



# **Executive MBA Class of January 2018**

# Executive MBA Profile Book

Saïd Business School at the University of Oxford blends the best of new and old. We are a vibrant and innovative business school, deeply embedded in an 800-year-old, world-class university. We create programmes and ideas that have global impact. We educate people for successful business careers, and as a community seek to tackle world-scale problems. We deliver cutting-edge programmes and ground-breaking research that transform individuals, organisations, business practice, and society. We seek to be a world-class business school community, embedded in a world-class university, tackling world-scale problems.

## **Engaging with the Oxford Saïd Career Development Centre**

Oxford Saïd students have diverse and global career aspirations. There are many ways in which companies collaborate with the Oxford Saïd Career Development Centre, in order to engage with a global talent pool and to further build their brand on campus. Below is an outline of different opportunities:

### **Advertising roles to current students and alumni**

The Career Development Centre can facilitate recruitment for employers, by advertising MBA programmes, internships and full-time roles to current students and alumni on our online careers portal: [Careers@Saïd](mailto:Careers@Saïd) (available for full-time MBAs, Executive MBAs, MFEs and MPMs) as well as targeting specific students with opportunities.

### **Holding corporate events at the school**

Employers are encouraged to conduct a company presentation and networking event on campus during the year to raise awareness of opportunities within the company and meet current students.

The Career Development Centre can also facilitate smaller, targeted events such as lunches, seminars, panel discussions, and interviews on campus for employers to meet potential hires.

Employers are invited to attend school-wide conferences, as delegates or panel members, where you can meet students from the business school and wider University, and participate in knowledge exchange of the company's current initiatives.

### **Oxford Business Networks**

Employers can engage with our Oxford Business Networks (OBNs) for different industries and geographies, when these are formed in October every year. These student-led groups organise events for students throughout the year, based around business in different industries and geographies. The OBNs also arrange visits to company offices to learn more about current work within the company and experience the company culture.

### **Student Projects**

Employers are encouraged to join other companies in offering a Strategic Consulting Project (SCP) to a group of 3-4 MBA students, or alternatively an internship (both summer credited options for MBA students) in order for companies to gain fresh insights on a current business problem and offer valuable work experience to students.

### **Case competitions**

Some companies offer a case competition to students within the school to gain students' expertise on current business initiatives and engage in a more academic setting.

### **Further information**

For further details, please contact the Careers Centre on 01865 288441 or email [careers@sbs.ox.ac.uk](mailto:careers@sbs.ox.ac.uk)



### Adriano Accardo Italy

[adriano.accardo.emba-j18@said.oxford.edu](mailto:adriano.accardo.emba-j18@said.oxford.edu)

Federico II University, Italy, BA Business Economics

**Languages:** Italian, Spanish

#### Senior Manager, Google, UK

Responsible for building sustainable long-term relationships with Google's largest clients (£200m portfolio) and driving year-on-year revenue growth (+40%)

Analyse trends and client performance, and develop strategic account plans

Coach and manage agency managers and product specialists

Keynote speaker at targeted events and conferences

#### Advisor, Orbirental Inc, USA

Responsible for raising capital and advising founders on business development and B2B marketing strategies

#### Regional Sales Manager EMEA & Americas, Google Inc, Italy, Argentina, USA

Responsible for setting up sales and account teams: recruited, managed and trained 150 people across four different locations

Managed operations and relationships with senior stakeholders

Developed training model 'The Competency Model', later adopted by 25 offices globally

#### Career interests

Entrepreneurship; venture capital; business strategy; leadership; private equity; artificial intelligence; healthcare; renewable energy



### Jens Axel Adamsen Denmark

[jensaxel.adamsen.emba-j18@said.oxford.edu](mailto:jensaxel.adamsen.emba-j18@said.oxford.edu)

Aalborg University, Denmark, MSc Information Technology, BSc Informatics

**Languages:** Danish

#### Strategic Partner, Nordea Bank AB, Denmark

Part of banking business transformation unit

Worked on execution model and structure for personal banking business area

Worked on resource management model for staffing change initiatives

#### Owner, Adamsen & Adamsen A/S, Denmark

Member of the board

#### Principal Consultant, PA Consulting Group, Denmark

Part of the business transformation practice and financial sector team

Worked on a number of business process mapping and optimisation assignments for transportation and financial sector clients

Worked on a number of project portfolio management assignments for financial sector clients

Worked on a number of transformation programme assignments for FMCG and financial sector clients

#### Consultant, KPMG, Denmark

Part of management consulting, project and programme excellence practice

Conducted part-time PhD research on how to prevent IT project failure

Worked on a number of digitisation programme assignments for public sector clients

#### Career interests

Management consulting; venture capital; private equity; innovation strategy



### Enam Agbezudor Ghana

[enam.agbezudor.emba-j18@said.oxford.edu](mailto:enam.agbezudor.emba-j18@said.oxford.edu)

Association of Chartered Certified Accountants, UK, Fellow; University of Ghana, Ghana, BSc Administration (Accounting Option)

**Languages:** Ewe

#### Projects Director, Cell Construction Ltd, Ghana

Led my team to successfully develop 10 fuel stations, 22 luxury apartments, 17 town houses, 5 warehouses and 30 affordable homes valued at US\$12.5m over a three-year period

Developed and head the company's real-estate business

Oversee the company's finance function

#### Assistant Treasurer, Vodafone, Ghana

Ensured optimal utilisation of the business's liquid resources through financial planning and analysis

Identified and managed various investment deals as well as sourcing and negotiating significant forex deals to meet the business's forex obligations.

Led payroll team to ensure accurate computation and disbursement of staff provident fund and managed transition to new three-tier pension scheme

#### Financial Analyst, Vodafone, Ghana

Engaged the commercial units to model and defend over 125 business/project cases to the senior management team with 95% of these approved and implemented

Served as finance business partner to the commercial units

Led the Vodafone Ghana Foundation (finance) corporate social responsibility project to renovate a six-classroom block for Senkyi Ferry Primary School students

Successfully negotiated and closed appropriate vehicle insurance and employee medical insurance for the business

#### Audit Associate, PwC, Ghana

Engaged in various audit engagements for both private and public companies within Ghana and Liberia

#### Career interests

Entrepreneurship; real estate; asset management; education; consulting; private equity; venture capital; financial markets



### Manish Aggarwal Tanzania, UK

[manish.aggarwal.emba-j18@said.oxford.edu](mailto:manish.aggarwal.emba-j18@said.oxford.edu)

University Of Warwick, UK, MSc Management Science and Operational Research, BSc Management Sciences

**Languages:** Kiswahili, Punjabi, Gujarati, Hindi

#### Birchand Group, Tanzania, Kenya

Group has several business interests in the region with a diverse portfolio controlled through separate companies in FMCG, banking, real estate, tourism, agriculture, healthcare, commodity trading, logistics, edible oils and animal feeds

Representing group interests in varied roles across different companies

Greenfield projects developed into successful businesses

#### Member Board Credit Risk Committee, NIC Bank, Tanzania

Overall responsibility for reviewing and approving business credit applications

#### Ndiyo Bottling Co Ltd, Tanzania

Founding member of the Greenfield project and now member of advisory team that guides on operational challenges and reviews monthly management performance

#### Birchand Oil Mill Ltd, Tanzania

Overall in charge of company cotton and edible oils business

#### Sobai Asanja Ltd, Tanzania, Kenya

Founder member of the start-up; worked from company creation to formalising the business structures. Current role is as member of advisory team building a rental portfolio in Tier One and Two East African cities under the same company

#### Asanja Africa Ltd, Tanzania

Founding member of Greenfield project and now member of advisory team that guides management in sustainable tourism and high-end luxury bush camps in Tanzanian National Parks. The company has recently acquired new sites which it will be looking to develop, creating a portfolio of 'sustainable' lodges

#### Career interests

Entrepreneurship; social entrepreneurship; financial structuring; impact investment; agriculture; real estate; private equity; debt structuring; impact technology for Africa; healthcare



**Pinar Akiskalioglu Cakir** Turkey, Georgia

[pinar.akiskalioglucaakir.emba-j18@said.oxford.edu](mailto:pinar.akiskalioglucaakir.emba-j18@said.oxford.edu)

Harvard University, USA, HBS Alumni Program for Leadership Development; Marmara University, Turkey, BA Econometrics

**Languages:** Turkish

**Managing Partner, Ricoti Energy BV, Netherlands**

Business owner for wind power plant investments in Georgia

New investment initiated for 120MW capacity

**Partner, Agora Construction & Landscape Management GmbH, Germany**

Partnering with construction engineer and architect to build and sell residential buildings in Berlin

Responsible for building corporate identity and developing long-term strategy

**Head of Marketing, Henkel AG & Company KGaA, Turkey**

Reached all-time-high company market share and achieved record organic growth while ensuring efficiency measures

Integrated newly acquired shampoo brand, launched a new communication campaign, successfully supported sales boost

**Middle East & Africa Group Brand Manager – Digital Marketing Manager, Henkel AG & Company KGaA, United Arab Emirates**

Led strong top-line growth; Middle East and Africa recognised as global growth pillar

Led cost reduction projects resulting in improved profitability

Developed new digital guideline to better support activities in local markets

**Director of Strategy, AIESEC International, Netherlands**

Led creation of AIESEC's five-year Strategy Transmission Map process with the global management team

Drove AIESEC's expansion to four new countries in Central Asia and Caucasus

Ensured AIESEC's new global balanced scorecard's implementation to 84 countries

**Career interests**

Entrepreneurship; strategy; leadership development; venture capital; renewable energy; real estate; innovation management

**Arina Arustamyan** Armenia

[arina.arustamyan.emba-j18@said.oxford.edu](mailto:arina.arustamyan.emba-j18@said.oxford.edu)

Yerevan University of Management and Information Technology, Armenia, BA Engineering Management

**Languages:** Armenian, Russian

**Chief Marketing Officer, VEON Armenia, Armenia**

Responsible for the development and management of all marketing programmes for fixed and mobile business lines, leading a team of 30 marketing professionals

Achieved revenue and subscribers' market share growth in 1.5 years

Awarded Certificate of Recognition from VEON Group CEO

**Head of Marketing Research, Analysis and Planning department, VEON Armenia, Armenia**

Supported top management team with in-depth analysis of commercial performance, market and consumer trends, effectiveness of marketing activities etc

Participated in formation of company's strategy, budget and marketing plan

Received annual Achievement of the Year award for effective business analysis and conducted market research that contributed to business results improvement

**B2B Mobile Marketing Expert, VEON Armenia, Armenia**

Managed all aspects of B2B product development

Increased B2B mobile customer base by 25% in two years

Received annual Certificate of Recognition award for significant improvement of results in B2B segment

**B2B shop manager, VEON Armenia, Armenia**

Planned and coordinated all aspects of sales and service office; provided direction to front-line and support personnel

Developed new motivational programme for staff, ensuring target fulfilment

**B2B direct sales specialist, VEON Armenia, Armenia**

Successfully retained and grew new client base of SME segment

Recognised with 'Best Sales' for superior performance, after three months of work

**Career interests**

Business strategy; leadership; business development; marketing; brand management; product management; media; management consulting; relationship management; people and change management; innovation strategy; information technology; telecommunications

