 yrs)
**Sr. Navigating Off. (3 yrs), Jr. Navigating Off. (2 yrs), Trainee Off. (4 yrs)**
Assisted in planning, budgeting (<2.5M) and executing 3 ship repair projects. Led ship safety team and supervised 200 workers in an Indonesian shipyard.

US American: 28
Languages: Yoruba/English (N), French (B), Spanish (B)
B.Sc. (Hons) Geology, Obafemi Awolowo University, Nigeria
Globacom Nigeria Limited, Nigeria (1.5 yrs)
**Key Account / Sales Representative**
Consistently met and exceeded set targets. Closed a deal with one of Globacom’s major accounts worth c.500,000 monthly in sales volume. Increased the sales volume of two of Globacom’s accounts by 100%.

Indian: 28
Languages: Yoruba/English (N), French (B), Spanish (B)
B.Sc. (Hons) Geology, Obafemi Awolowo University, Nigeria
Globacom Nigeria Limited, Nigeria (1.5 yrs)
**Key Account / Sales Representative**
Built new relationships and brought in new business, growing overall business in my territory with 25 new customers and an increase in sales volume of 40%.

Indian: 26
Languages: Hindi (N), English (F), Spanish (B)
Masters of Technology, France
Bachelors in Civil Engineering, Punjab Engineering College, India
Risk Management Solutions, India (3 yrs)
**Senior Executive (Bids)**
Handled international competitive bidding for catastrophic risk management. Won 75% of proposals created in the past two years. Led cross-functional and international teams to create winning proposals in aggressive timelines, exceeding revenue targets by 100% in FY07-08. Created bids management system to track performance metrics; helping refine company strategy in client focus and market recognition.

Brazilian: 29
Languages: Spanish (N), English (F), Portuguese (I)
Master Industrial Engineering, Texas A&M University, USA
Master Industrial Engineering, Grenoble Institute of Technology, France
**UPS Supply Chain Solutions, Belgium and Switzerland (4 yrs)**
**Senior Analyst, EMEA Headquarters**
Led and mentored team of analysts within the strategic standardization of a distribution service. Spearheaded paradigm shift across Europe for cost efficient growth and optimal customer requirements satisfaction. Secured buy-in and pro-active collaboration of local and central internal stakeholders through the implementation and roll-out of a new information system. Managed pricing proposals including largest EMEA bid won within years of service. Gained recognized modeling expertise for EMEA. Involved as lead or support for internal and external consulting projects (up to €1M contracts).

English: 29
Languages: French (N), English (F), Spanish (I)
MA in Business Administration, University of Miami, USA
**International Coordinator**
Lobbied international trade, regulatory and market entity issues representing 40 multinational consumer product companies.

US American: 28
Languages: English (N), Spanish (F)
Bachelor of Arts in International Affairs, University of Virginia, USA
Herbalife International of America, Inc, USA (1 yr)
**Government Affairs Specialist**
Analyzed added costs of pending regulatory changes. Communicated impact to senior management. Enacted lobbying strategies to maximize profit in the US and 65 international markets using high-level US government influence.

Class Profiles 2008/2010

Indian: 30
Languages: English (N), Hindi (F), Marathi (I), Konkani (I), Spanish (B)
Bachelor of Arts (Economics / Commerce), University of Mumbai, India. Navigating Officer License, LBS CAMSAR Nautical College (Mumbai), India
Chevron Shipping Company, U.S.A. (2 yrs)
**Senior Navigating Officer (on crude oil tanker ship)**
Managed cross-functional team of 12 on the largest ship (c.75M) in the fleet. Analysed risk and implemented the cargo, maintenance and navigation plan.

Tanker Pacific Management (Singapore) Pte. Ltd., Singapore (9 yrs)
**Sr. Navigating Off. (3 yrs), Jr. Navigating Off. (2 yrs), Trainee Off. (4 yrs)**
Assisted in planning, budgeting (<2.5M) and executing 3 ship repair projects. Led ship safety team and supervised 200 workers in an Indonesian shipyard.

US American/Puerto Rican: 27
Languages: Spanish (N), English (N)
BA in Finance, University of Puerto Rico - Mayaguez Campus, Puerto Rico
Newedge USA, LLC. (6 yrs)
**Vice President - Fixed Income Institutional Sales and Trading**
Executed orders for institutional traders dealing in fixed income markets. Focused on United States, European and Canadian cash, futures and REPO markets. Introduced and maintained profitable customer relationships with Latin American counterparties, increasing our group revenues by 27%. Conducted market research and generated trade ideas involving derivative products. Monitored customer’s positions and collaborated on entry and exit strategies.

Danish: 26
Languages: Danish (N), English (F), Spanish (B)
Masters of Technology, Denmark
Bachelors in Civil Engineering, Punjab Engineering College, India
Risk Management Solutions, India (3 yrs)
**Senior Executive (Bids)**
Handled international competitive bidding for catastrophic risk management. Won 75% of proposals created in the past two years. Led cross-functional and international teams to create winning proposals in aggressive timelines, exceeding revenue targets by 100% in FY07-08. Created bids management system to track performance metrics; helping refine company strategy in client focus and market recognition.

Canadian: 28
Languages: English (N), French (B), Spanish (B)
Honours Bachelor of Business Admin, Wilfrid Laurier University, Canada
Merck KGaA, Darmstadt, Germany (2 yrs)
**Pharmaceutical Sales Representative**
Managed cross-functional team of 12 on the largest ship (c.75M) in the fleet. Analysed risk and implemented the cargo, maintenance and navigation plan.

MDS Pharma Services, Singapore (10 yrs)
**Senior Regulatory Affairs Specialist**
Managed cross-functional team of 12 on the largest ship (c.75M) in the fleet. Analysed risk and implemented the cargo, maintenance and navigation plan.

MDS Pharma Services, Singapore (10 yrs)
**Senior Regulatory Affairs Specialist**
Managed cross-functional team of 12 on the largest ship (c.75M) in the fleet. Analysed risk and implemented the cargo, maintenance and navigation plan.
Fernández Campos, Gonzalo

Spanish: 26
Languages: Spanish (N), English (F), Graduate in Law (specialising in Economic Law)
Duosto University, Spain

MANGO, Spain (2 yrs)
Global vision of the company by working in several departments
Department of Retail Supervision and Coordination: management-supervision of spanish store, sales analysis, cost optimisation, stock control. Other departments: Legal (checking, drawing up contracts, international due diligence for sales of companies); Auditing (budget control, trading account analysis of national and international corporate stores, profitability analysis of possible store openings). Financial Relation (treasury forecasts, negotiation and drawing up of contracts for the group’s financing operation).

