Engaging with the Oxford Said Career Development Centre

Oxford Said students have diverse and global career aspirations. There are many ways in which companies collaborate with the Oxford Said 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@Said (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
MBA
Facts & figures

327
Class size

28
Average age

58
Nationalities

94% From outside of the UK

5.1 yrs
Average work experience

36%
Female students

692
Average GMAT

Engineering
17.6%

Finance / accountancy
15.6%

Social sciences
15.3%

Business / management
13.8%

IT / computer science
6.5%

Science
6.5%

Arts / humanities
3.8%

Medical sciences
3.5%

Art / design
3.2%

Law
2.1%

Financial services
19.4%

Consulting
13.5%

Media / entertainment
15.3%

Public sector / non-profit
9.4%

Consumer products
5.9%

Petroleum / energy
5.9%

Education
4.4%

Manufacturing
4.4%

Construction / real estate
2.6%

Pharmaceutical / biotechnology / healthcare products
1.8%

Other
17.4%

North America
24%

Western Europe
11%

Central Asia
1%

East Asia
12%

South East Asia
6%

Oceania
4%

Latin America and The Caribbean
5%

Africa
10%

Middle East
3%

South Asia
21%
Tasnim Abdul Hadi  
Malaysia  
tasnim.hadi.mba2016@said.oxford.edu  
MARA University of Technology, Malaysia, BComm (Hons)  
Public Relations  
Languages: Malay  
Manager, Hong Leong Foundation, Malaysia  
Introduced Good Jobs programme, helping over 100 beneficiaries become self-sustaining  
Developed NGO Accelerator Programme, helping 20 NGOs become financially sustainable  
Developed emergency donation policy, managing an MYR3m fund for emergency relief  
Mentored 5 social enterprises in a national social enterprise accelerator programme  
Programme Manager, Tandemic, Malaysia  
Designed, delivered and organised 39 design thinking and innovation workshops nationwide, reaching out to over 2,200 participants  
Developed partnerships with 25 universities and multiple government agencies  
Content Editor, Astro All Asia Berhad, Malaysia  
Created original feature/lifestyle content focused on travel and social issues  
Career interests  
Social entrepreneurship, charity, not-for-profit and development work, sustainability, social finance  

Issam Abu-Aisheh  
Jordan  
issam.abu-aisheh.mba2016@said.oxford.edu  
London School of Economics and Political Science, UK, BSc (Hons) Economics  
Languages: Arabic  
COO, Octagon Group, Jordan/Qatar/Iraq  
Led development, conceptualisation, design development and management of a US$1m supermarket chain  
Expanded business with 1 new business line and 2 new product lines into Qatar/Iraqi Markets  
Investment Manager, Qnekkt Capital, Jordan  
Collaborated with company chairman on devising roadmap and strategy for execution of US$10m venture capital fund  
Planned and co-vendors  
Senior Analyst, Jordan Dubai Capital, Jordan  
Conducted financial due diligence on US$144m exit deal of a major power generator in Jordan  
Performed ongoing monitoring of investments in energy, infrastructure, financial services and real estate sectors  
Career interests  
Entrepreneurship, technology, management consulting, venture capital, private equity, retail  

Ahmed Abu Bakr  
Bangladesh  
ahmed.abubakr.mba2016@said.oxford.edu  
North South University, Bangladesh, BSc Economics  
Languages: Bangla  
Founding Member & Head of Product & Experience, Jeon LLC, Bangladesh  
Launched 7 commercial telemedicine service points in rural Bangladesh  
Supported CEO to close a round of investment of US$500,000  
Led Human Centered Design and Rapid Prototyping processes for product and service  
Founder, rastaRObosta, Bangladesh  
Designed and launched the rastaRObosta app on iOS, Android and Windows  
Mobilised student bodies across 3 universities as volunteers and promoters  
Research & Innovation Associate, mPower Social Enterprises Ltd., Bangladesh  
Designed tech platform for Microfinance industry in Bangladesh  
Supported the closing US$35,000 deal for a project implemented across 4 districts and 11 partners  
Career interests  
Social entrepreneurship, technology, healthcare, education  