B

**Jason Baits-Tomlin** UK

[jason.baits-tomlin.emba-j18@said.oxford.edu](mailto:jason.baits-tomlin.emba-j18@said.oxford.edu)

University of South Africa, South Africa, BCOMPT (Majors: Audit and Accounting); Professional Accountant (Training: Deloitte & Touche), South Africa

**Senior Corporate Advisor, AT Kearney, Switzerland / Global**

Advising FMCG on transformational change for sustained profit and growth

**VP Strategy and Business Development (Global Supply Chain), JT International, Switzerland**

Led integration of two business divisions to form consolidated global supply chain organisation comprising c14,000 people, 29 sites and annual costs of US\$6bn

Resulted in no business disruption, plans delivered to improve productivity 2x, with cost savings of US\$200m

**VP Strategy and Business Development (Direct Goods), JT International, Switzerland**

Objective to eliminate price volatility in raw material purchases (US\$1.5bn per annum), improve cost efficiency and secure long-term supply

Led vertical integration initiative, consolidating suppliers across Africa, America and Asia, with assets of US\$250m and 4,000 people

Developed and implemented new sourcing strategy, delivering US\$400m in lower product costs over four years

Created industry-leading gold standard for responsible sourcing and production and championed new CSR framework across JT Group

**Director Corporate Strategy, JT International, Switzerland**

Worked with executive board to set group strategy, develop actionable plans and lead cross-functional initiatives

Delivered turnaround strategies for associate European business with €60m profit uplift in three years

Restructured global procurement, leveraging 'network scale' and delivering annual cumulative savings of US\$100m

**Earlier career, Singapore, UK, South Africa**

Leadership roles in P&L management, investment banking and finance

**Career interests**

Executive leadership; business strategy; consumer goods; entrepreneurship; private equity; venture capital

**Marissa Maren Baragar** USA, Indonesia Work Authorisation

[marissa.maren.emba-j18@said.oxford.edu](mailto:marissa.maren.emba-j18@said.oxford.edu)

Tufts University, USA, BSc (Hons) Engineering (Major: Mechanical Engineering; Minor: Entrepreneurial Leadership)

**Languages:** Indonesian

**Commissioner, Busana Apparel Group, Indonesia**

Oversee US\$350m of strategic customer relationships across clothing retailers and wholesalers in North America, Europe, Asia and Australia

Develop global strategy for garment manufacturing expansions, including US\$7m in Ethiopia and US\$20m in Indonesia

Supervise corporate compliance with global labour and tax laws for our 27,000 employees

Appraise top executives in operations, marketing, and finance with US\$3m of combined annual compensation

**Investment Banking Analyst, Lehman Brothers & Barclays Capital, USA**

Executed US\$40bn per month of new US\$-denominated bond issuance for investment grade corporations

Authored daily updates of fixed-income market dynamics for investment bankers and fixed-income salesmen

Provided mentorship and advice to prospective summer analysts in preparation for final-round interviews

Weathered the historic collapse of Lehman Brothers, navigated challenging internal dynamics during the acquisition by Barclays Capital, and rotated across fixed-income syndicate desks

**Career interests**

Company culture; corporate values; entrepreneurship; family business; impact investing; innovation strategy; international logistics; manufacturing; negotiation; relationship management; risk management; social entrepreneurship; sustainability; talent management; venture capital



### Frank Blasio USA

[frank.blasio.emba-j18@said.oxford.edu](mailto:frank.blasio.emba-j18@said.oxford.edu)

New York University, USA, MS (Distinction)  
Global Affairs (Major: Private Sector); Hofstra University, USA, BBA International Business

#### Director of Thought Leadership, Coalition for Inclusive Capitalism, USA

Report directly to and support Lady Lynn Forester de Rothschild on all engagements relating to inclusive capitalism – restoring capitalism as an engine of broadly shared prosperity

Lead the Embankment Project for Inclusive Capitalism, which includes CEO participants representing nearly US\$30tn in assets under management, to test a new framework across the investment value chain that enables companies to better measure and report on outcome metrics that tie to long-term value creation

Develop content for the Conference on Inclusive Capitalism which in 2016 was attended by CEOs representing over US\$38tn of AUM from 19 countries

Manage the coalition's working group and foster key relationships with globally renowned leaders from business, civil society, and government to develop the coalition's agenda and scale its impact

#### Underwriting Officer, Platinum Underwriters Reinsurance, USA

Managed US\$26m Directors & Officers and Professional Liability treaty portfolio while also underwriting a broad set of additional business lines

Led the underwriting work stream by conducting client audits and collaborating with claims and actuarial teams to analyse metrics on individual contracts and portfolios while adding qualitative perspective

#### Directors & Officers Liability Underwriter, Navigators Management Company, USA

Performed due diligence on publicly traded companies across sectors and geographies to identify corporate governance, employee and securities litigation risk

Held US\$5m in public company underwriting authority and achieved a 0.9% incurred loss ratio during my tenure

#### Professional Liability Underwriter, Hartford Financial Products, USA

Developed awareness of clients' services and gauged their risk management process including analysing litigation history, conflict resolution process, contract construction, conflict of interest policies, client screening procedures etc with US\$2m authority

#### Career interests

Asset management; consulting; development; impact investing; private equity; public policy; social finance; strategy; sustainability



### Paul Broxup UK

[paul.broxup.emba-j18@said.oxford.edu](mailto:paul.broxup.emba-j18@said.oxford.edu)

University of Birmingham, UK, BA (Hons)  
English; Chartered Alternative Investment Analyst Association, USA, CAIA Designation

#### Head of Investment Solutions, Origin Asset Management LLP, United Kingdom

Global head of sales and marketing for US\$4.9bn equity investment boutique

Responsible for all client interaction and consultant relations, with core focus on developing bespoke solutions for prospective clients with idiosyncratic requirements

Member of investment team, responsible for conducting due diligence on c400 companies monthly and constructing global, emerging market and small cap equity portfolios

Researched, defined and implemented policy on environmental, social and governance integration into the investment process

AUM growth during tenure of US\$1.7bn

#### Head of Marketing and Product Specialists, Man GLG, UK

Led global sales strategy and marketing activities of US\$30bn discretionary hedge fund

Researched and implemented new product initiatives across a broad range of strategies, structures and domiciles, driving 15 new fund launches

#### Head of Product Specialists, Man AHL, UK and USA

Responsible for all new business development and asset-raising activities for systematic managed futures business managing US\$28bn in assets

Structured and promoted new fund designed specifically for the US institutional market, sourcing and raising initial seed capital of US\$150m

#### Head of Client Services – Europe, Man Group plc, Switzerland and UK

Responsible for servicing all institutional and retail clients with assets of US\$12bn across a broad range of investment strategies including fund of hedge funds, systematic managed futures, distressed debt and insurance-linked securities

Developed free-switching programme allowing clients to move between strategies, retaining >60% of clients following extended period of poor performance

#### Career interests

Entrepreneurship; asset management; behavioural finance; equity research; financial markets; alternative investments; impact investing; portfolio management; development work; environment; sustainability; venture capital



### Gintare Budriunaite Lithuania

[gintare.budriunaite.emba-j18@said.oxford.edu](mailto:gintare.budriunaite.emba-j18@said.oxford.edu)

University of St. Thomas, USA, BA (Hons) Major Finance and Marketing

**Languages:** Lithuanian

#### Global Marketing Leader – Industrial Fire Detection, Honeywell, UK

Own Industrial Fire business strategy and responsible for business development via M&A, geographical expansion, offering and channel development activities

Spearheaded Scame Sistemi acquisition filling a major gap in Industrial Fire portfolio, reducing time-to-market and investment when compared to organic in-house development

Responsible for new organisational design definition and implementation to enable projected incremental business growth

Define offering roadmap and drive execution of new product developments, strategic third-party relationship developments and regional strategy implementation

#### Acquisition Integration Leader, Honeywell, UK

Integration leader of newly acquired Scame Sistemi business, focused on business transformation to enable rapid business expansion and synergy capture

Responsible for achieving set revenue, operating income and synergy targets

Manage a team of 17 functional integration leaders ensuring that functional integration goals are aligned with overall integration vision

#### Marketing Manager – Specialty Devices EMEA, Honeywell, UK

Led new fire detection technology developments and market entry programmes covering wireless and aspiration devices

Grew FAAS aspiration product line, from US\$1m to US\$5m within first three years

Coached EMEA sales teams on positioning and value-based selling resulting in faster customer conversion and increase in operating income

Delivered three new technology platforms on time to budget targeting segments and verticals with highest revenue and profitability potential

#### Career interests

Corporate finance; corporate strategy; business development; organisational restructuring; executive leadership; negotiations; conflict management; consulting; entrepreneurship; business transformation – artificial intelligence, internet of things, blockchain



### Antonio Buelvas Colombia

[antonio.buelvas.emba-j18@said.oxford.edu](mailto:antonio.buelvas.emba-j18@said.oxford.edu)

Universidad de los Andes, Colombia, BSc Industrial Engineering

**Languages:** Spanish

#### COO, Ensacar SA, Colombia

Increase output by 10%, reduce costs by 10%

Kindle cultural transformation from 'seated hours' to objective drive

Increased revenue by 15%

#### Director, Grupo SALA, Colombia

Increased EBITDA by 5%

Manage ROI of 20% on inorganic growth

Structure strategic planning for 2017–20

Manage PE sell-out

#### Consultant, StratCo, Colombia

Go to Colombian market for biggest insurance company in the world

Valuation for >US\$200m maritime port

Customer Lifetime Value model for biggest bank in El Salvador

#### General Manager, Eansak SAS, Colombia

Created start-up (entrepreneurship)

Structured and ran business

Sold business when stable

#### Career interests

Private equity; entrepreneurship; packing industry; search funds; electric power; technology



**Craig M Cesman** South Africa, UK

[craig.cesman.emba-j18@said.oxford.edu](mailto:craig.cesman.emba-j18@said.oxford.edu)

University of the Witwatersrand, South Africa, BA Architecture

**Director, Globalclick Limited, UK**

Company specialised in provision of digital marketing services to international clients in online gaming industry

Primary responsibility for CRM, technology and talent

Sale of Roxy Palace in equity and part-cash transaction to 32Red Plc in 2015 and subsequently acquired in all-cash transaction by Kindred Group in 2017

**Co-founder/Director, Bluestar Digital, South Africa**

Identified opportunity presented by low-cost jurisdiction to launch a business providing back-office marketing and administrative services to companies engaged in online gaming

Built in-house CRM, web and database development functions

Relocated to UK in April 2011 in order to expand the business of related company Globalclick while continuing to oversee management team based in Johannesburg

**Co-founder/CEO, DMX Africa, South Africa**

Raised US\$6.5m from large South African media company to launch first commercial-free digital subscription music service to homes and businesses throughout Africa in 1995

Negotiated multi-year basic tier carriage deal with largest broadcaster in region to provide the service on their digital satellite platform DSTv at launch

Built business-to-business sales and marketing operation and expanded product suite, ultimately providing in-store media services to over 4,300 client locations throughout Africa

**Career interests**

Entrepreneurship; strategy; sales; marketing; business development; private equity; angel investing



**Daniel Chen** Brazil, UK

[daniel.chen.emba-j18@said.oxford.edu](mailto:daniel.chen.emba-j18@said.oxford.edu)