CUATRECASAS, Spain (6 months)
Legal internship focusing on litigation

Fischer, Bradley

British, US American: 32
Languages: English (N), Italian (F), German (I), Spanish (B)
B. Eng. Hons in Mechanical Engineering, University Of Glasgow, UK

Electrolux Professional AG, Switzerland (4yrs)
R&D Project Manager
Managed introduction of over 200 different models for the US market in 1 year, opening a new market and providing 2M CHF in additional sales. Led team of 3 direct reports.

Whirlpool Europe, Italy (5yrs)
Senior Mechanical Engineer
Managed new product introduction of projects with capital investments of up to $3M. Led team of 3 direct reports. Reduced service call rate by 30%.

Guatemalan: 24
Languages: Spanish (N), English (F)
BA in Managerial Studies and Economics, Rice University, United States

Cementos Progreso, Guatemala (2 yrs)
Financial and Strategic Planning Analyst
Conducted strategic analysis and business plan yearly updates. Helped designed the long-term strategy of the company. Led several projects. Responsible for generating financial statements.

Transformadora Metaúrgica, Guatemala (1 yr)
Assistant to the General Manager
Oversaw improvements in all areas of the company. Reduced production times and costs by 15%. Increased sales by 20%.

Ferrer Goncalves, David

Venezuelan: 27 (Applying for Portuguese nationality)
Languages: Spanish (N), English (F), Portuguese (F), French (B)
Marketing Communications Management, Univ. Metropolitana, Venezuela. Computer Engineering, Universidad Simón Bolívar, Venezuela

Procter & Gamble Latin America, Venezuela / Brazil (3 yrs)
Client Manager - Global Business Services,
Venezuela (2 yrs)
Managed the commercial relationship and joint business plan for the Home Care unit. Improved the client satisfaction from 8.9 to 9.1/10 in 1 yr.

Interactive Marketing and Business Analyst,
Venezuela / Brazil (3 yrs)
Analysis of market and consumer data for improving decision making of marketing managers. Development of digital marketing and new media strategies for laundry brands.

Spanish: 29
Languages: Spanish (N), Catalan (N), English (F), German (F), French (B)
Telecommunications Engineering, Ramon Llull "La Salle", Spain
Technical Electrical Engineering, Ramon Llull "La Salle", Spain

Avlon ConsultingGroup (ALTRAN), Germany, (4 yrs)
Consultant (4 yrs)
Led strategy, planning and implementation of compatibility communication process for a top automotive firm. Reduced critical warrant costs worldwide and planned a new internal and supplier validation workflow. Managed the system validation team (4 people).

Pre-sales Consultant (1 yr)
Increased company positioning through new project acquisition.

García Bolós, Juan

Spanish: 28
Languages: Spanish (N), English (F), German (F), Catalan (F)
MSc. in Electrical Engineering, Polytechnic University Valencia, Spain

Panasonic Automotive Systems Europe GmbH, Germany (2 yrs)
Project Leader - Development Engineer
Led a team of 5 engineers in a cost-down project for a German carmaker. I was the customer interface, managed the technical development and supervised external suppliers.

Robert Bosch GmbH, Germany (3 yrs)
Development Engineer
Coordinated an R&D team of 7 engineers in the development of a prototype for the automotive industry shown at the international Fair IFA in Berlin.

Ruben Funosas

Spanish: 23
Languages: Spanish (N), Catalan (F), English (I), French (B)

Panasonic Automotive Systems Europe GmbH, Valencia, Spain

Bachelor of Science, Butler University, USA

Member of the Society of Jesus
Salvador School, Buenos Aires, Argentina
Pastoral Director
Responsible for the Pastoral and Theology Departments, as well as, director of Maintenance, Cleaning, Security and Receptionist Departments.

José, SJ

P. Gette

Argentinian: 35
Languages: Spanish (N), English (I), Russian (B)
Degree in Philosophy and Theology, University of Salvador, Argentina

Member of the Society of Jesus
Salvador School, Buenos Aires, Argentina
Pastoral Director
Responsible for the Pastoral and Theology Departments, as well as, director of Maintenance, Cleaning, Security and Receptionist Departments.

Guatemalan: 24
Languages: Spanish (N), English (F)

Northwestern University, USA (4 yrs)
Research Program Coordinator
Coordinated and managed the planning and implementation of a broad based cancer screening program. Directed teams of doctors, researchers, volunteers and government regulators through federal approval process for new medical products. Presented the latest research results to the international medical community. Led a team of professionals in the development of breakthrough discoveries in the prostate cancer field.

US American: 25
Languages: Farsi (N), English (F), Spanish (B), Arabic (B)
Bachelor of Science, Butler University, USA

Class Profiles 2008/2010
Managed family and personal investment portfolio.

Presented earnings reviews to the Senior Partners.

Evaluate synergies from backward expansion increasing client base by 50%. Facilitated trading house in India and led international expansion increasing client base by 50%. Managed incidents with clients, and participated in the merger of 5 companies.

Ruchir Goenka, Buenaventura
Spanish: 25
Languages: Spanish (N), Catalan (N), English (F)
Undergraduate in Business Administration, Univ. Int. de Cat., Spain
Performance Grant Torino, Spain (2 yrs)
Senior Auditor
Twice awarded bonuses for recruiting new clients. Inspected and analysed financial statements (1-2 per month). Prepared monthly proposals for improving processes. Managed incidents with clients, and participated in the merger of 5 companies.
San Miguel fábricas de Cerveza y Malta, Spain (1 yr)
Assistant Accountant

Gonzalez, Sylvana
Nicaraguan/Italian: 30
Languages: Spanish (N), English (F), Italian (I)
BS in Commerce, Marketing & Management, University of Virginia, USA
Savor Restaurant & Lounge, Nicaragua (1-5 yrs - ongoing)
Owner & Manager
Created business plan, concept, and menu. Responsible for operations, marketing, and team of 11. Secured ROI within one year and currently operating successfully.
American Nicaraguan Foundation, USA (4 yrs)
Development Associate
Implemented strategic plan that generated revenue growth of 125% in fundraising events. Managed all aspects of major fundraising events. Directed successful Direct Mail Program which secured new revenue source for organization.