Nitisha Agrawal  
India  
nitisha.agrawal.mba2016@said.oxford.edu  
PES Institute of Technology, India, BE Computer Science Engineering  
Languages: Hindi  
City Manager, InnerChef, India  
Conceptualised and formalised the establishment of the brand in a new market  
Built and led a 25-member team, increased the top line to $200K  
Established strategic alliances, secured $1 M in Series A funding from VC firms to expand national presence  
Business Analyst & Project Manager, Goldman Sachs, India  
Planned the introduction and adoption of a new product across 25 Business Units spanning 4 regions (Americas, APEAC, China, EMEA) and 30 countries  
Formulated automation strategy to improve operational efficiency across 73 GS offices  
Implemented a Project Management Framework to standardise the project management methodologies used by the firm  
Career interests  
Consulting, management consulting, business strategy, entrepreneurship  

Mankaran Ahluwalia  
India  
mankaran.ahluwalia.mba2016@said.oxford.edu  
Manipal University, Manipal, India, BE Computer Science Engineering  
Languages: German, Hindi, Punjabi  
Technology Analyst, Infosys Limited, UK  
Led teams across India, USA and UK. Generated total estimated annual revenues and savings of US $1m.  
Oversaw client operations at co-vendor’s office and led initiatives to automate processes.  
Furthered brand perception and relationships across clients and co-vendors.  
Sr Systems Engineer, Infosys Limited, India  
Developed multiple web applications for a leading US insurance provider and introduced new coding and testing frameworks.  
Outlined growth opportunities and played key role in garnering new business.  
Received “Most Valuable Player” award.  
Rented in the top performance bracket.  
Volunteer, AOHL, UK  
Assisted in organising events with political candidates in N. Ireland  
Career interests  
Banking & finance, technology, entrepreneurship, luxury  

Siddharth Ajith  
India  
siddharth.ajith.mba2016@said.oxford.edu  
IIT Kharagpur, India; B Tech (Hons) Mechanical Engineering; Languages: English, Hindi, Malayalam, German (basic)  
Head - Institutional Alliances, Academic City College (Vista Africa group), Ghana  
Project Lead to setup the US$8m ‘School of Engineering’ with 1000 student capacity  
Founded ‘Center for Professional Development’ generating US$200,000 in first year  
Senior Manager, Gray Matters Pvt. Ltd, India  
Led the 15 member ‘Value Delivery’ consultant team to manage delivery for over 100 clients  
Raised funding of US$800,000 from Michael and Susan Dell Foundation  
Co-Founder, Orange Vista Education, India  
Developed science activity kits for students aged 12-16  
Engineer, Renault Nissan India  
As part of R&D quality team launched the Nissan Micra and Sunny vehicles in India  
Career interests  
Business strategy, innovation strategy, technology, media
Dima Al Tabbaa  
**Syria**  
dima.altabbaa.mba2016@said.oxford.edu

American University of Beirut, Lebanon, BA Business Administration  
Languages: Arabic

**Experienced Associate, Deloitte & Touche, Syria**

- Audited financial statements, operating procedures, and internal controls for companies with over US$6m in revenues
- Compared performance of top six companies in insurance and advised clients how to sustain business financially under war conditions
- Managed 4 new hires by explaining tasks and reviewing results; as a result, trainees were able to handle small audits alone

**Associate, Deloitte & Touche, Syria**

- Performed senior level responsibilities within nine months of entry, typically done within two years
- Collaborated with client, team members, and back office to increase productivity; delivered audited report 2 months prior to government deadline
- Conducted discussions with 3 teams and presented opportunities for risk mitigation for audit work under war conditions

**Career interests**

- Consulting, strategy, financial advisory, risk management

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Kate Alper  
**USA**  
kate.alper.mba2016@said.oxford.edu

Carleton College, USA, BA (Hons) Comparative Religion

**Program and Marketing Manager, Berkeley–Haas Center for Responsible Business, USA**

- Managed marketing and communications and developed corporate partnerships for a non-profit with a US$1M operating budget
- Developed US$200K annual programme for client, coordinating team of 5, to promote sustainable solutions to company’s business challenges