Purdue University, USA, BSc Computer and Information Technology

**Languages:** Portuguese, Spanish, Mandarin

**Sr Director – Global Product Support Group, Genesys, UK**

Lead the global delivery of software product support to the Genesys customer and partner community

Headed the establishment of a 24x7x365 global 'follow the sun' services operation

Executed a major regional organisational restructure to provide for a product-aligned global operation responsible for over US\$150m in maintenance and support

**Sr Director – EMEA Support, Interactive Intelligence Inc, UK**

Headed management and leadership of product support services to EMEA customers and partners

Responsible for over 60 staff across 5 EMEA locations delivering over US\$30m in support revenue, US\$1.2m cloud service ARR, and 85% operational margin

Executed a major transformation with the unification of product support and cloud service delivery for joint operational efficiencies and customer-centric success

Led through design, planning and execution of critical projects such as the globalisation of service channels, GDPR and EU data security adherence, and service performance analytics dashboard

Executed successful service and organisational integration of three partner acquisitions resulting in the formation of BENELUX, DACH, Africa regional services

**Regional Support Manager EMEA, Interactive Intelligence Inc, UK**

Led regional service and engineering team of over 25 engineers and team leads by providing vision and guidance in a technologically demanding environment

**Technical Team Lead EMEA, Interactive Intelligence Inc, UK**

Led and coached engineering with technical support issues and service escalations

**Principal Engineer, Interactive Intelligence Inc, USA**

Responsible for support of product suite and resolution of software defects and technical issues with Development

**Career interests**

Business development; data analytics; entrepreneurship; executive leadership; innovation strategy; marketing; mergers and acquisitions; organisational change; private equity; product management; sales; software services and support; IT and telecommunications; venture capital



**Ronald S Chirochangu** UK, Zimbabwe

[ronald.chirochangu.emba-j18@said.oxford.edu](mailto:ronald.chirochangu.emba-j18@said.oxford.edu)

City University, Cass Business School, London, UK, BSc (Hons) Actuarial Science

**Languages:** Shona

**Managing Director, Beta Risk, UK, Zimbabwe**

Grow BetaRisk into a market-leading financial service, a technologically integrated business providing risk management and investment solutions primarily to institutional investors

**Head of Syndication, Legal & General Capital, UK**

Facilitated the creation of sustainable frameworks, processes and partnerships to deliver circa £1bn of assets from LGC to other parts of the group, significantly increasing shareholder value

**Group Investment Strategy Manager, Aviva, Friends Life, UK**

Partnered with key stakeholders to implement frameworks and processes to deliver significant regulatory capital relief to the combined £60bn annuity portfolio

**Senior Risk & Investment Strategy Manager, AXA, UK**

Led design and implementation of an independent investment and risk management platform for the US\$5bn Alternative Credit Fund

**Associate Director, UBS Delta, UBS, UK**

Executed in excess of £10bn of client transactions, generating significant revenue

Delivered up to £1bn LDI cashflow matching for UK DB Pension Schemes in 2010

Led £2bn of fixed income portfolio optimisation in 2008 for Dutch insurer, reducing market risk, improving liability matching, capital and solvency

**Career interests**

Risk management; investment; insurance; pensions; leadership; entrepreneurship; strategy; Africa



**Sophia Chowdhury** USA, UK, EU Work Authorisation

[sophia.chowdhury.emba-j18@said.oxford.edu](mailto:sophia.chowdhury.emba-j18@said.oxford.edu)

Fordham University, USA, BS Finance and Accounting

**Languages:** Hindi, Bengali, French

**Executive Director, Goldman Sachs, UK**

Global lead for operational risk management and analysis of the Goldman Sachs Asset Management business

Developed GS Asset Management operational risk framework and designed strategic platform enhancements

Led and managed complex work streams and projects to enhance risk frameworks

Developed frameworks to calculate returns metrics, including the required inputs and assumptions

Established qualitative and quantitative business-level operational risk tolerances with metrics, monitoring, triggers, escalation and mitigating actions

Successfully launched operational risk methodology in Asia (Hong Kong, Tokyo, Singapore and Bangalore) tailored to local regulatory expectations

Designed a methodology for attributing equity to transactions and businesses, based on capital constraints of the firm

Successfully managed and executed customised plans to uplift multiple business processes to achieve operational and financial flexibility and limit risk exposure

Enhanced the UK investment company's ICAAP methodology and approach for Pillar II operational risk capital calculation

**Associate, Goldman Sachs, Asia**

Built offshore teams in Bangalore, Tokyo, Singapore and Hong Kong to manage the firm's comprehensive global risk assessment process

**Associate, Goldman Sachs, USA**

Managed the firm's comprehensive global internal risk and control assessment process

**Career interests**

Business development; strategy; consulting; luxury; operations; entrepreneurship



### Abdul Ghani Dadabhoy Pakistan

[abdul.dadabhoy.emba-j18@said.oxford.edu](mailto:abdul.dadabhoy.emba-j18@said.oxford.edu)

Institute of Business Management, Pakistan, BBA (Hon)

**Languages:** Urdu

#### Group Director, Dadabhoy Group, Pakistan

Involved in diversification of the group's investments in healthcare and media and technology

Overseeing ongoing real-estate projects

Initiating new projects on acquired lands

Overseeing the establishment of appropriate board and governance matters and chairing the compensation committee

#### Chief Executive, Dadabhoy Investments Pvt Ltd, Pakistan

PAZ Town Karachi – development of residential housing scheme spread over 200 acres

PGH Town Karachi – development of residential housing scheme spread over 180 acres

Acquired 1,000 acres of land across Sindh and Balochistan for residential housing schemes

#### Director, DBTV

First online news and current affairs channel in Pakistan

Worked with CEO to develop strategies on content development

#### Career interests

Entrepreneurship; strategy; real estate; health care; media; technology; private equity and venture capital investments; social impact



### Marc Deppe Germany

[marc.deppe.emba-j18@said.oxford.edu](mailto:marc.deppe.emba-j18@said.oxford.edu)

University of Tübingen, Germany, MSc Economics; Exec education: Harvard Business School, USA, Disruptive Strategy; University of Oxford, UK, Private Equity; Valuation; Impact Investing; Frankfurt School of Finance & Management, Germany, PGCert Renewable Energy Finance

**Languages:** German, Spanish

#### Co-Head of ESG Advisory, Allianz Global Investors, Germany

Advised institutional investors on ESG strategy and policy design for their portfolios

Devised ESG integration into liquid and illiquid asset classes including private equity, infrastructure, impact investing

Built business from scratch to €7bn in assets

#### Head of New Business Solutions, Allianz Global Investors, Germany

Led strategic initiatives and required change to advance business model and P&L, eg international expansion of investment solutions business throughout EMEA and US

Managed large, diverse teams from portfolio management, operations, legal, sales to develop tailored investment, risk and pension solutions, eg delegated CIO, multi asset, pensions/outcome-oriented solutions, ESG

Introduced systematic product and sales planning and pricing globally

#### Head of Business Strategy Europe, Allianz Global Investors, Germany

Drove design and execution of business strategy in EMEA

Led M&A projects and team lift-outs with deal sizes €5m–€120m and €2bn–€25bn AUM

Kick-started Nordic business during local assignment; set up office

Established new businesses and streamlined existing organisation; reduced number of legal entities from nine to one

#### Product & Market Strategist, Cominvest, Germany

Developed asset funding concepts for corporates and pension funds resulting in client wins of €500m AUM

Introduced asset management offer to Spanish market as part of local secondment

#### Corporate Development Analyst, Commerzbank AG; Germany

#### Career interests

Asset management; business development; business strategy; corporate strategy; entrepreneurship; leadership; impact investing; infrastructure; M&A; private equity; renewables; sustainability



### C Robert Dobronski USA

[robert.dobronski.emba-j18@said.oxford.edu](mailto:robert.dobronski.emba-j18@said.oxford.edu)

Michigan State University College of Law, USA, JD; Eastern Michigan University, USA, BS Public Law and Government

#### Vice-President and General Counsel, Adrian & Blissfield Railroad Company, USA

Manage all company legal affairs

Lead all aspects of the company including day-to-day operations and growth

Help develop and improve expanding portfolio of railroad right-of-way that has doubled in size in the last five years

#### Adjunct-Professor, Eastern Michigan University, USA

Teach political science and law

Created an undergraduate moot court team to benefit students in establishing a résumé and assist in gaining a foothold in law school admission

Mentor future lawyers

#### Career interests

Law; railroads; transportation; general management; business development; data analysis; education; entrepreneurship; teaching; leadership



### Udo Doring Australia, Germany, China Work Authorisation

[udo.doring.emba-j18@said.oxford.edu](mailto:udo.doring.emba-j18@said.oxford.edu)

Hong Kong City University and Murdoch University, HK/Australia, Graduate Certificate Chinese Law; Donghua University, China, Diploma Chinese Language; Queensland University of Technology, Australia, BA History and International Studies

**Languages:** German

#### CEO and Executive Director, Australian Chamber of Commerce Shanghai, China

Tripled revenue and increased profitability threefold

Established a consulting arm to the chamber now responsible for 50% of revenue

Expanded operations into the Yangtze River Delta (Jiangsu and Zhejiang provinces)

Developed content creation and policy development capability on behalf of Australian business in China

Formally registered a wholly foreign-owned entity in China and holding company in Hong Kong (including trust structure)

#### Chair and Non-Executive Director, The Advisory Board Centre, Australia

Established the business in Australia now constituting over 100 chairs, advisors and experts

Led the business to profitability in the first 12 months of operation

#### National Business Manager, HR Coach, Australia

Responsible for growing the business from 7 offices in Australia to over 100 in Australia, New Zealand, Papua New Guinea and Singapore

Secretariat of the Technical Committee HRF 101 tasked with creating the first Human Resource National Standard in Australia

#### Career interests

International business; business development; marketing; China; Asia; professional services; business strategy; entrepreneurship; consulting





### Carlos Duarte Portugal

[carlos.moreiraduarte.emba-j18@said.oxford.edu](mailto:carlos.moreiraduarte.emba-j18@said.oxford.edu)

University of Porto, Portugal, Phd Lic Chemical Engineering

**Languages:** Portuguese

#### General Manager, F Duarte Lda, Portugal

General manager and lead engineer for water/wastewater and energy

Responsible for licensing and building first Portuguese CHP power plants with non-subsidised on-site consumption of electrical power (no guaranteed feed-in tariffs)

Supervised the doubling of turnover and number of service contracts, including an estimated 80–85% of Portuguese textile manufacturing sector

Together with sales department, implemented a strategy to purchase direct from manufacturers and assemble – if cost-effective – equipment internally instead of depending on distributors/OEMs; led to profitably undercutting the competition in some key areas

#### Senior Engineer, Modern Water plc, UK

Senior engineer in charge of technology-to-market for AquaCure Ltd (electrocoagulation), a start-up spin-off from Bangor University

Co-development of the online toxicity monitor for Cymtox (a spin-off from Cardiff University), including preparation of on-site trials in the UK and China

Technical and financial analysis for the acquisition of Microtox and associate technologies by Modern Water from SDIEX (US) for US\$4.5m

#### Marie Curie Invited Scientist, University of Dortmund, Germany

Research into the production of n-propyl propionate and TAME by reactive distillation