Gullia, Vanilynne
US American: 27
Languages: English (N), Spanish (I)
BSc: Business Administration, University of California, Riverside, USA
Hypothesis: USA (1.5 yrs)
Senior Research Analyst
Analyst/project consultant for international/domestic market research in entertainment and consumer goods (45%+ margins). Main consultant on ongoing pilot and series test research with company’s largest client.
Lieberman Research Worldwide, USA (3.5 yrs)
Senior Research Manager
Project manager in international division for both consumer and B2B market research. Integral member of cross-country team based in both Los Angeles and London.

Hogan, Kevin
Irish: 29
Languages: English (N), Spanish (F), French (B), Catalan (C)
BA Hons in ICT, Trinity College Dublin, Ireland
Barcelona Supercomputing Center, Spain (3 yrs)
Researcher
Managed development cycle of internal toolset, coordinated and calculated BSC’s input and financial requirements with other collaborators in EU projects, coauthored and published papers in international conferences, traveled abroad to represent BSC.

Havens, Victoria
US American: 25
Languages: English (N), French (F)
BA Hons in Communication, University of Pennsylvania, USA
M. USA (3 yrs)
Account Manager
Launched new campaigns for financial and healthcare clients. Efforts for the financial client contributed to a 40% increase in deposits during the first quarter of 2008. The healthcare client won the Platinum Award for best new campaign in a national marketing competition. Created and produced collateral, outlined media plans and monitored website development for clients in the financial, healthcare, construction, casino and racing, luxury goods and non-profit industries.

Spanish: 25
Languages: Spanish (N), Catalan (N), English (F)
Undergraduate in Business Administration, Univ. Int. de Cat., Spain
Auditorihspana Grant Thornton, Spain (2 yrs)
Senior Auditor
Twice awarded bonuses for recruiting new clients. Inspected and analysed financial statements (1-2 per month). Prepared monthly proposals for improving processes. Managed incidents with clients, and participated in the merger of 5 companies.
San Miguel fábricas de Cerveza y Malta, Spain (1 yr)
Assistant Accountant

Goenka, Ruchir
Indian: 29
Languages: Hindi (N), English (F), Spanish (B)
Bachelor of Commerce (Finance), University of Mumbai, India
Galaxy Gems, India (9 yrs)
Senior Partner
Designed strategic plan of Galaxy Gems (diamond trading house in India) and led international expansion increasing client base by 50%. Facilitated earnings planning process by conducting revenue/pricing projections and developed financial forecasts for the business. Evaluated synergies from backward integration of the business into manufacturing. Presented earnings reviews to the Senior Partners. Managed family and personal investment portfolio.

Gotanda, Motoki
Japanese: 31
Languages: Japanese (N), Mandarin (F), English (F), Spanish (B)
B.A. in Policy Management, Keio University, Japan
Accton Technology Corporation, Taiwan (3 yrs)
Account Manager
Coordinated a partnership with an established Japanese company and increased sales channels from 0 to over 20 in 2 years. Managed the Japanese office, led marketing activities, and raised brand awareness.
Cisco Systems Inc., Japan (2 yrs)
Account Manager
Led cross functional team and won a $700K project from a traditional market which had been dominated by Japanese domestic makers.

Hanafy, Sarah
Canadian: 27
Languages: English (N), Spanish (I), French (C), Arabic (I)
Degree in International Relations, University of Windsor, Canada
Government of Ontario, Canada (4 yrs)
Senior Issues Manager & Legislative Advisor to Minister of Finance
Direct advisor to the Minister of Finance, ultimately responsible for all preparation/reaction to contentious issues & announcements, including national broadcast of $90B Annual Provincial Budget. Supervised passage of 20+ pieces of legislation, managing large teams & acting as a speechwriter.
Legislative Advisor to Minister of Immigration & Intergovernmental Affairs
Analyzed legislative items from a policy & communications perspective. Facilitated public consultations, lasing with stakeholders and Legislators.

Hogan, Sarah
Irish: 29
Languages: English (N), Spanish (F), French (B), Catalan (C)
BA Hons in ICT, Trinity College Dublin, Ireland
Barcelona Supercomputing Center, Spain (3 yrs)
Software Engineer
Designed and developed some core components of Skillsoft’s IT infrastructure, interfaced with Marketing and Testing departments internationally, assisted with knowledge transfer and other steps required during company merger.
Holguera Tsukada, Igor

- Spanish: 26
- Languages: French (N), Spanish (N), Catalan (F), Japanese (F), English (F), Mandarin (B)
- Electronics & Telecommunications Engineering, Supélec, France
- Sagem Communications, China (2 yrs)

**Hardware Engineer**

Cooperated in the technical design of one component, interfacing with a multi-cultural -Chinese and French- team of hardware and software engineers, facilitating the understanding and compatibility of each one’s work, ultimately resulting in the successful launch of new product. Trained the newly-hired engineer that took my position when I left the company to do my MBA, so that the transition was smooth for the company and the engineer, and there was no impact on the project.

Isuk, Felix

- US American: 27
- Languages: English (N), Spanish (I)
- BA in Anthropology, Harvard University, USA
- Samuel James Limited, USA (5 yrs)

**Portfolio Manager**

Implemented an option trading strategy that generated current income yield of 115bps and hedged positions in our portfolio. Co-developed financial model used to win $300M deal to build a statewide HIE network.

Blue Water Worldwide, LLC, USA (1 yr)

**Senior Advisor**

Raised $10M of the firm’s initial committed capital. Negotiated terms for $5M bridge loan. Invested in agricultural and industrial real estate in LATAM.

Ilagan, Patricia Victoria

- Filipino: 32
- Languages: Filipino (N), English (F), Spanish (I)
- BS Management, Ateneo de Manila University, Philippines

**Training Manager**

Managed the training and development of over 100 employees. Involved in the planning and execution of operational and recruitment strategies.