**Marketing Analyst, Plum Organics, Campbell Soup Company, USA**

- Managed a US$1M annual coupon budget for a startup with +4000% three-year growth
- Led US$500K development beverage brand for Target, coordinating a cross-functional team

**Career interests**

- Marketing, brand management, technology, sustainability

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Ran An  
**China**  
ran.an.mba2016@said.oxford.edu

Zhejiang University, China, BE Computer Science & Technology, Simon Fraser University, Canada, BS Computer Science & Technology

Languages: Chinese

**Project Manager, CapitalBio, China**

- Operated 6 major investment projects
- Led corporate strategic research and strategic implementation
- Developed strategic plan for 3 subsidiaries

**General Manager Assistant, CapitalBio, China**

- Instructed the establishment of this company
- Took charge in strategy planning, financial management and other functions
- Operated first round of financing in 2016, with financing amounted to 200,000,000

**Senior Consultant, Hejun Consulting, China**

- Conducted consulting services to clients in strategic planning, organisational management, and human resources
- Accomplished 8 major consulting projects and solved management problems for clients

**Career interests**

- Entrepreneurship, operations, venture capital, private equity

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Nidhin Antony  
**India**  
nidhin.anthony.mba2016@said.oxford.edu

Kerala University, India, B Tech Computer Science and Engineering, CFA Level 1  
Languages: Hindi, Malayalam

**Analyst, Barclays, India**

- Set up FX team of 8 in India, resulting in savings of US$ 0.24m annually
- Spearheaded regulatory projects. Reduced Delivery time by 20% with 25% resources by driving automation

**Associate-Consultant, Capgemini, India**

- Set up 3 IRS teams of 12 members, directing day to day activity from Quality side
- Involved in recruitment and training of new hires, finding the next set of leaders

**Software Engineer, Capgemini, India**

- Nominated as rising star across Capgemini
- Saved project from the brink, leading teams across US, UK and India, resulting in furthering business ties with Morgan Stanley

**Tourism, own business, India**

- Built and managed homestay, resulting in valuation rise of the property from US$0.15m to US$3.1m in 10 years

**Career interests**

- Strategic consulting, finance, technology, fintech

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Jason Antrican  
**USA**  
jason.antrican.mba2016@said.oxford.edu

University of Virginia School of Law, USA, JD; University of Edinburgh, UK, MSc Policy Studies, International and European Politics, Tulane University, USA, BA (magna cum laude) Political Economy

**Attorney at Law, Nathan Sommers Jacobs, a Professional Corporation, USA**

- Advised clients on real estate and general corporate transactional matters, including formation of corporate entities, purchase and sale of commercial real property, employment agreements, and commercial leasing
- Represented "big data" client in negotiations with major multi-national consulting firm for joint market development agreement and drafted resulting documentation
- Represented owner in sale of shopping centre to publicly traded REIT for US$5.75m

**Career interests**

- Consulting, real estate, private equity, corporate finance

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Harriet-Okwi Asiyo  
**France, Uganda**  
harriet.okwi.mba2016@said.oxford.edu

Sciences Po Paris, France, MA (Hons) International Affairs, Makerere University, Uganda, BA (Hons) Political Science  
Languages: French, Swahili

**Independent Consultant**

- Executed a pre-acquisition study and due diligence to support a bid for a multimillion-dollar oil company
- Conducted a workshop on the pass-through of the low oil price to pump prices across Africa (90 + participants including regulators, banks, traders, and market operators)
- Carried-out a US$240,000 study for a prospective entrant into the Kenyan fuel industry

**Senior Consultant, IHS, France**

- Managed content production and publication for a US$700,000 subscription service
- Executed consulting projects on African upstream and downstream oil sectors

**Research Assistant, MSF, France**

- Assessed national strategies against HIV/AIDS in Kenya, Uganda, Malawi

**Career interests**

- Entrepreneurship, hedge fund, business strategy, corporate finance, energy and resources, consulting
Jayanth Kashyap Balasubramanian

University of Madras, India, BBA
Languages: Tamil, Hindi

Chartered Accountants Australia and New Zealand, CA, Massey University, NZ, BBS Accounting & DipBS Human Resource Management