#### Career interests

SME business growth and development; engineering; family company management; entrepreneurship; general management

F



### Maria Fahland Russia, Germany Work Authorisation

[maria.fahland.emba-j18@said.oxford.edu](mailto:maria.fahland.emba-j18@said.oxford.edu)

Rheinische Friedrich-Wilhelms-University of Bonn, Germany, Master of European Studies; Immanuel Kant Baltic Federal University, Russia, Degree (Hons) Jurisprudence

**Languages:** Russian, German

#### Senior Associate, Freshfields Bruckhaus Deringer LLP, Germany

Advising clients on a wide range of major corporate transactions, including cross-border and domestic M&As, JVs and restructurings

Acted as a leading associate on a German–Russian joint venture project (estimated worth multi-billion) in energy sector, coordinating a team of eight associates

Structured divestment of assets of a Russian real-estate developer worth over US\$1bn to several investors

Advised Russian Railways on acquisition of electric trains of total value exceeding US\$2bn from Siemens AG

Advised a major German chemical producer on its joint venture with a Russian partner in the field of biotechnology

#### Associate, Freshfields Bruckhaus Deringer LLP, Russia

Acted as a leading associate on acquisition of a Russian logistics operator worth over US\$300m, coordinating team of five associates during due diligence exercise

Acted as a leading associate on sale of a minority stake in Victoria Group, a Russian retailer, to two investment funds

Structured and negotiated lease contracts for office and production space in Moscow worth over US\$10m a year on behalf of clients

Advised on export of major works of art from Russia and their re-import for an international auction house

#### In-house Lawyer, LLC TransExIm, Russia

Created the company's legal function from square one and organised employees' training on legal matters

Secured rights to the company's principal land plots and buildings

Won a case against regional customs authorities, which was crucial for the company's business model

#### Career interests

Business strategy; consulting; investment banking; management consulting; mergers and acquisitions; private equity; strategy; technology; venture capital



### Mona Fahmi Egypt

[mona.fahmi.emba-j18@said.oxford.edu](mailto:mona.fahmi.emba-j18@said.oxford.edu)

American University in Cairo, Egypt, MBA; American University of Sharjah, UAE, BSc Business Administration

**Languages:** Arabic

#### Head of Consumer & Market Insights, Procter & Gamble, Egypt

Led reset of Near East Hub strategies and goals post the Egyptian currency crisis; defining the 'where to play' strategies, pockets of growth, and 'how to win' execution elements

Led large-scale consumer immersions, custom designing projective techniques and gamifications, and uncovering deep consumer insights

Led pricing strategy changes to grow top-line during the biggest economic crisis in Egypt, via designing a methodology to measure pricing sensitivity, impact and scenarios

Led value-based advertising on Laundry via turning ground-breaking insights into testimonial-based communication

Marketing Capability Leader; designing and delivering training, and winning Best Coach Award in CEEMEA

#### Global Services & Solutions Senior Manager, Procter & Gamble, Central Eastern Europe, Middle East & Africa

Initiated and led CEEMEA Services and Solutions sub-department for P&G, in line with the evolving field of big data

Designed an integrated data system that combines different data sources into one streamlined real-time system

#### Brand Operations Insights Manager, Procter & Gamble, Egypt

Created and led the Near East Brand Operations Insights team, defining consumer receptivity, digital executions, and media strategy

#### Pampers Regional Insights Manager, Procter & Gamble, Central Eastern Europe, Middle East & Africa

Led product, concept and equity test designs and execution across campaigns

Led, for first time in Africa, habits & practices and product tests, defining launch plans for two African markets

Developed affordability models defining category pricing thresholds and brand pricing strategy

#### Career interests

Strategy setting; design thinking; brand management; consumer insights; business model design; communication design; emerging markets; consulting; entrepreneurship



### Mohamed Fawzy UK

[mohamed.fawzy.emba-j18@said.oxford.edu](mailto:mohamed.fawzy.emba-j18@said.oxford.edu)

Cranfield University, UK, MSc Aerospace Vehicle Design; Kingston University, UK, BEng (Hons) Aerospace Engineering Design

**Languages:** Arabic

#### Senior Supply Chain Manager, Airbus, UK

Responsible for more than €3bn of assets to Airbus

Created the overall team operations strategy and measured performance across five programmes

Leading supply chain recovery projects between Airbus and Rolls-Royce; carry out crisis intervention and lead recovery actions at Rolls Royce

Identify and define industrial risks, deliver industrial indicators and forecast analysis

#### Cost Engineering Manager, Airbus, UK

Managed a multi-function team of seven members delivering cost analysis for € multi-billion aircraft development projects

Led cost negotiations with strategic Airbus suppliers

Internal consultant evaluating various technical data to build neutral cost estimates for new aircraft projects business case

#### Project Manager, Rolls-Royce, UK

Led multi-function teams; matrix-managed strategic change projects up to £10m

Identified and implemented in-service cost reduction projects

Led in-service technical support team and root cause investigations to resolve in-service issues

#### Mechanical Engineer, Jet Aviation, Switzerland

Managed technical activity for VIP aircraft completion projects

Created design solutions for VIP aircraft cabin systems modification

Managed Means of Compliance EASA and FAA systems certification

#### Career interests

Entrepreneurship; private equity; venture capital; corporate strategy; consulting; aerospace; automotive





## Ángela Gallego León Spain

[angela.gallegoleon.emba-j18@said.oxford.edu](mailto:angela.gallegoleon.emba-j18@said.oxford.edu)

Universidad Europea de Madrid, Spain, MEng Telecommunications

**Languages:** Spanish

### COO, Isansys Lifecare Ltd, UK

Cross-functional management and supervision of product development and production activities

Responsible for the production of two generations of wireless clinical patient monitors

Technical lead of collaborative project with Birmingham Children's Hospital to improve patient safety in a £2m project supported by The Wellcome Trust

Management of design and development of a patented method to recycle and recover electronic modules, to maintain sustainability and cost-effectiveness

### Head of Product Development, Isansys Lifecare Ltd, UK

Management of two SBRI Healthcare awarded grants to study the feasibility of 'A low-cost multi-vital sign for every patient in a hospital' and 'Early detection of sepsis in the community to avoid hospital admissions through primary care interventions for cancer patients undergoing chemotherapy' that were successfully combined to obtain a £1m SBRI contract

Management of a Technology Strategy Board grant that delivered the first wearable cardiac smart-patch device for paediatric patients

Analysis of data obtained by Isansys medical devices in a study at the Royal Free Hospital that developed a new data-driven biomarker to identify patients with advanced liver disease most at risk of decompensation

### Race and Data Engineer, Campos Racing Team, Spain

Race engineer and car crew manager of the two-times champion driver of the Spanish FIA Formula 3 Championship (2006, 2008)

### Development Engineer, CSIC in cooperation with ESA, Spain

Developed algorithms to optimise the 'on the fly' observation satellite technique for the Herschel Space Observatory, launched in 2009 and active until 2013

### Career interests

Biotechnology; healthcare; engineering; research; innovation strategy; operations; manufacturing; sustainability; product and project management; business development and strategy; leadership; corporate strategy



## Kris Hendrata Australia

[kris.hendrata.emba-j18@said.oxford.edu](mailto:kris.hendrata.emba-j18@said.oxford.edu)

University of Oxford, UK, PGDip Financial Strategy; Monash University, Australia, LLB, BBus Banking & Finance

### Strategic Initiatives Manager, Royal Automobile Club of Victoria (RACV), Australia

Developed, executed and evolved the business unit strategy in pursuit of sustainable competitive advantage

Ensured risks and strategic interests were effectively evaluated for all relevant M&A transactions; contemplated and executed transactions of circa AU\$265m

Provided leadership and management for projects critical to the realisation of the organisation's strategic objectives

### Associate Director – Transaction Advisory Services, Ernst & Young, Australia

Advised on multiple transactions across the investment life cycle as an engagement manager in the valuations and business modelling team. Key clients: BHP Billiton, Macquarie Bank, Newcrest Mining, Rio Tinto, Central Equity. Total contemplated and executed transaction values of circa AU\$6.7bn

Led provision of investment advice to clients in the development and pursuit of their capital and corporate finance strategies. Key clients: Victoria Police, Toyota Motor Corporation, Transurban, VicRoads, G4S, BlueScope Steel

### Senior M&A Analyst, Australia Post, Australia

Managed origination, assessment, negotiation, and execution of numerous M&A transactions. Combined deal values of circa AU\$510m, with projected annual earnings uplift of AU\$135m

Developed and oversaw business case submissions as part of the investment management team, ensuring alignment to the AU\$2bn+ strategic enterprise programmes and the delivery of associated benefits

### Corporate Finance Executive, RSM Australia, Australia

Provided corporate finance and strategic advice on large-scale projects across a range of industries. Advised on combined investments of circa AU\$7.2bn

### Portfolio Analyst, GE Money, Australia

Developed, implemented and monitored acquisition and behavioural scorecard models for the credit card portfolio

### Career interests

Entrepreneurship; sharing economy and businesses; corporate portfolio strategy; management and start-up consulting; social enterprises and social impact investing; private equity; transportation and automotive industries



## Antonio Heredia Mexico, UK

[antonio.heredia.emba-j18@said.oxford.edu](mailto:antonio.heredia.emba-j18@said.oxford.edu)

Instituto Tecnológico y de Estudios Superiores de Monterrey (ITESM), Mexico, BS Industrial and Systems Engineering (International Degree Programme); Fachhochschule Pforzheim, Germany, International Management Programme; Universitat Ramon Llull IQS, Spain, Project Evaluation and Product Management

**Languages:** Spanish

### Principal, Capital Group Private Markets, UK

Part of investment team of CIPEF VI, a US\$3bn fund that invests in growth capital focusing on emerging markets

Led monitoring of portfolio companies, implemented 100-day plans, led due diligence processes, valuation of businesses, negotiation with counterparties, structuring of instruments; drafted transaction documents, drafted recommendations to investment committee, interacted with limited partners, sourced investment opportunities, implemented value creation plans

Global coordinator of the fund's associates including review of hiring process, performance and compensation; mentored and trained investment officers and associates

### Associate, Goldman Sachs, Mexico

Participated in a broad array of M&A, equity capital markets and debt capital markets transactions with a focus in Latin America

Developed financial models in M&A and financing transactions

Conducted and led due diligence sessions and participated in credit agreement and legal documentation negotiations

### Analyst, JP Morgan, USA

Performed asset allocation analyses working in partnership with investors, tax advisors and product specialists

Generated projections and account reviews using proprietary quantitative simulation models and performance measurement tools

Assisted in sourcing with team increasing assets under management by more than US\$500m

### Career interests

Entrepreneurship; business strategy; financial structuring; private equity; venture capital; retail



## Phil Houghton UK, USA Work Authorisation

[philip.houghton.emba-j18@said.oxford.edu](mailto:philip.houghton.emba-j18@said.oxford.edu)

University of Sheffield, UK, MEng (Hons) Mechanical engineering with a year abroad at Georgia Institute of Technology (Georgia Tech), USA

### Senior Aerodynamicist, Ferrari Formula 1 Team, Italy

Manage analytical research, development, planning and testing of car models, contributing to five race wins and 20 podium finishes in 2017