Generali Pilipinas Life Assurance Company Inc (1.5 yrs)

**Assistant Manager, Treasury - Investments Division**

Oversaw the management of Generali Pilipinas’ Euro, Dollar and Peso investment portfolios amounting to 2.8 bilion (Philippine peso), enabling it to meet monthly investment income targets.

Izquierdo Cabezudo, Raul

- Spanish: 31
- Languages: Spanish (N), English (F), Portuguese (F), Italian (F)
- Degree in Biology, University of Salamanca, Spain
- Intervet (now Schein-Phlough Animal Health), Spain (1 yr)

**Quality Manager**

Managed internal and external audits and biosecurity for all facilities in Salamanca. Coordinated all Quality issues for a team of 130 people. Solved communication and reporting issues among departments.

CSIC & University of Aveiro, Spain & Portugal (6 yrs)

**Researcher and Project Management**

Managed two different Research Projects. Led student’s training.

Khalsa, Nirankar

- Indian: 24
- Languages: Hindi (N), English (F)
- BCom Hons, Mumbai University, India

**Birla Sunlife Asset Mgmt, India (1 yr)**

- Asst. Buyer - Detergent, Perfume & Hygiene (FMCG)
- Managed a €25m turnover across 9 hypermarkets.
- Responsible for revenue generation & 60 supplier relationships in an international team. Negotiated for promotions and sales activities. Achieved a 20% growth in earnings.

Khan, Fahd

- Indian: 24
- Languages: Hindi (N), English (F)
- BCom Hons, Mumbai University, India

**Gene Center - University of Munich, Germany (4 yrs)**

- **Scientific Associate**
- Designed innovative approaches for solving a biochemical problem. Trained undergraduate students and coordinated 2 senior research technicians. Teaching assistant.

Kaminski, Tomislav

- Croatian: 31
- Languages: Croatian (N), English (F), Spanish (F), German (F)
- Ph.D. in Biochemistry, University of Munich (LMU), Germany
- Degree in Chemistry, University of Zagreb, Croatia
- Institute of Molecular Biology, Barcelona, Spain (2 yrs)

**Investigator - Postdoctoral Fellow**

Led a European Comission funded project. Implemented a new line of research. Introduced novel methodologies and equipment.

Stein Group Hotels, Russia / Ireland (5 monhs)

**Manager responsible for leading, training and development of new staff. Developed & implemented critical strategies for the opening of two new hotels.**

Sherwood Hotels & Resorts, USA (4 yrs)

**Leisure Sales Manager, Global Sales Office Miami (2.5 yrs)**

Managed online sales portal with 500 member clients worldwide. Coordinated marketing programs and sales initiatives. Generated upwards of $10 million in revenue.

King, Eric

- US American: 28
- Languages: English (N), Spanish (I)
- BA in Advertising, University of Minnesota, USA

**Alcon Laboratories, Inc., USA (2 yrs)**

- **Specialty Pharmaceutical Representative**
- Responsible for promoting pharmaceuticals to high-volume, specialty physicians in the demanding New York City market. Analyzed territory data to leverage advantages and grow marketshare to a Top 5 company ranking.

Deutsche Post World Net USA (2 yrs)

**Account Executive - DHL Division**

Corporate liaison responsible for acquiring, developing, and maintaining business accounts. Designed logistic routes to optimize customer efficiency.
implementing easily accessible channels.

Social Responsibility activities by conceptualizing &
Motivated colleagues to participate in Corporate
provide solutions for British Telecom's Internet-
Collaborated with sales & marketing teams to
for UK telecom industry.

Designed the technical communication standards
Kingdom telecom industry.

Gateway Development Team" for a critical project
 Integral member of the crucial 5-person "B2B

Tata Consultancy Services, India (2.2 yrs)
Computer Engineering, Anna University, India
Languages: Tamil (N), English (N), Hindi (I), Spanish (B)
Indian: 25

IT Consultant
Integral member of the crucial 5-person "B2B
Gateway Development Team" for a critical project
which contributed to overhauling the entire United
Kingdom telecom industry.
Designed the technical communication standards
for UK telecom industry.
Collaborated with sales & marketing teams to
provide solutions for British Telecoms’ Internet-
delivered television.
Motivated colleagues to participate in Corporate
Social Responsibility activities by conceptualizing &
implementing easily accessible channels.

Spanish: 26
Languages: Spanish (N), Catalan (N), English (F)
Undergraduate degree of Advertising and Public
Relations, URL, Spain

Account Manager
Responsible for the management of several clients
in the national and international area (sectors: FMCG, fashion, tourism, etc.), designing and
developing Global Plans of Strategic Communication
together with the persons in charge of marketing,
leading a team of 8 people.

Account Executive
Responsible for the application of Plans of Integral
Communication for several clients. Managing a
communication team of 5 members.

Dayax, Spain (<1 yr)

Mexican: 29

TOTAL Group, Mexico (5 yrs)
Production, Maintenance, Planning, and Projects
Manager
Led two industrial sites with 60 persons.
Implemented an ERP software for 5 operative areas.
Handled a 6M/year budget for finished products
and raw material stocks. Managed cross functional
projects that improved safety, efficiency & working
conditions. Collaborated intensively to achieve
the International Small Site Safety Rating System
(ISSSRS).
Worked one year in the Quality department to lead
the version update of the ISO/TS-16949 (automotive
industry) and ISO-9000.

KEY ACCOUNT MANAGER
Acquired and serviced multiple high profile clients,
exceeded company goals by 120%.

Vodafone, Spain (1.5 yrs)

SDL Group, Mexico (3 yrs)
Senior consultant
Managed a team of professionals. Optimized
processes for a leading multinational, eliminating
a negative impact on the profits and loss balance.
Generated new business opportunities to create
additional revenue streams.

DMR Consulting, España (1 yr)

Languages: Spanish (N), Catalan (N), English (F),
Italian (I)
Telecommunication Engineering, UPC, Spain

PricewaterhouseCoopers, Spain (1 yr)
Consultant
I trained employees in ABAP as requested by the
customer. Extension of the maintenance of a SAP
system for more than a year.