Associate, PwC, NZ
Advised clients ranging from large companies, SMEs, trusts, partnerships and individuals across a wide range of industries
Assisted with tax advice for charitable entity with asset base >$1bn
Led audit project including audit procedure implementation, monitoring of project timelines, and assistance in examination of compliance

CA, Agrbiz Consulting Ltd, NZ
Prepared financial advice for a foreign investor with $180m investment in the NZ dairying industry
Prepared financial statements, tax compliance and maintenance of business legal documentation for agricultural entities

Career interests
Management consulting, strategy, business development, sustainability

Lior Baltuch

Interdisciplinary Center (IDC) Herzliya, Israel, BA (Hons)
Business Administration (Major: Finance), LLB (Hons) Law
Languages: Hebrew

Associate, Shibolet & Co., Israel
Drafted and negotiated multiple contracts for US$20m shop renovation, enabling client to secure US$52m in revenue whilst renovation
Led due diligence of US$5m share acquisition, identified flaws and prevented client from non-profitable transaction
Negotiated multiple long-term lease contracts, allowing client to expand operations by 15%

Junior Associate, Shibolet & Co., Israel
Replaced partner during two months sick leave; directed closing of US$11m sale transaction of client’s share in two private power plants construction licenses
Promoted based on professional achievements

Account Manager, Tradonomi Ltd., Israel
Managed client’s accounts, improving client’s trading volume and portfolio profit
Mentored new team members, trained on trading and technical analysis

Career interests
Impact investment, M&A, corporate finance, risk management, financial structuring

Samantha Aviles

Biola University, USA, BA Journalism

Advertising Manager, Biola University, USA
Championed a US$5m campaign that exceeded enrollment goals by 43%
Architected and executed annual media plans for 25 internal clients and a budget of US$1.4m
Led a team of two to support all university advertising

Advertising Coordinator, Biola University, USA
Doubled the media budget from US$500,000 to US$1M
Recruited and trained a staff member to support the advertising operations
Over saw training and management of a team of 2-4 part-time workers

Career interests
Brand management, business development, strategy, consulting, sustainability

Harriet Austin

University of Madras, India, BBA
Languages: Tamil, Hindi

Chartered Accountants Australia and New Zealand, CA, Massey University, NZ, BBS Accounting & DipBS Human Resource Management

Associate, PwC, NZ
Advised clients ranging from large companies, SMEs, trusts, partnerships and individuals across a wide range of industries
Assisted with tax advice for charitable entity with asset base >$1bn
Led audit project including audit procedure implementation, monitoring of project timelines, and assistance in examination of compliance

CA, Agrbiz Consulting Ltd, NZ
Prepared financial advice for a foreign investor with $180m investment in the NZ dairying industry
Prepared financial statements, tax compliance and maintenance of business legal documentation for agricultural entities

Career interests
Management consulting, strategy, business development, sustainability

Kanza Azeemi

Lahore University of Management Sciences, Pakistan, BSc (Hons) Economics
Languages: Urdu

Consultant, Indus Resource Centre, Pakistan
Developed and secured $US1m USAID project to provide vocational and entrepreneurial training, and market linkages to 1400 girls
Proposed and negotiated 5% budget increase, enhancing indirect impact to 2500+ people

Founder & CEO, Elika Studio, Pakistan
Designed process to connect marginalised artisans to global markets via mobile tech and empowered 74 artisans who reported 38% increase in average family income
Collaborated with seven vocational institutes and enhanced product quality and efficiency, reducing average lead time by 60%

Area Sales Manager (ASM), Reckitt Benckiser, Pakistan
Managed team of 50+ in Pakistan’s biggest distribution after early promotion and as only female ASM, outperformed national growth by 11% with US$6.5m sales across ~4000 outlets

Career interests
Management consulting, impact investing, innovation strategy, social entrepreneurship

Vinayak Banerjee

Amity University, India, B Tech Electronics and Telecommunication
Languages: Hindi, Bengali

Co-founder and director, Barefeet Sports Pvt Ltd, India
Collaborated with All India Football Federation to organise a development camp for 200 underprivileged children in Delhi
Organised ‘Football for Change’ in association with the Indian women’s football team to provide guidance to 54 female footballers