Oversee work programme and team personnel during live experimental testing

Identify new approaches to improve processes and maximise efficiency, liaising with multiple internal stakeholders

Refined strategies with the team to strengthen the test programme

### Aerodynamicist, Murrusia Formula 1 Team, UK

Project management involving development and testing of design concepts alongside different departments

Led experimental testing sessions, and synthesised results into recommendations for senior management

Solve complex technical problems and implement solutions

Quantitative data acquisition, validation and analysis

### Operations Manager, 2K Manufacturing, UK

Developed a newly patented process to recycle mixed waste at the start-up company

Oversaw design, installation and commissioning of the manufacturing plant, which involved managing international supplier relationships

Managed all operational manufacturing activities, improving lead times and productivity and reporting to the board of directors

Supervised 25 employees of various nationalities and was responsible for a CapEx budget of £3m

### Career interests

Management consulting; strategy consulting; manufacturing; operations; sustainability



## J Lado Jobava Georgia

lado.jobava.emba-j18@said.oxford.edu

Association of Chartered Certified Accountants, UK, F4; Ivane Javakishvili Tbilisi State University, Georgia, BA Economics

**Languages:** Georgian, Russian

### CEO, JSC Elit Electronics, Georgia

Provide executive leadership for a retail chain with two regional offices, 30 shops

Created more responsive and market-driven organisation resulting in top-of-the-mind awareness increasing from 30% to 50%

Market-share increase from 26% to 42%

Turnover increase from GEL119m to GEL 230m

Gross margin from 22.2% to 25.1%

Increased EBITDA from 3.5% to 7%

Improved stock turnover from 108 days to 60 days

Signed new contracts with Samsung, Sony, Hitachi, Philips and others

Improved customer service level in shops from 80 to 95 score

Reduced assessed taxes and penalties by 85% by means of dispute with Ministry of Finance

No tax assessment in the current period based on the tax audit

### First Deputy CEO Commercial Director, JSC Elit Electronics, Georgia

Developed commercial strategy, marketing activities, sales and purchase

Analysed cycle of cash

Inventory management

### Deputy CEO Financial Director JSC Elit Electronics, Georgia

Management and control financing, accounting, internal control, IT departments

Supervision of taxation risks, budgeting and performance analysis

Forecasting, communication with external audit

### Financial Director, JSC MOBI, Georgia

Strategic planning, risk management, budgeting and control

Financial analysis, managerial accounting, inventory and working capital management

Preparing financial statement, control accounting and financial departments

### Career interests

Strategy implementation; branding and communications; operations management; corporate valuation; M&A

## K



## Sani Aminu Kabara Nigeria

sani.kabara.emba-j18@said.oxford.edu

University of Leeds, UK, MSc Electrical Engineering and Renewable Energy Systems; Bayero University Kano, Nigeria, BEng Electrical Engineering

**Languages:** Hausa

### Field Supervisor, Shell, Nigeria

Overseeing US\$400m electrical portfolio and management of human and material resources to ensure optimal systems availability

Work resource preparation and supervision of multidisciplinary teams' activities and turnarounds

Provided asset support to the delivery and integration of two brownfield projects – K2S and SNAG

Development and implementation of strategies to improve maintenance effectiveness

Project Management Officer for the multiskilling/upskilling of operations functions in deepwater/onshore production

Stewardship of staff welfare team that led to massive turnaround in fortunes and staff performance

Received Special Recognition Award for leadership, team building and volunteer activities

### Production Engineer, Shell, Nigeria

Oversaw redesign of graduate development rota in Production Directorate to achieve well-rounded and competent professionals

Delivered project that identified operational gaps with personal and process safety implications at Africa's biggest oil terminal with scale to impact on global oil prices

### Engineer, Nigeria Television Authority, Nigeria

Pioneer member of engineering team that transformed local station (Kano) to 24hr operations

### Career interests

Energy; management consulting; renewable energy; entrepreneurship; leadership; strategy; negotiation; mergers and acquisition



## John Kouretas UK, Greece

john.kouretas.emba-j18@said.oxford.edu

CFA Institute, USA, Chartered Financial Analyst; Imperial College London, UK, MSc Finance; Lancaster University, UK, MSc Operational Research; Democritus University of Thrace, Greece, Diploma Civil Engineering

**Languages:** Greek

### Senior Investment Analyst, Prytania Asset Management, UK

Analysed, managed and traded corporate-backed structured investments as well as credit products collateralised by commercial real-estate mortgages

Invested across the capital structure, from AAAs down to equity/first loss positions

Participated in bond auctions, deal restructurings and liquidations of SPV vehicles

Engaged in consulting projects in risk management, valuations and documentation review

Delivered multiple high-profile advisory projects for central banks and other major financial institutions in relation to portfolios of financial products worth over US\$100bn

### Career interests

Hedge funds; value investing; business strategy; commercial real estate; equities; corporate restructuring; distressed debt



## Timon Kuit Netherlands

timon.kuit.emba-j18@said.oxford.edu

Amsterdam University of Applied Sciences, Netherlands, BA Interactive Media; Project Management Institute, PMP, ACP, SA

**Languages:** Dutch

### Multichannel Product Manager Consultant, At the HELM consulting, UK

Delivered digital transformation initiative for a multimillion-pound retailer of which 60% of annual revenue streams (desktop, mobile and contact centre) were successfully migrated within the agreed budget and time

In-depth implementation of gift-card products for a UK retailer which allowed them to double their revenue for gifting and to minimise their goodwill spend

### Business Development Manager, Marks and Spencer, UK

Collaborated on strategy and managed delivery of international ecommerce roadmap by introducing local language websites

Developed strategy for click-and-collect for Western Europe, Poland, Czech Republic and Hong Kong; implemented click-and-collect in Ireland, France, Netherlands and Belgium, which accumulated a significant uplift in ecommerce sales within those markets

Involved in negotiation and implementation of offering products on marketplaces in international territories

### Sony1 Product Owner, Sony Europe, UK

Sole responsibility for in-house development roadmap for B2B sales platform Sony1, representing 23% of total European Sony B2B sales. The platform was available in 27 different languages

Supported the implementation of a £4m pan-European commercial change programme harmonising retailer remuneration policies and practices

Overall responsibility for design and delivery of digital assets distribution processes across Europe, including development of a European assets library and partnerships with digital assets syndication providers

Became the first globally to deliver digital assets automatically to Amazon which enabled pre-launch activities and reduced headcount

### Co-founder, MediaCrats, Netherlands

Founder of a full-service online media agency together with two partners; activities involved the delivery of ecommerce services for SMEs

### Career interests

Global business development; business strategy; change management; business turnarounds; entrepreneurship; technology and innovation



### Irwan Lamit Brunei

[irwan.lamit.emba-j18@said.oxford.edu](mailto:irwan.lamit.emba-j18@said.oxford.edu)

Association of Chartered Certified Accountants, UK, Fellow; Oxford Brookes University, UK, BSc Applied Accounting

**Languages:** Malay

#### Managing Director, BIBD At-Tamwil Berhad, Brunei

Doubled the company in size and profitability in five years, ie 15% CAGR

Oversee and manage a sales team with over B\$250m annual sales turnover

Led the implementation of artificial intelligence to automate credit decisions

#### General Manager, BIBD At-Tamwil, Brunei

Turned around an unprofitable company to be the most profitable in the sector with over B\$800m in assets

Implemented Operational Risk and Internal Controls Framework as part of business processes re-engineering

Led adoption of IFRS financial reporting standard

#### Senior Accountant, BIBD At-Tamwil, Brunei

Led team to implement new financial accounting system and chart of accounts

Introduced management information report for performance reporting and to track the progress of the balance scorecard

Developed first company business plan – a comprehensive five-year strategy

#### Assistant Accountant, Brunei Shell Marketing Co, Brunei

Assisted in the preparation of monthly management information report to Shell International

Assisted Head of Finance in the preparation of monthly and annual financial reports

Assisted Head of Finance in the preparation of the annual company business plan

#### Career interests

Financial reporting; analytical finance; business strategy; financial strategy; technology; retail banking; business process re-engineering



### Dereka Lee Canada, Australia, Hong Kong, UK Work Authorisation

[dereka.lee.emba-j18@said.oxford.edu](mailto:dereka.lee.emba-j18@said.oxford.edu)

University of Toronto, Canada, BSc (Hons) Pharmacology (Minor: East Asian Studies)

#### Sr Global Consumer Insights Manager – Häagen-Dazs, General Mills, UK

Consumer insights lead for Häagen-Dazs. Provide regional and local stakeholders with strategic innovation, renovation and communication insight to unlock global brand growth opportunities

Arm leadership team with holistic consumer knowledge to ensure business decisions are guided by accurate consumer insights

#### Sr Consumer & Market Intelligence Manager EUAU, General Mills, UK

Set the strategic direction and management of the EUAU Consumer First programme – an ecosystem of consumer immersion tools to bring the business closer to consumers' needs and preferences

Designed and managed the region's first standardised campaign and brand equity measurement programme, spanning seven countries and 14 brands

Led white-space analysis on global trends migration patterns to understand the tipping point and to predict product transferability

#### Sr Consumer Insights Senior Associate, General Mills, Canada

Designed and implemented an early-stage advertising evaluation tool to insert pivotal insights upfront in the creative process

Pioneered General Mills Canada's first on-site consumer 'shopability' study allowing stakeholders to gather insights first-hand, facilitating quick business decisions

Identified differentiating consumer benefits for successful new product launches

#### Account Executive – Consumer & Shopper Practice Area, The Nielsen Company, Canada

Re-launched shopper study solution across Canada

Developed marketing and trade strategies for Reckitt Benckiser to capture growing South Asian and Chinese-Canadian communities in Canada; unlocked sales potential of CA\$10m

#### BASES, The Nielsen Company, Canada

Innovation consultant providing Tier One CPG companies with new product recommendations from idea selection to marketing strategy optimisation

#### Career interests

Entrepreneurship; consumer products; innovation strategy; data visualisation; business process improvement; marketing



### Ling Ling Hong Kong

[ling.ling.emba-j18@said.oxford.edu](mailto:ling.ling.emba-j18@said.oxford.edu)

King's College, University of London, UK, LLM; University of Hong Kong, Hong Kong, PCLL, LLB

**Languages:** Cantonese and Mandarin

#### Deputy General Counsel, Huarong Investment Stock Corporation Limited, Hong Kong

Acting as head of legal, managing a team of legal counsel and company secretarial officers

Responsible for legal and HK listing rules compliance matters for all corporate and investment actions of Huarong Investment

Oversee and arrange all board meetings and related materials

Establish internal control and corporate governance policies

#### Senior Corporate Counsel, Melco Crown Entertainment Limited, Hong Kong

Mainly responsible for legal matters of corporate actions of the group, including equity and debt fundraising activities in US, HK and PHP markets

Advise disclosure and compliance matters under HK listing rules and SEC rules, US SEC rules and PHP exchange rules

#### Associate, Paul Hastings, Hong Kong

Represented international private equity funds and private and listed companies in a wide range of cross-border and regional transactions, including: acquisitions and dispositions of companies and businesses; joint venture projects; private equity investments; initial public offers; share placements and top-up subscriptions; and corporate restructurings in Hong Kong, China and other parts of Asia