Business Consultant (3 yrs)
System Analyst
I developed the PP MM, SD, WM, FI-CO and PM
modules from SAP reducing by 25% the estimated
time. Implementation of a SAP system playing an
important role in the teamwork.
López Gascón, Emmanuel

Mexican: 28
Languages: Spanish (N), English (F), French (B)
BA in Economics, ITAM, Mexico

Risk Manager (2 yrs)
Responsible for managing an unsecured portfolio of $45MM through the credit cycle, including origination, policies, planning and loss. Lead a team of 4 people to reduce overdue debts by 30% for last quarter of 2007.

Risk Analyst (2 yrs)
Responsible for the monthly tracking and reporting of financial accounting and risk reserves for a Credit Card portfolio of $240 MM. Part of the team who forecast risk metrics for the financial planning sessions of the company.

Maheshwary, Ankur

Indian: 26
Languages: Hindi (N), English (F), Spanish (I)
Production & Industrial Engineering, Delhi College of Engineering, India

Amdocs: India (1.5 yrs)

Subject Matter Expert
Lead a front end team of 4 for a project release of $1.2M. Instrumental in winning a 15,000 man hrs project from a new client. Implemented business solutions in CSM and Billing products on new telecom technologies.

Infosys Technologies Limited (1.5 yrs)

Software Engineer
Designed business flows for a highly complex & mathematical Disaster Recovery Mgmt project (telecom hardware). Top performer - 2006.

López Barrio, Elisa

Spanish: 27
Languages: Spanish (N), Catalan (F), English (F), French (B)
Industrial Engineering, Universidad Pontificia Comillas (ICAI), Spain

Orión Fenosa Gas, Spain (1.5 yrs)

Account Manager
Negotiated natural gas deals with customer executives. Recruited two major clients resulting in additional revenues of €8.200.000 annually. Provided technical support and service.

Martínez Martínez, Pascual

Spanish: 28
Languages: Spanish (N), English (F), Catalan (F), French (B)
Civil Engineering, Universidad Politécnica de Valencia, Spain

Dragados, Spain (3 yrs)

Project Manager (1 yr)
Prepared financial and technical plan for a €5M construction project. Supervised project implementation with a team of 6. Oversaw purchases, analysed requirements and reduced costs by 10%.

Maintenance and Quality Control Manager (2 yrs)
Created and executed a €300,000 Integrated Maintenance Plan. Managed profit and loss accounts. Designed a strategy to reduce Quality Plan costs by 35%. Led a functional group of 50 improving deadlines by 15%.

Martínez Martínez, Pascual

Spanish: 28
Languages: Spanish (N), English (F), Catalan (F), French (B)
Civil Engineering, Universidad Politécnica de Valencia, Spain

Dragados, Spain (3 yrs)

Project Manager (1 yr)
Prepared financial and technical plan for a €5M construction project. Supervised project implementation with a team of 6. Oversaw purchases, analysed requirements and reduced costs by 10%.

Maintenance and Quality Control Manager (2 yrs)
Created and executed a €300,000 Integrated Maintenance Plan. Managed profit and loss accounts. Designed a strategy to reduce Quality Plan costs by 35%. Led a functional group of 50 improving deadlines by 15%.

McClelland, Justin

US American: 24
Languages: English (N), Spanish (B)
Business Administration, University of Florida, USA

Northstar Capital Management, USA (2 yrs)

Head Trader (1 yr)
Head trader overseeing all equity and fixed income trading for $450MM U.S. based investment advisor. Member of both equity and fixed income management committees. Responsible for research and security selection within client portfolios.

Associate (1 yr)
Responsible for firmwide composite construction and maintenance. Initiated and oversaw new website project for the firm.

Mau, Luke

US American: 30
Languages: English (N), Mandarin Chinese (I), Spanish (B)
BS (Honors) Finance, BS (Honors) Accounting, University of Utah, USA

Mau Enterprises LLC, USA (2 yrs)

Member/Manager
Sole proprietor consulting firm. Managed non-profit audit in new geographical region, generating 7 new leads and 1 new client. Directed software conversion, improving efficiencies 25% and paperless operation.

CC Realty LLC, USA (3 yrs)

Controller
Created new income source by investing surplus study and business plan (received €120k funding).
Mishra, Saurabh

Indian: 28
Languages: Hindi (N), English (F), Spanish (B)
Mechanical Engineering, BIT Sindri
Infosys Technologies Ltd India (4 yrs)
Programmer Analyst, U.S.A. (1 yr)
Managed client interactions, assessed business requirements and collaborated with cross-functional teams to provide custom solutions for a $1.5M project. Mentored a 5-person team.
Software Engineer, India (3 yrs)
Led a 3-member team on a $1M project. Spearheaded improvements in team performance, quality and knowledge management, contributing to a 25% increase in customer satisfaction.

Morris, Andrew

US American: 28
Languages: English (N), Spanish (I)
BBA in Finance and Marketing, University of Iowa, USA
ABN AMRO (now RBS), USA (4 yrs)
Global Treasury Advisor
Responded to RFP’s worth $3 million euro in new revenue generation encompassing the client’s need for streamlined global cash flows, optimal liquidity structures and investment opportunities for excess cash.
Advised over 40 middle market and 30 large corporate clients on Treasury Management products and services on an in-country, regional and global basis across 60 countries and 3,000 locations. Efficiently and effectively managed 100+ customers implementing $545K USD of US Domestic Cash Management products and services.

Montes, Desireé

Venezuelan: 25
Languages: Spanish (N), English (F)
Production Engineer, Simon Bolivar University, Venezuela
Cervecería Polar, Venezuela (3 yrs)
Financial Planning Specialist (1 yr)
Developed a financial model for the company’s business plan. Member of team responsible for structuring and pricing over $7 billion in transactions. Participated in over 40 F&B facilities. Supported major corporate restructuring efforts in 2005 by hiring a new management team and reducing the company’s debt exposure by nearly 40%.

Naydenova, Ventzislava

US American/Bulgarian: 25
Languages: English (F), Bulgarian (N), Spanish (I)
BA in Accounting, The George Washington Univ., USA
Wachovia Securities, USA-Financial Analyst (1 yr)
Financial Analyst
Provided initial screening, underwriting and sizing of commercial loans ranging from $20 million-$3 billion and assisted in structuring and pricing over $7 billion in transactions.
BT Development Services (The largest hospitality owner in Bulgaria) (3 yrs)
Bulgaria-Financial Committee Member
Involved in the operational oversight of the company including annual budget approval, control systems evaluation and participation in quarterly committee meetings. Supervised monthly inventory procedures for over 40 F&B facilities. Supported a major corporate restructuring in 2005 by hiring a new management team and reducing the company’s debt exposure by nearly 40%.