Senior Associate Data Analyst, Sportz Interactive N A, India
Managed business strategy for company’s entry to the sports analytics market, gaining 20% market share
Led a team of 4 in creating India’s first analytics engine for the indigenous sport of Kabaddi

Network Engineer, Fiserv, India
Designed and implemented an ‘Expedited Issue Resolution model’, improving team’s issue resolution efficacy by 30%

Career interests
Management consulting, private equity, social entrepreneurship, business development
Avery Bang
USA
avery.bang.mba2016@said.oxford.edu

University of Colorado, USA, MSc Civil Engineering; University of Iowa, USA, BS Civil Engineering and BA Studio Art

President & CEO, Bridges to Prosperity, USA

Global profit and loss responsibility for US$3.8m+ budget

Responsible for 50+ employees in seven countries

Implemented public-private partnership model for last mile infrastructure development

Instructor, University of Colorado, USA

Developed curriculum and offered lectures for cross-listed undergraduate, and graduate level engineering course

Offered course in person through Engineering for Developing Communities Center, with remote students via a virtual classroom

Faculty mentor for NASA Microgravity University team

Executive Director, Director of Operations, Bridges to Prosperity, USA

Grew operation from three to 30+ annual projects

Increased revenue from US$150,000 to US$2.3m+

Career interests

Social entrepreneurship, impact investing, public private partnerships

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Stefanus Bekker
South Africa
stefanus.bekker.mba2016@said.oxford.edu

University of the Free State, South Africa, BSc (Hons) Actuarial Science

Languages: Afrikaans, Dutch, German

Actuarial Specialist, Alexander Forbes Health (Pty) Ltd, South Africa

Line Manager and Workflow Manager to healthcare actuarial team

Advised five medical schemes on pricing, financial management and claims monitoring

Guided corporate clients on management of liabilities and transactions in excess of R 100m

Senior Actuarial Analyst, Milliman, Netherlands

Built tools for insurance companies to manage portfolios in excess of €10m

Set benefits and contributions for five micro health insurance schemes in Nigeria

Research Assistant and Junior Lecturer, University of the Free State, South Africa

Taught and examined first year statistics

Modelled inflows into Gariep Dam. Published in peer reviewed journal

Career interests

Insurance, consulting, healthcare, strategy

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Gillian Benjamin
South Africa
gillian.benjamin.mba2016@said.oxford.edu

University of Cape Town, South Africa, Bachelor of Social Science (Majors: Anthropology, Earth and Geographical Sciences); AAA School of Advertising, South Africa, Higher Diploma in Visual Communication

Design Support Programme Manager, Cape Craft + Design Institute, South Africa

Built a new team and division to implement the Western Cape Design Strategy

Led design thinking projects in healthcare, education and the built environment.

Designed and oversaw a national Innovation Challenge focused on low-income housing

Owner, Make Content, South Africa

Established an all-inclusive design studio creating work for prominent South African civil society organisations

Managed employees, service providers, studio workflow, client relations and creative direction

Designed campaigns to raise awareness about issues affecting working-class South Africans including education, safety and sanitation

Career interests

Social entrepreneurship; design thinking; innovation strategy; inclusive education

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Andre Bekker
South Africa, UK
andre.bekker.mba2016@said.oxford.edu

CTA Level 1; University of Pretoria (UP), South Africa; BEng (Honours) Mechanical Engineering (Distinction), BEng Mechanical Engineering;

Languages: Afrikaans

Equity Analyst, Avior Capital Markets, UK

Conducted equity research on the SA healthcare sector; rated sixth in SA by institutional investors through the FM awards

Performed valuations and forecasts to analyse investments; marketed research to more than 100 asset managers

Formulated trade ideas; advised a hedge fund on a trade that returned more than 20% in six months

Business Consultant, Andile Solutions, South Africa

Developed a new data transformation process for an investment bank; reduced data flow time by 50%

Led a team to plan a software solution for an adrenalin desk; implemented a new trading system in one month