Represented several listed companies in its Hong Kong listing rules and other relevant law and regulations compliance matters

#### Career interests

Corporate strategy; entrepreneurship; financial advisory; management consulting; mergers and acquisitions; private equity; venture capital

**Sidney Liu USA**

[sidney.liu.emba-j18@said.oxford.edu](mailto:sidney.liu.emba-j18@said.oxford.edu)

University of Miami, MS Computer Science; Nanjing University, BS Mathematics

**Languages:** Chinese

**Senior Director, S&P Global, New York**

Seasoned Wall Street financial technology executive with enterprise management, strategy, innovation, architecture and development experience, and with financial domain expertise in capital market on credit & risk analytics in fixed income, equities, structured finance, asset management, index

Led architecture design and implementation of financial applications for ratings, index, investment research, capital IQ, financial analytics and shared services

S&P Global, a Fortune 500 Company, is the largest credit ratings, financial analytics and financial indices company with US\$5bn in revenue and over 20,000 employees in over 30 countries

**Manager, CA Technologies, New York**

Managed enterprise software application design and development for multiple key products with over US\$2bn annual sales

**Managing Director/Co-Founder, SpringUp Capital, New York**

Provide investment and venture capital funding related advisory and services focusing on early start-up and entrepreneurial needs, especially those facilitating US-China business collaboration and exchange

**Managing Partner/Co-Founder, SpringUp Entrepreneurs, New York**

A non-profit organisation that focused on providing an incubator and social environment for the early start-ups and entrepreneurs, and facilitated US-China collaboration and exchange in innovation and entrepreneurship

Over the past few years, the organisation had grown into the largest of its kind in metro New York areas

**Vice President, Board of Directors, Chinese University Alumni Alliance-North America (CUAA), New York**

A prominent non-profit organisation that facilitates US-China academic and economic development and collaboration with over 100,000 members from over 70 universities in China and US

**Career interests**

Financial technology executive; private equity/venture capital; financial technology consulting; management consulting; entrepreneurship; start-ups; innovation

M

**Ryan Matenchuk UK, Canada**

[ryan.matenchuk.emba-j18@said.oxford.edu](mailto:ryan.matenchuk.emba-j18@said.oxford.edu)

Cass Business School, City University, UK, MSc Real Estate Investment; University of Alberta, Canada, BA Economics

**Senior Analyst, Stanhope Plc, London, UK**

Led fundraise for the £1bn redevelopment of BBC headquarters in West London, securing £350m of speculative development finance from two international lenders on privileged terms

Won contract from Greater London Authority for the Royal Albert Dock £1.7bn regeneration project with our partner ABP, a mainland Chinese developer in their first major project outside China

Structured a forward funding transaction with British Land to develop £90m Old Market retail development project in Hereford, and with Ashford Borough Council for development of a £60m retail complex

Led debt fundraise for an overseas institutional client to finance a £140m business park acquisition and subsequent redevelopment

**Principal, Grand Cayman Ltd, London, UK**

Advised high-net-worth family office on entering a £700m real-estate joint venture with the Carlyle Group

Advised Capita Symonds Hotel Solutions, a joint venture between management and Capita Symonds, part of the larger Capita Group and FTSE 100 company

Raised £75m investment fund with a foreign sovereign wealth fund in association with CBRE, focused on investment into central London development projects

**Career interests**

Real estate; private equity; entrepreneurship

**Rory Mcquillan Australia**

[rory.mcquillan.emba-j18@said.oxford.edu](mailto:rory.mcquillan.emba-j18@said.oxford.edu)

Melbourne Business School, Australia, MEnterp(Exec); University of Melbourne, Australia, GCertMgt, BSc Physics

**COO, Monash Biomedicine Discovery Institute, Australia**

Leading strategy, planning and operations for AU\$180m enterprise with more than 700 employees

Led a major growth initiative that is on track to double teaching revenue within five years

Redefined operating model of the institute and centralised support structures

Delivered AU\$100m teaching facility

**Manager, LaTrobe School of Life Sciences, Australia**

Led professional staff through LaTrobe University's largest ever restructure whilst increasing output by 40%

Centralised administrative and laboratory support

Developed and implemented support structures and operating models for two major research centres

Delivered AU\$25m teaching and research facility

**Manager, Business Projects and Analysis, Melbourne School of Engineering, Australia**

Developed and implemented Australia-first engineering/business and energy systems degrees

Developed and implemented academic workload model and minimum performance expectations

Led load and revenue forecasting for a school comprising 10,000 students on complex pathways

Market and business analysis

**Career interests**

Business development; business strategy; consulting; education; entrepreneurship; innovation strategy; leadership; operations; project management; research

**Mladen Medovic Germany**

[mladen.medovic.emba-j18@said.oxford.edu](mailto:mladen.medovic.emba-j18@said.oxford.edu)

Technical University of Munich, Germany, MSc Computer Science

**Languages:** German, Russian, Serbian

**CEO & Founder, Woodstone Investments, Germany**

Responsible for all final investment decisions, operations and human resources

Built up the company from 5 to 50 people

Built up three core operational areas: absolute return, real estate, private equity & venture

**Senior Project Manager, SAP, Germany**

Managing international SAP implementation and upgrade projects

Responsible for operational, HR and financial aspects of project delivery

**Career interests**

Asset management; real-estate investments; private equity; technology investments



**Sujie Min Lane** Ireland

[sujie.minlane.emba-j18@said.oxford.edu](mailto:sujie.minlane.emba-j18@said.oxford.edu)

Lund University, Sweden / The University of Manchester, UK / Central European University, Hungary, Multiple MSc Environmental Sciences, Policy and Management; Nanchang Institute of Aeronautical Technology, China, BA (Hons) English

**Languages:** Chinese

**Head of Strategic Development, WElink Energy Group, Ireland / UK**

Led development of post-Brexit £1.1bn investment strategy for UK housing market

Led development of large-scale, first-of-its-kind infrastructure project in Africa

Led promotion of technological innovation at summits organised by Asian Development Bank, Harvard University etc

Strengthened strategic relationship with key international partners, including the Fortune 500 company

**Secretary General, Ireland Chinese Association of Environment, Resources and Energy, Ireland**

Led research for US\$350m venture capital fund based in Silicon Valley

Led communication and cooperation of Ireland and China on scientific research and business activities in environment and energy

**Research Manager (Earth Institute Executive Management Committee), University College Dublin, Ireland**

Successfully managed research projects to secure €27m funding from EU Horizon 2020 and the Irish government

Advised the committee on the research strategy and funding diversification

**Bilateral Policy Advisor (Asia, the Middle East and Africa), Ministry of Environmental Protection, Central Government of China**

Provided policy recommendation to high-level decision makers; supervised technical cooperation and development aid projects

Designed and implemented government-led initiatives (eg high-level inter-government policy dialogues)

Represented government at diplomatic negotiations, meetings, etc

**International Project Manager, Ministry of Environmental Protection, Central Government of China**

Managed whole life cycle of international technology cooperation projects to success

**Career interests**

Strategy; impact investing; start-ups; entrepreneurship; venture capital; technological innovation; environmental sustainability; renewable energy; climate change; development aid

**John Minto** Australia

[john.minto.emba-j18@said.oxford.edu](mailto:john.minto.emba-j18@said.oxford.edu)

Australian Institute of Company Directors (Company Directors Course); Securities Institute of Australia, Graduate Diploma (Financial Planning); University of Sydney, Australia, B Applied Science (Physiotherapy) and Medicine Non Degree; University of New South Wales, Australia, BSc (Science and Mathematics)

**Head of Wealth, Business – NSW/ACT & QLD National Australia Bank**

Achieved all compliance and quality measures on time

Consistently achieved double-digit revenue growth and highest new revenue per advisor FTE across NAB Wealth Business

Successful leadership of product migrations and new wider wealth advice solutions to grow customer satisfaction and acquisition

**General Manager Medfin, Australia**

Achieved lowest NAB Group customer impairment and default rates

Achieved record revenue growth post GFC

Led marketing, sales, credit and fulfilment to build banking relationship with over 18,000 medical practitioners

**National Manager Financial Planning, NAB Health**

Responsible for recruitment and training of deep health banking specialisation for start-up business

Developed commercial relationships with customers, industry suppliers, participants and professional groups

Amended credit and financial underwriting processes to support customer engagement, understanding and fulfilment

Contributed to numerous national customer advisory and industry boards

**National Manager Corporate Superannuation and Employee Benefits**

Led delivery of employer superannuation plans to bank customers

Achieved >AU\$1b in FUM

Achieved cost savings >AU\$3m

Created workplace advice team to service individual employees and grow superannuation savings

**Career interests**

Leadership; executive coaching and company directorship; health and ageing; social entrepreneurship

**Tsholo Moshimane** South Africa

[tsholo.moshimane.emba-j18@said.oxford.edu](mailto:tsholo.moshimane.emba-j18@said.oxford.edu)

University of Cape Town, South Africa, BSocSci Economics

**Languages:** Setswana, Sepedi, Sesotho, isiZulu, isiXhosa, Afrikaans

**Executive: Strategic Investments Ulwembu, South Africa**

Responsible for revenue diversification from industry, region and currency perspectives

**Programme Manager, Ulwembu Business Services, South Africa**

SMART CITY framework implementation

Responsible for providing programme's strategic direction, vendor selection and management of digital city framework implementation

Managed 7 teams with a total of 56 resources in implementing a digital city framework

Managed ZAR150m revenue programme over two years

Managed interdependencies between projects and programmes in the portfolio

**Programme Advisor, Ulwembu Business Services, South Africa**

Rationalisation of call centres and standardisation of front office processes

Responsible for co-ordinating the rationalisation and integration of nine call centres into one and standardising processes across all the City of Tshwane's contact points

ZAR16m revenue programme

Designed and implemented Target Operating Model for customer interaction points

Set up Business Process Outsource centre and developed strategy for acquiring clients for the centre

Provided strategic direction of programme's six projects

Established the company's consulting division

**Independent Contractor, South Africa**

Developed a 360° view Process Mapping Methodology – implemented in four sites

**Operational Risk Manager, PWC, South Africa**

Plugged ZAR15m revenue leak for an FMCG organisation

**Business Analyst, Andersen Consulting, South Africa**

Part of team that implemented the biggest SAP implementation at the time – Eskom

**Career interests**

Mergers and acquisitions; venture capital; entrepreneurship; strategy

N

**Saj Nabhan** UK

[sajivan.pathmanabhan.emba-j18@said.oxford.edu](mailto:sajivan.pathmanabhan.emba-j18@said.oxford.edu)

London School of Economics, UK, BSc Management Sciences

**CEO, VOVIDA, UK**

Founder of telecoms company specialising in international voice services

Achieved turnover of over £10m in three years

Recruited and mentored personnel; oversaw development of an integrated commercial trading and billing platform

**Sales Director, QICOMM, UK**

Developed cross-functional team of 20 to integrate sales and finance divisions and managed US\$150m P&L

Closed deal to provide a fully managed point of presence in London for the second largest mobile operator in Nigeria, generating a US\$1.2m annually recurring margin

Led negotiations with Vodafone to launch our own-branded mobile SIM using their network, becoming a leading prepaid SIM for international calling from UK