Naydenova, Ventzislava

US American/Bulgarian: 25
Languages: English (F), Bulgarian (N), Spanish (I)
BA in Accounting, The George Washington Univ., USA
Wachovia Securities, USA-Financial Analyst (1 yr)
Financial Analyst
Provided initial screening, underwriting and sizing of commercial loans ranging from $20 million-$3 billion and assisted in structuring and pricing over $7 billion in transactions.
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Bulgaria-Financial Committee Member
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Ong, Mala Cristina

Filipino: 27
Languages: Filipino (N), English (F), Spanish (B)
Management Engineering, Ateneo de Manila, Philippines
Macquarie Capital Securities (Philippines) Inc. (2 yrs)
Executive - Macquarie Capital Advisers (Corporate Finance)
Responsible for transaction execution in the Manila office including managing junior staff assigned to Philippine deals. Part of a team that completed over US$1B of financial advisory and equity capital market transactions.
ABS-CBN Broadcasting Corporation, Philippines (4 yrs)
Financial Analysis and Investor Relations Assistant
Managed information sessions for shareholders, creditors and financial analysts. Information initiatives were recognized with awards.

Ortiz, Ximena

Colombian: 24
Languages: Spanish (N), English (F), French (B)
Industrial Engineering, Florida International University, United States
Boeing, United States (1 yr)
Industrial Engineer level 2
Managed all scheduling aspects of Interior Cargo Systems and was able to successfully maintain the work package in record time. Led and participated in projects to define tooling and labor requirements.
Brightstar Corporation, United States (1 yr)
Key Performance Indicator Specialist
Defined, calculated and analyzed performance indicators for the supply chain which decreased the order fulfillment times.

Pattiselanno, Lenard Raymond

Singaporean: 32
Languages: English (N), Mandarin (I), Spanish (B)
BSc in Business, Indiana University, Bloomington, Indiana, USA
Republic of Singapore Navy, Singapore (13 yrs)
Section Head, Naval Operations Department (3 yrs)
Managed key section involving Singapore’s maritime security. Coordinated national inter-agency meetings and collaborated with other government agencies to develop and implement initiatives which contributed to Singapore’s overall security.
Shipboard Officer (5 yrs)
Managed up to 40 personnel in the conduct of maritime security operations. Supervised training requirements, career progression and personnel welfare.
**Paul Rivero, Alfredo**

**Languages:** Spanish (N), English (F), French (B), German (B)

**BA in Business Administration, Universidad Metropolitana, Venezuela**

**Vector Consulting, Venezuela (6 yrs)**

**Cofounder - Partner**

Led a team of 3 as a project manager. Negotiated directly with CEOs and General Managers of different clients and successfully managed client relationships. Administered a profit and loss account of US$165K.

**Accenture, Venezuela (1.5 yrs)**

**Analyst**

Participated in the merger of banks and insurance companies in the Dominican Republic, Venezuela and Panama.

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**Prabhu, Sreenivasa**

**Languages:** English (F), Hindi (N), Spanish (B), Malayalam (N), Konkani (N)

**M.Sc (Chemistry), Annamalai University, India**

**B.Sc (Chemistry), Mahatma Gandhi University, India**

**Bhabha Atomic Research Centre, Government of India, India (6.5 Yrs)**

**Scientific Officer (2.5 yrs)**

Coordinated three projects to study the intake of radioactive substances by general public through their diet to compile the baseline data for operation of nuclear power plants.

**Senior Assistant Scientist (2 yrs)**

Led a team of 6 members for international harmonization of monitoring techniques which resulted in 50% increase in the efficiency.

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**Pérez Miranda, Alejandro**

**Languages:** Spanish (N), English (F), French (F), German (B), Italian (F), Chinese (I), Hindi (N)

**BA in Business & Finance, U.C.R, Costa Rica**

**SIGMedia, Costa Rica (2 yrs)**

**Brand/Website Manager (3 yrs)**

Responsible for brand/website’s marketing targeting backgrounds and competencies.

**Costa Rica: 29**

**Languages:** Spanish (N), English (F), French (F), Degree in Business & Finance, U.C.R, Costa Rica

**SIGMedia, Costa Rica (2 yrs)**

**General Manager**

Responsible for start up & management of office in Costa Rica, managing personnel with varied backgrounds and competencies.

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**Prelypchan, Erin**

**Languages:** English (N), Mandarin (F), French (F), Spanish (I), Filipino (I)

**BA Honours, Chinese Language and Literature, McGill University, Canada**

**Monkey Forest Consulting, Canada (1 yr)**

**Communications Consultant**

Planned awareness campaign for 10,000 people on US$4 billion, environmentally-sensitive project for Xstrata Copper, reducing community resistance to mining and accelerating client’s time to market.

**Pacific Strategies and Assessments, Philippines (3 yrs)**

**Director of Business Intelligence**

Turned around struggling cross-cultural team of business analysts within 90-day deadline, contributing to a $1 million annual revenue increase.

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**Raheja, Nitin**

**Languages:** English (N), Spanish (B), Hindi (N)

**Computer Science, University of Texas at Austin, USA**

**Freescale Semiconductor, USA (3.5 yrs)**

**Product Development Engineer**

Designed and led implementation to unify architecture for high-performance compute grids in 15 countries. Reduced turn around time for NPI (New Product Introduction) execution by 10%, resulting in $5M/year cost savings.

**Makrana, USA (2.5 yrs)**

**Software Engineer**

Collaborated with multi-functional team to facilitate temporary closing of a data center to increase capacity, resulting in $1M+ cost avoidance.

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**Rodríguez Muñoz, Guiomar**

**Languages:** Spanish (N), Italian (F), English (F), French (B), Hindi (N), Spanish (I), Filipino (I), Malyalam (N), Konkani (N)

**BA in Business Administration, Universidad Metropolitana, Venezuela (Top 10 graduate)**

**Unilever, Mexico (3.1 yrs)**

**Regional Brand Assistant Sr. (2.5 yrs)**

Responsible for developing product innovation in Latin America for Pond’s and Vaseline, achieving sales growth by 19% and 22% respectively. Led cross-functional and international teams to harness company synergies. Developed integrated marketing plans to maximize product adoption.