Career interests

Private equity; venture capital; asset management; corporate finance; technology

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Mahirah Basri
Malaysia
mahirah.basri.mba2016@said.oxford.edu

Indian Institute of Technology Bombay, India, BTech Aerospace Engineering, CFA Level II

Languages: Hindi

Principal Analyst – Marketing & Strategy, Dunnhumby, Ireland

Optimized Tesco’s promotional offers to improve price competitiveness and deliver €40m in sales

Formulated strategy for personalisation of Tesco’s €80m marketing efforts

Spearheaded a business model innovation to produce Dunnhumby’s analytics framework

Analysis Manager, Dunnhumby, India

Set up a consortium of 14 FMCG clients across four principal product-portfolio worth €370m

Increased the value of infant-to-toddler journey captured by a baby milk supplier by €6m

Consultant, Modeomics, India

Forecasted auction prices to increase liquidation value of automobiles repossessed from high risk customers by US$2.5m

Career interests

Entrepreneurship, strategy, management consulting, technology, big data

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Rahul Bhatewara
India, Ireland
rahul.bhatewara.mba2016@said.oxford.edu

University of Cape Town, South Africa, Bachelor of Social Science (Majors: Economics, Law and Social Sciences)

Languages: Afrikaans, Dutch, German

Actuarial Specialist, Alexander Forbes Health (Pty) Ltd, South Africa

Line Manager and Workflow Manager to healthcare actuarial team

Advised five medical schemes on pricing, financial management and claims monitoring

Guided corporate clients on management of liabilities and transactions in excess of R 100m

Senior Actuarial Analyst, Milliman, Netherlands

Built tools for insurance companies to manage portfolios in excess of €10m

Set benefits and contributions for five micro health insurance schemes in Nigeria

Research Assistant and Junior Lecturer, University of the Free State, South Africa

Taught and examined first year statistics

Modelled inflows into Gariep Dam. Published in peer reviewed journal

Career interests

Insurance, consulting, healthcare, strategy

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Avery Bang
USA
avery.bang.mba2016@said.oxford.edu

University of Colorado, USA, MSc Civil Engineering; University of Iowa, USA, BS Civil Engineering and BA Studio Art

President & CEO, Bridges to Prosperity, USA

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Responsible for 50+ employees in seven countries

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Offered course in person through Engineering for Developing Communities Center, with remote students via a virtual classroom

Faculty mentor for NASA Microgravity University team

Executive Director, Director of Operations, Bridges to Prosperity, USA

Grew operation from three to 30+ annual projects

Increased revenue from US$150,000 to US$2.3m+

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Social entrepreneurship, impact investing, public private partnerships

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Stefanus Bekker
South Africa
stefanus.bekker.mba2016@said.oxford.edu

University of the Free State, South Africa, BSc (Hons) Actuarial Science

Languages: Afrikaans, Dutch, German

Actuarial Specialist, Alexander Forbes Health (Pty) Ltd, South Africa

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Gillian Benjamin
South Africa
gillian.benjamin.mba2016@said.oxford.edu

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Design Support Programme Manager, Cape Craft + Design Institute, South Africa

Built a new team and division to implement the Western Cape Design Strategy

Led design thinking projects in healthcare, education and the built environment.

Designed and oversaw a national Innovation Challenge focused on low-income housing

Owner, Make Content, South Africa

Established an all-inclusive design studio creating work for prominent South African civil society organisations

Managed employees, service providers, studio workflow, client relations and creative direction

Designed campaigns to raise awareness about issues affecting working-class South Africans including education, safety and sanitation

Career interests

Social entrepreneurship; design thinking; innovation strategy; inclusive education

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Andre Bekker
South Africa, UK
andre.bekker.mba2016@said.oxford.edu

CTA Level 1; University of Pretoria (UP), South Africa; BEng (Honours) Mechanical Engineering (Distinction), BEng Mechanical Engineering;

Languages: Afrikaans

Equity Analyst, Avior Capital Markets, UK

Conducted equity research on the SA healthcare sector; rated sixth in SA by institutional investors through the FM awards

Performed valuations and forecasts to analyse investments; marketed research to more than 100 asset managers