Managed 50+ suppliers and improved buying costs, which increased margin by 4%; also negotiated better credit terms, resulting in US\$20m reduction in working capital demands

**Investment Manager, QI Asset Management, Malaysia**

Defined capital investment requirements in two telecoms companies within the portfolio and how to leverage mutual asset bases, which resulted in total savings of US\$3m

**Manager, United Networks International, Sri Lanka**

Headed team negotiating with the national telecoms regulator and operators in Sri Lanka, to become one of five businesses to be granted an operating license in country

**Career interests**

Technology; entrepreneurship; start-ups; telecommunications; strategy; business development; venture capital; asset management



**Julie Ngo UK**

[julie.ngo.emba-j18@said.oxford.edu](mailto:julie.ngo.emba-j18@said.oxford.edu)

CFA Charterholder; Association of Chartered Certified Accountants, UK, Fellow; Hanoi Finance Academy, Vietnam, BA Finance, Public Finance – Taxation

**Languages:** Vietnamese

**Head of Compliance & Finance, Neuron Advisers LLP, UK**

Responsible for regulatory supervision and oversight of the investment team's ongoing decision-making processes

Responsible for supervision and oversight of financial management and capital adequacy of the firm, its fund/s and associated entities

Responsible for the firm's non-investment trading activities including human resources and administrative matters. In charge of professional relationships with external advisors

**Financial Controller, ISAM (UK) Limited, UK**

Set up a new management reporting system for a group of companies with offices based in New York, London and Cayman Islands

Created and monitored the group's financial projection and suggested appropriate actions to maintain the group's capital adequacy and desired cash flows

Provided line management support for junior team members based in different locations

**Compliance Manager and Controller, Acadian Assets Management (UK) Limited, UK**

Set up a new management reporting system

Standardised the compliance monitoring framework

Formalised the corporate governance of the UK entity

**Assistant Audit Manager, Ernst & Young LLP, UK**

Managed portfolio of clients, mainly consisting of hedge fund managers, investment trusts and venture capital trusts

**Career interests**

Executive leadership; business development; entrepreneurship; private equity; asset management

P



**Antonio Pessoa Brazil, Portugal**

[antonio.pessoa.emba-j18@said.oxford.edu](mailto:antonio.pessoa.emba-j18@said.oxford.edu)

Fundação Getúlio Vargas – RJ, Brazil, Post-Graduate Corporate Finance; Universidade Federal da Bahia, Finance, BCivil Engineering

**Languages:** Portuguese

**Investment Advisor, Construtora Norberto Odebrecht SA, Brazil**

Advisor to Chief Divestment Officer

Analysis and proposition of divestment strategies for company's portfolio of investments and businesses

**Board, Faira.com, USA**

Led the series seed round investment of US\$1.4m (approx 20%) in a Seattle Metro based technology startup, Faira.com

Structured and negotiated the investment deal with Faira.com (term-sheet, pre-money valuation, shareholders agreements etc)

**Regional Director/Head of Rio de Janeiro, Odebrecht Realizações Imobiliárias, Brazil**

Started and grew the operation to more than 10,000 employees, an annual revenue of over US\$300m, and more than US\$1,2bn in diverse debt finance deals for the projects

Acquired land that can lead to US\$10bn in revenues over the next two decades

President of Ilha Pura (athletes' village) and board member of Parque da Lagoa (Olympic park), the main real-estate projects associated with the 2016 Rio Olympic Games

Businessman of the Year 2013 – Master Real Estate Award (ADEMI-RJ)

Vice President of ADEMI-RJ

Vice President of Sinduscon-Rio – Syndicate of Contractors of Rio de Janeiro

**Investment Director, Odebrecht, Angola**

Tasked with establishing a real-estate business in the country

Acquired land for real-estate developments of over US\$500m in revenue and for the development of Angola's first shopping mall

**Manager – Engineering & Real Estate Developments, Odebrecht, Brazil**

Oversaw real-estate projects in Salvador City

Land purchase, financial feasibility, product development, budgeting, planning, and supervision of the construction sites

Five awarded real-estate projects

**Career interests**

Entrepreneurship; venture capital; mergers and acquisitions; corporate finance; corporate strategy; private equity; innovation; strategy; financial structuring; real estate; consulting; energy and resources; technology; business development; business strategy



**Luca Previtali Switzerland, Italy**

[luca.previtali.emba-j18@said.oxford.edu](mailto:luca.previtali.emba-j18@said.oxford.edu)

IMD Lausanne, Switzerland, Mastering Technology Enterprise; ETH Zurich, Switzerland, MSc Electrical Engineering

**Languages:** Italian, German, French

**Section Head, IT Services ETH Zurich, Switzerland**

Managing four groups (30FTE) providing IT services to research departments

Member of executive board of IT Services (260FTE)

Responsible for personnel and finances, strategy definition and implementation, service operation and delivery, business development, M&A, alliances, strategic projects, and innovation initiatives

Reshaped section, acquired largest research department, led high-visibility university-wide IT projects, developed relationship management strategy for the whole organisation

**Head IT Services, Dept of Computer Science ETH Zurich, Switzerland**

Responsible for IT strategy and operations, team lead (10 FTE), innovation, finance, and quality assurance

Re-established team, fully rebuilt the IT infrastructure and services, led large IT programmes, managed relationships with all customers, acquired external customers

Member of Executive Board of Department of Computer Science

**Board Member, ETH Zurich, Switzerland**

Member of the ETH Zurich ICT Commission, university-wide ICT strategic board

Review of all ICT spending and operations. Definition of university-wide ICT strategy and implementation measures

**System Research Programmer, LST ETH Zurich, Switzerland**

Programmer, system administrator, involvement in wireless networks research at the Laboratory of Software Technology

**Community Manager, SITIC, Switzerland**

Manager of community Infrastructure & Operations (know-how sharing)

**Career interests**

Business development; strategy; leadership; technology innovation; operations; management consulting; information technology; entrepreneurship



**Yuthadej Putamanonda Thailand**

[yuthadej.putamanonda.emba-j18@said.oxford.edu](mailto:yuthadej.putamanonda.emba-j18@said.oxford.edu)

Thammasat University (co-programme with University of Texas at Austin), Thailand, BBA Finance and Banking (Hons)

**Languages:** Thai

**Managing Director – Head Transaction Banking, Standard Chartered Bank, Thailand**

Member of executive management committee for Thailand franchise

Increased revenue by 100% from 2009–13. Managed commercial bank products including cash management, trade finance, supply chain finance and securities services

Managed correspondent banking business for Thailand, Cambodia and Laos

Led Thailand's first corporate treasury centre advisory project

Key representation in Bank of Thailand RMB internationalisation panel

Led wholesale and consumer bank project

**Director – Head Treasury & Trade Sales – Citibank, Thailand**

Managed specialised cash, trade and treasury solution sales team

Led bank solution for e-government project

Panel member for Bank of Thailand real-time gross settlement project

**Vice President – Head cash management and payment product development – HSBC, Thailand**

Managed cash development product team

Implemented first internet banking platform for HSBC Thailand

**Career interests**

Banking & financial services transformation; fintech start-up; entrepreneurship in elderly hospitality management



## Carolyn Robson UK, UAE Work Authorisation

[caro.robson.emba-j18@said.oxford.edu](mailto:caro.robson.emba-j18@said.oxford.edu)

Queen Mary, University of London, UK, LL.M Computer & Communications Law; BPP Law School, UK, England and Wales Bar, Grad Dip Law; University of Cambridge, UK, BA(Hons) English

### Group Data Privacy Manager, Etihad Aviation Group, UAE

Lead this diversified global aviation and travel group's strategic thinking on data privacy compliance

Standardise data collection and handling systems/processes alongside information security and risk management functions

Manage a team of three; represent group with regulators, governments and at international data privacy conferences

Coordinate major change project to bring Group into compliance with EU GDPR within May 2018 deadline

### Senior Legal Advisor, Foreign & Commonwealth Office, British Embassy, Kabul, Afghanistan

Mentored and advised four-star Director General of Afghanistan's National Anti-Terrorism Prosecution Directorate

Analysed organisational weaknesses, secured international funding and led a multi-specialism and multi-cultural team of four staff to implement reform programme

Negotiated multi-national agreements on contentious issues of national sovereignty and international law, including between nations and international organisations

### Lawyer, National Crime Agency (formerly Serious Organised Crime Agency), UK

Advised on all aspects of data, privacy and technology law whilst managing and mentoring junior staff

Contributed to new privacy and telecommunications legislation; advised ministers and senior officials on domestic, European and international data and privacy law

Supported cyber, covert technology and intelligence units with legal advice and broader institutional training on privacy and data law and policy, including in real-time and high-risk situations

### Criminal & Regulatory Barrister, UK

Provided advocacy and advisory skills in Crown and Magistrates' Court proceedings

Litigated cybercrime and internet offences, fraud cases, and dealt with complex legal arguments in confiscation proceedings valuing over £600,000

Junior Counsel in major prosecutions, including multi-defendant murder and fraud trials

### Career interests

Technology; telecommunications; satellites; big data; innovation; legal services; academia



## Frederik Rye-Florentz Norway

[frederik.rye-florentz.emba-j18@said.oxford.edu](mailto:frederik.rye-florentz.emba-j18@said.oxford.edu)

Chartered Financial Analyst; Cass Business School, UK, MSc (Hons) Shipping, Trade and Finance; Augustana University, US, BA Economics

Languages: Norwegian

### Managing Director, RF Ocean, UK

Leading an alternative investment company focusing on the maritime industry, creating a specialised finance and investment platform

Executive Director of Borealis Denizcilik, an Istanbul-based ship management company; responsible for strategic and new business development

### Chief Financial Officer and Investment Director, Borealis Maritime Ltd, UK

Co-led the establishment of the company and the development and expansion across various sectors of the maritime industry, which led to a US\$400m backing by KKR

Developed and oversaw the implementation of investment strategies and successfully sourced and executed 33 new ship investment opportunities for KKR

Led the financial activities of the company and raising of new capital – managing 74 vessels valued at US\$750m; raised and managed numerous debt financing facilities

Part of the investment committees and board positions of Crystal Nordic AS, Borealis Denizcilik AS and other investments

### Acting Finance Director and Investment Manager, Allocean Ltd, UK

Responsible for financial management of portfolio of more than 45 vessels, with a turnover of over US\$170m and total assets on the balance sheet of US\$1bn

Core part of team which originated and negotiated new business, expanding the portfolio from 22 to more than 60 vessels with acquisition value of US\$1.3bn

Successfully contributed to raise over US\$1bn of conventional and mezzanine debt facilities with leading banks in Europe and Asia, and part of core team in the development and preparation of a US\$500m IPO of a new Stock Exchange listed shipping company

### Career interests

Alternative investments; private equity; maritime industry; entrepreneurship; investment strategy; asset management



## Satoshi Sakurai Japan

[satoshi.sakurai.emba-j18@said.oxford.edu](mailto:satoshi.sakurai.emba-j18@said.oxford.edu)

Aoyama Gakuin University, Japan, BA English and American Literature

Languages: Japanese

### Senior Director, Silverbacks Principal, Japan

Partner with various business lines to evaluate new and existing strategic opportunities

Evaluate, conduct due diligence, structure, negotiate, execute and manage multiple initiatives across various sectors