**Regional Innovation Assistant (6 months)**

Analyzed consumer research to identify new market opportunities. Provided proposals to company executives, contributing to successful product launches.

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**Romero, Javier**

**Languages:** Spanish (N), English (F), French (F), Hindi (N), Spanish (I), Filipino (I), Malyalam (N), Konkani (N)

**Business Degree, Metropolitana University, Venezuela (Top 10 graduate)**

**SIGMedia, Costa Rica (2 yrs)**

**Brand/Website Manager (3 yrs)**

Responsible for brand/website’s marketing targeting the USA with a $3 million budget, achieving double digit growth.

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**Sreenivasa Prabhu, Erin**

**Languages:** Spanish (N), English (F), German (B)

**Spanish: 28**

**B.Sc (Chemistry), Mahatma Gandhi University, India**

**M.Sc (Chemistry), Annamalai University, India**

**Bhabha Atomic Research Centre, Government of India, India (6.5 Yrs)**

**Scientific Officer (2.5 yrs)**

Coordinated three projects to study the intake of radioactive substances by general public through their diet to compile the baseline data for operation of nuclear power plants.

**Senior Assistant Scientist (2 yrs)**

Led a team of 6 members for international harmonization of monitoring techniques which resulted in 50% increase in the efficiency.

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**Romero, Javier**

**Languages:** Spanish (N), English (F), German (B)

**Spanish: 28**

**B.Sc (Chemistry), Mahatma Gandhi University, India**

**M.Sc (Chemistry), Annamalai University, India**

**Bhabha Atomic Research Centre, Government of India, India (6.5 Yrs)**

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**Senior Assistant Scientist (2 yrs)**

Led a team of 6 members for international harmonization of monitoring techniques which resulted in 50% increase in the efficiency.

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**Wang Jia, Xin**

**Languages:** English (F), Spanish (I), Hindi (N), Spanish (I), Filipino (I), Malyalam (N), Konkani (N)

**BA in Business Administration, Universidad Metropolitana, Venezuela (Top 10 graduate)**

**Unilever, Mexico (3.1 yrs)**

**Regional Brand Assistant Sr. (2.5 yrs)**

Responsible for developing product innovation in Latin America for Pond’s and Vaseline, achieving sales growth by 19% and 22% respectively. Led cross-functional and international teams to harness company synergies. Developed integrated marketing plans to maximize product adoption.

**Regional Innovation Assistant (6 months)**

Analyzed consumer research to identify new market opportunities. Provided proposals to company executives, contributing to successful product launches.
Ana Maria Salcedo, Colombian: 30
Languages: Spanish (N), English (F), Italian (B)
Risk Management and Economics, Universidad de los Andes, Colombia
BA Finance and International Affairs, Universidad Externado, Colombia

Antonio Sánchez-Cordero, Spanish: 24
Languages: Spanish (N), Catalan (N), English (F) and French (I)
BA in Law, Universitat Pompeu Fabra, Spain

RS

Belgian: 28
Languages: Dutch (N), English (F), French (I), German (I), Spanish (l)
Degree in Engineering (MSc), KU-Lim, Belgium
Complementary Study in Management, University of Hasselt, Belgium

Dymanix Group BV, The Netherlands (4 yrs)
Manager Retail Markets and Customer Service (2 yrs)
Responsible for all activities in Retail Market and Customer Service (10 people).
Led multiple project teams, increasing overall efficiency and customer satisfaction.

Business Unit Manager (2 yrs)
Responsible for set-up, overall management and expansion of strategic BU (€4m).
Managed cross-functional team of 25 people. Reported directly to Managing Director.

Maria Ester Sánchez Sánchez,
Spanish: 26
Languages: Spanish (N), Catalan (N), English (F)
Post-grade degree in Events management, Business & Marketing School, Spain
BA in Business management (Major in Marketing), Abat Oliva CEU, Spain

Impladent SL, Spain (2 yrs)
Event manager - Marketing Department
Organized Spain’s largest dental industry trade fair, achieving a 50% increase in sales while reducing operating costs by 20%. Played an integral and proactive role in creating the strategic marketing plan.

Creative Labs, Dublin (1 yr)
Promoted from an administrative positions to small-mid size companies manager, reducing payment shortfalls by 70% in the area.

Colombian: 30
Languages: Spanish (N), English (F), Italian (B)
Risk Management and Economics, Universidad de los Andes, Colombia
BA Finance and International Affairs, Universidad Externado, Colombia

Senior Trader Local Debt Securities
Analysis of market trends and quick decision making to take advantage of market opportunities.
Responsible for a $20M portfolio of local debt securities. Achieved 115% of profit target in the past 3 years.

Banco Santander Colombia S.A. (5 yrs)
Managed the Debt Team (3 people) with a portfolio of $120M. Reached 145% of profit targets and placed the bank within the top Market Markers.

Antonio Sánchez-Cordero, Spanish: 24
Languages: Spanish (N), Catalan (N), English (F) and French (I)
BA in Law, Universitat Pompeu Fabra, Spain

The Allison Corporation, United Kingdom (1.5 yrs)
Project Manager & Managing Director
Headed business start up and coordinated launch of products in international markets as well as selecting national distributors and retailers.
Responsible for a team of 5 that established and executed strategic plans with international distributors geared towards increasing sales.

Grupo Britania, Spain (2.5 yrs)
Project Manager
Developed the company’s business model and defined strategy.

Italian: 29
Languages: Italian (N), German (N), English (F), French (I), Spanish (l)
Certificate in Investment Banking, New York University, USA
BA Hons in Business Studies, University of Genoa, Italy

Mediterranean Shipping Company USA Inc, USA (2.5 yrs)
Accounting & Collections Manager
Analyzed core financial statements and supervised accounts receivable and payable methodology development. Drew productivity of department by 20% and reduced sales outstanding by 25% in 1 year.

Debitel Consulting LLP, Italy (1.5 yrs)
Business Analyst
Defined new CRM processes and reporting procedures in various industries.

Tristany Serra, Spanish: 27
Languages: Spanish (N), French (F), German (F), English (F), Italian (I)
Mechanical Engineer, Technische Universität Darmstadt, Germany

Taileres Serra, Spain, 25 employees (2 yrs)
International Purchasing and Sales Manager
Directed a 5 person team managing engineering projects. Reduced by 50% the quantity of defective goods purchased. Sold client-specific product ideas to key clients, generating new products and creating sales of over €200.000.

Heidelberger Druckmaschinen, Germany, 18.000 employees (4 yrs)
Developing Engineer
Responsible for machine group development. Managed 3 staff undertaking prototype tests. 40% performance improvement of the machine group.

Sawlani, Shailesh, Indian: 26
Languages: English (N), Hindi (N), Spanish (B)
B.Sc. Computer Science, Jai Hind College, Mumbai University, India

Virgin Records (India) Pvt. Ltd, India (3.5 yrs)
Executive – Corporate & Digital Marketing
Created and executed customized branding solutions for renown global brands. Contributed 50% towards bottomline during the company’s best month in 10 year history. Involved in new media marketing, allied business development and execution of strategic initiatives in sales and marketing. Part of a team that conceptualized and executed the biggest content-media deal for international music in India. Worked with label managers to achieve international and local sales targets. Managed the supply chain of digital assets. Helped establish music licensing as a revenue stream.

Salvador Seivalos, Italian: 29
Languages: Italian (N), German (N), English (F), French (I), Spanish (l)

Mediterranean Shipping Company USA Inc, USA (2.5 yrs)
Accounting & Collections Manager
Analyzed core financial statements and supervised accounts receivable and payable methodology development. Drew productivity of department by 20% and reduced sales outstanding by 25% in 1 year.

Debitel Consulting LLP, Italy (1.5 yrs)
Business Analyst
Defined new CRM processes and reporting procedures in various industries.

Sanches Sanches, Spanish: 26
Languages: Spanish (N), Catalan (N), English (F)
Post-grade degree in Events management, Business & Marketing School, Spain
BA in Business management (Major in Marketing), Abat Oliva CEU, Spain

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Managed the Debt Team (3 people) with a portfolio of $120M. Reached 145% of profit targets and placed the bank within the top Market Markers.
Mena eSolutions, Dubai UAE (2 yrs)

**Team Lead**

Led a team of consultants and developers throughout the whole life-cycle of an integration project in the Banking sector.

**Consultant**

Implemented integration projects in the Telecom, and Finance sectors.

Sustainable Markets Intelligence Center, Costa Rica (5 yrs)

**Software Engineer**

Analyzed the blueprint and designs and led a team of 5 in the implementation of Strategic Customer Management system for Vodafone, UK. Primary coordinator with external stakeholders to resolve problems which facilitated on-time deployment. Negotiated with the client to continuously improve the project scope according to current business requirements. Instrumental in retaining a 90 million pound contract through consistently delivering high performance results in meeting deadlines and post implementation customer service.

BioHumico Venture Capital Project, Brazil (1.5 yrs)

**Consultant**

Managed a team of 4 performing feasibility studies for the fertilizer industry.

BioHumico Venture Capital Project, Brazil (1.5 yrs)

**Project Director**

Managed a team of 4, performing feasibility studies for the fertilizer industry.

VitaHuihu, Spain (2 yrs)

**Business Analyst**

Worked in large teams to launch innovative services for the Public Administration. Responsible for logistic in S-E Italy area in the e-vote project (contract with the Ministry of Internal Affairs renewed in following years).

Mckinsey & Company Inc, Mexico (2 yrs)

**Business Consultant**

Developed an entered telecomunications strategy plan into Africa for a Middle East Company. Participated in a benchmarking operation project for banks in Latin-America.

Mckinsey & Company Inc, Mexico (2 yrs)

**Business Consultant**

Participated in a benchmarking operation project for banks in Latin-America.

Accenture, India/UK (2-5 yrs)

**Project Manager, India/UK**

Negotiated with the client to continuously improve the project scope according to current business requirements. Instrumental in retaining a 90 million pound contract through consistently delivering high performance results in meeting deadlines and post implementation customer service.

Accenture, India/UK (2-5 yrs)

**Software Engineer**

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Class Profiles 2008/2010

Witkin, Morgan

US American: 27
Languages: English (N), Italian (F), Spanish (I)
BA in English/Literature, The George Washington University, USA

Flamm Pickle and Packing CO, Inc., USA, UK (1 yr)
**Director of Business Development**
Managed and oversaw the creation of a new company image and rebranding scheme. Developed product range and marketing strategy for target markets. Implemented long-term plan for global roll-out.

Focus Reports, France, Russia, UAE (1 yr)
**Project Coordinator**
Produced market intelligence reports for leading global publications in key economic sectors. Conducted interviews with high level government officials, CEO’s, and industry opinion leaders. Led global sales and marketing initiatives.

Yeh, Nancy

US American: 28
Languages: Mandarin (N), English (F), Spanish (B)
Bachelor of Science in Industrial Distribution, Texas A&M University, USA

McJunkin Corporation, USA (2 yrs)
**Regional Pricing Manager**
Implemented company wide gross margin enhancement initiatives in 2005, raised 9.2% margin on non-contract sales by year end. Personally trained 82 sales personnel in 13 branch locations. Developed pricing strategies.

Elpida Memory, USA (2 yrs)
**Inside Sales Specialist**
Led a team of 3 on a SAP modification project, improved invoicing accuracy to 100%. Established customer relationships and managed account activities.

Wright, David

US American: 34
Languages: English (N), Spanish (I)
BS Computer Science Engineering, University of Illinois, USA

Morgan Stanley, New York, USA (3 yrs)
**Executive Director - Head of FX E-sales NY**
Built FX ecommerce platform used by over 600 clients with over 8 bn USD daily turnover. Managed a team of 4 e-sales in NY and 3 global acct mgrs.

FX Alliance (www.fxall.com), New York, USA (2 yrs)
**Product Manager**
Responsible for defining multi-bank online trading platform.

Swiss Bank Corporation / UBS - London, UK (5 yrs)
Developed FX Options pricing and risk management tools for external clients.
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