Monitor portfolio company performance; identify and evaluate potential exit strategies

### COO, CAMPFIRE, Japan

Responsible for managing all operations valued at JPY3bn per year (compared to JPY7m prior to joining the company)

Played a key role in sales volume increasing 700% from 2015 to 2016 (market position going from seventh to first)

Other new business opportunities developed in 2016 included a business line that penetrated educational circles and insurance industries to achieve stellar financial results and boost company profile (tie-ups with Kindai University, Tokyo Marine, Nichido)

Completed equity financing of JPY350m from VCs and leading internet companies

### Senior Manager, KAYAC, Japan

2014 financial results: increased sales revenue from JPY400m to JPY1.2bn and led successful IPO

Implemented new policies/processes to strengthen and streamline operations

Managed 90+ staff members, including 35 international employees who required language and cultural training

Refined organisational structure to consolidate, streamline and delineate necessary functions

### Market Development Manager, ExxonMobil, Japan

Responsible for market, product and sales development in Asia Pacific of OEMs (TOYOTA, Nissan, and Honda) and their tiers, focusing on weather sealants

Trained marketing teams in China, India, and Thailand

### Career interests

Private equity; venture capital; business strategy; business development; management consulting; information technology; entrepreneurship



## Joseph Sanford USA

[joseph.sanfordjr.emba-j18@said.oxford.edu](mailto:joseph.sanfordjr.emba-j18@said.oxford.edu)

Stanford University, USA, Fellowship Management of Perioperative Services; University of Arkansas for Medical Sciences, USA, Internship and Residency Anesthesiology, Doctor of Medicine, BS (cum laude) Computer Science

### Medical Director Interventional Service Line, University of Arkansas for Medical Sciences (UAMS), USA

Provide oversight and support for ~350 skilled personnel in a matrix management structure including the main and outpatient surgical suites, endoscopy, interventional radiology, labour and delivery, and the cardiac catheterisation labs

Jointly responsible for managing ~36% (US\$360m) of hospital revenues

Grew volumes 22.6% in last two fiscal years

Redesigned the department staffing model for service line growth and doubled call coverage while increasing academic output

### Associate Medical Director Interventional Service Line, UAMS, USA

Managed and expanded scheduling capacity for the operating and endoscopy suites

Co-operational lead for Epic Anaesthesia and OpTime; primarily responsible for design and workflow improvement of perioperative care

Primary investigator for patient safety events. Formed the service line Quality, Safety and Compliance Committee. Revised department morbidity and mortality review system

### Assistant Professor of Anesthesiology, UAMS, USA

Provide clinical anesthesiology services in both solo practice and in a medical direction, care team, model

Anesthesiologist in Charge, responsible for daily coordination of perioperative teams for 34 anaesthetising sites

Educate and supervise residents and medical students rotating in the operating suites

### Senior Consultant Data Scientist, Thalamus GME, USA

Advise CEO on business strategy to solidify footprint in the healthcare vertical and to expand to other industries

Design research questions and perform analysis for internal operations and clients

### Career interests

Healthcare management; executive leadership; consulting; strategy; technology; public policy



### Pieter Snelder Netherlands

pieter.snelder.emba-j18@said.oxford.edu

HAN University, Netherlands, BSc Industrial Engineering and Management, Business Administration

**Languages:** Dutch, German

#### Managing Director, Kingspan Insulated Panels, Benelux

Responsible for further harnessing the growth of Kingspan's businesses in the Benelux region, with main drivers of improved marketing strategy, new market development and business model innovation

Development and implementation of a four-year strategic plan doubling the revenue

#### Commercial Director, Kingspan Insulated Panels, Netherlands

Development and implementation of new commercial growth strategy, resulting in double-digit growth with improved appreciation achieved with an enhanced customer excellence programme

Development and introduction of product-as-a-service business model; developed the financial structuring with investment partners

#### Manager Product Marketing & Marketing Communication, Kingspan Insulation, Continental Europe

Managed a product management and marketing communication team

Responsible for managing the life cycle management of the product portfolio, the development of new products, product strategy, creation of marketing plans and product promotion

Responsible for mainland European communication strategy and several marketing projects

#### Project Coordinator Sustainability, CRH Europe, Europe

Designed and implemented multi-supplier concept for net zero energy housing

Development of network for group's subsidiaries to cooperate in the development of a market approach on sustainability

Development of a sustainability programme for the European Division of the CRH Group

#### Career interests

Business development; business strategy; mergers and acquisitions; innovation strategy; new energy; real estate; sustainability; strategy; marketing; product management; technology



### Aimilios Stasinakis Greece

aimilios.stasinakis.emba-j18@said.oxford.edu

London School of Economics, UK, MSc Management; University of Warwick – Warwick Business School, UK, BSc Management Sciences

**Languages:** Greek, French

#### General Manager – Investment Banking, Investment Bank of Greece, Greece

Advised privatisation of national railway operator, Trainose

Advised divestment of three banks in EMEA region, particularly Romania, Serbia and Ukraine

Participated as underwriter in the corporate bonds launched for OPAP, Mytilineos, Housemarket (IKEA GR)

Independent valuer for privatisation of Piraeus and Thessaloniki port authorities

#### Secretary for Public Enterprises and Entities, Ministry of Economy and Finance, Greece

Reported to Minister of Economy and Finance on strategic, financial and managerial issues of 53 state-owned enterprises

Monitored financial strategy with respect to the issue of state-guaranteed loans

Project-managed restructuring plan of railway sector and Larco

Implemented common business plan standards; introduced internal audit and methodology for PSO calculation

National representative to OECD for managing state-owned assets

#### Non-executive Member of the BoD, OPAP SA, Greece

#### Non-executive Member of the BoD, ETVA-VIPE SA, Greece

#### Career interests

Privatisations; restructurings, acquisitions and sale processes; political economy within the EU framework; real-estate developments in tourism; technology and commercial start-ups

T



### Amy Todd UK

amy.todd.emba-j18@said.oxford.edu

London School of Economics, UK, BSc (Hons) Economics

**Languages:** Korean

#### Head of Financial Control, AS Watson, UK

Responsible for internal and external financial reporting, finance operations and control governance for Superdrug and Savers, the UK retail arm of AS Watson Group

UK lead for pan-European implementation of Oracle R12

Initiated and executed a finance restructure programme in 2017

#### Senior Manager, John Lewis, UK

Responsible for leading the financial planning and analysis team, including business-partnering the management board of John Lewis

Other responsibilities included financial accounting and risk management

#### Senior Manager, KPMG, UK

Delivery of audit and assurance engagements on a portfolio of listed and non-listed corporates in the UK such as the BBC and British Land Plc

Seconded by KPMG to the 100 Group of FTSE100 Finance Directors as the Secretariat in 2014

Member of KPMG's Emerging Leaders programme

#### Analyst, Barclays Capital, UK

Investment banking analyst in the telecoms, media and technology sector, supporting the DCM desk

#### Career interests

Retail; entrepreneurship; start-ups; strategy; change management; business development

Y



### Shanshan Yang China

shanshan.yang.emba-j18@said.oxford.edu

London School of Economics, UK, Executive Master of Public Administration; Nankai University, China, MA English Interpretation, BA English Literature

**Languages:** Mandarin

#### Head of Journalist Team, China Central TV Europe, London

Leading staff in Europe to organise coverage of Brexit, Davos Forum, Elections, G20, Climate Change Talk, etc

Handling high-profile interviews for CCTV including David Cameron, Tony Blair, Christine Lagarde etc

Representing CCTV Europe to develop cooperation with organisations

#### Journalist, China Central TV Europe, London

TV reporting around Europe including elections, Olympic games, eurozone crisis, London riot, etc

#### Editor, China Central TV, Beijing

Writing stories about Chinese business and politics

#### Career interests

Entrepreneurship; management consulting; strategy; media; communications; marketing; social entrepreneurship; business development; venture capital





## Shirvine Zhang UK

[shirvine.zhang.emba-j18@said.oxford.edu](mailto:shirvine.zhang.emba-j18@said.oxford.edu)

Xiamen University, China, BSc Information & Computation Mathematics; Oxford Brookes University, UK, BSc Applied Accounting; UMIST, UK, MSc Decision Technologies

**Languages:** Chinese

### Partner, KPMG, China

Built and led an infrastructure advisory practice in KPMG China with a focus on primary and secondary outbound investments in energy and infrastructure sectors. Within three years, the practice has grown into a multimillion-dollar service function and provided full advisory services throughout the M&A and project finance deal cycle from the deal origination, execution, and contract negotiation to the financial close

The practice has established a pre-eminent position in the market in China and advised on over US\$50bn of outbound investment in energy and infrastructure sectors internationally over the past three years

Developed a team with 10 professionals specialised in project finance and M&A transactions in energy and renewable sectors

### Associate Director, Deloitte Touche Tohmatsu, China, UK

Advised numerous Chinese SoEs, Asian IPP developers and European fund and utilities on a total of over US\$10bn cross-border investments across the energy, renewables, real-estate and transport sectors

Developed and led the financing advisory services and successfully raised project finance debt and bond financing for a number of large-scale IPP projects in Asia and Europe, including two Islamic bonds in 2013 totalling US\$700m

Advised a wide spectrum of clients including UK infrastructure fund, major UK and international construction companies, central and local UK government authorities on over 40 greenfield and brownfield infrastructure projects and M&A transactions, and successfully closed 18 projects

### Senior financial analyst, United Utilities Plc, UK

Key member of investment team with a focus on the investment appraisal and financial evaluation of United Utilities' investment in municipal waste treatment

### Finance Manager, Creative Display Group, UK

Key member of in-house investment team in connection with acquisition of two medium-sized printing companies

### Career interests

Infrastructure fund; energy and renewables; investment banking; entrepreneurship; corporate finance



Saïd Business School at the University of Oxford blends the best of new and old. We are a vibrant and innovative business school, deeply embedded in an 800-year-old, world-class university. We create programmes and ideas that have global impact. We educate people for successful business careers, and as a community seek to tackle world-scale problems. We deliver cutting-edge programmes and ground-breaking research that transform individuals, organisations, business practice, and society. We seek to be a world-class business school community, embedded in a world-class university, tackling world-scale problems.

## Taught Programmes

- MBA
- Oxford 1+1 MBA
- Executive MBA
- MSc in Financial Economics
- MSc in Major Programme Management
- MSc in Law and Finance
- Diploma in Financial Strategy
- Diploma in Global Business
- Diploma in Organisational Leadership
- Diploma in Strategy and Innovation
- BA in Economics and Management

## Research Programmes

- DPhil Programme in Management Studies

## Executive Education Leadership

- Oxford Advanced Management and Leadership Programme
- Oxford Strategic Leadership Programme
- Oxford High-Performance Leadership Programme
- Women Transforming Leadership Programme

## Finance

- Oxford Chicago Valuation Programme
- Oxford Private Equity Programme
- Oxford Real Estate Programme
- Oxford Impact Investing Programme
- Oxford Social Finance Programme

## Strategy, Risk and Reputation

- Oxford Scenarios Programme
- Consulting and Coaching for Change
- Corporate Affairs Academy
- Oxford Strategic Marketing Programme
- Oxford Programme on Negotiation
- Corporate Reputation and Executive Leadership Programme

## Custom Executive Education