Formulated trade ideas; advised a hedge fund on a trade that returned more than 20% in six months

Business Consultant, Andile Solutions, South Africa

Developed a new data transformation process for an investment bank; reduced data flow time by 50%

Led a team to plan a software solution for an adrenalin desk; implemented a new trading system in one month

Career interests

Private equity; venture capital; asset management; corporate finance; technology

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Rahul Bhatewara
India, Ireland
rahul.bhatewara.mba2016@said.oxford.edu

Indian Institute of Technology Bombay, India, BTech Aerospace Engineering, CFA Level II

Languages: Hindi

Principal Analyst – Marketing & Strategy, Dunnhumby, Ireland

Optimized Tesco’s promotional offers to improve price competitiveness and deliver €40m in sales

Formulated strategy for personalisation of Tesco’s €80m marketing efforts

Spearheaded a business model innovation to produce Dunnhumby’s analytics framework

Analysis Manager, Dunnhumby, India

Set up a consortium of 14 FMCG clients across four principal product-portfolio worth €370m

Increased the value of infant-to-toddler journey captured by a baby milk supplier by €6m

Consultant, Modeomics, India

Forecasted auction prices to increase liquidation value of automobiles repossessed from high risk customers by US$2.5m

Career interests

Entrepreneurship, strategy, management consulting, technology, big data

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Farnam Biddgoli  
Canada  
farnam.bidgoli.mba2016@said.oxford.edu  
University of Toronto, Canada, BA International Relations  
Languages: French, Farsi  
Manager, Advisory Services, Sustainalytics, United Kingdom  
Led Sustainable Bond Services, designing frameworks for >$16bn in green and social bond issuance  
Advised asset owners and managers on the integration of environmental and social factors into investment processes  
Senior Advisor, Responsible Investment, Sustainalytics, Canada  
Managed team of 8 analysing material impacts of corporate performance in human rights, environment, and corruption  
Developed framework for assessing financial risks of corporate involvement in conflict-affected countries  
Analyst, Ateih International, Iran  
Conducted market studies for telecommunications and soft drink sectors in Iran  
Edited weekly market intelligence report  
Career interests  
Impact investing; social finance; asset management; emerging markets

Mofe Bintie  
Nigeria  
mofe.bintie.mba2016@said.oxford.edu  
University of Benin, Nigeria, BSc (Hons) Economics and Statistics  
Associate, Ernst & Young, Nigeria  
Advised on transactions with a total deal value in excess of $1bn  
Produced industry reports on hospitality, insurance, infrastructure and banking  
Deal origination - prepared over a 100 proposals for clients offering transactions  
Pre-MBA Intern, Wecyclers, Nigeria  
Conceptualised and designed the Wecyclers One Lagos partnership  
Led the business development team that designed the Wecyclers clean waterways programme and Clean Lagos programs  
Designed the Wecyclers green event certification program  
Co-Founder, BethesdaNeNe, Nigeria  
Provide vision, leadership, and strategic direction for organisation connecting volunteers to volunteering opportunities  
Successfully closed a strategic 5 partnerships with non-profits and startups  
Career interests  
Venture capital, private equity, consulting, corporate banking; hedge funds; corporate strategy; development banking; corporate finance; impact investing; financial advisory; innovation strategy; international finance; social finance

Alexey Blindul  
Russia  
alexy.blindul.mba2016@said.oxford.edu  
Financial University, Russia, Taxation; Kyrgyz Russian Slavic University, Kyrgyz Republic, Specialist Law  
Languages: Russian, German  
Partner, RSM Russia (RSM-TA), Russia  
Headed practice responsible for providing tax and legal services for HWW/UHY/HNN  
Led a team of experts to optimize international holding companies  
Coordinated a team to execute a US$35m M&A transaction  
Head of Legal Practice, M&P, Russia  
Implemented an action plan to restructure a US$300m coal-mining company  
Led a team to set up a large holding company  
Legally supported a US$10m M&A transaction  
Managing Partner, ALBA GROUP, Russia  
Developed a holding company structure  
Project Lawyer, United Metallurgical Company, Russia  
Executed a large-scale coal-mining project, and an ore-mining project in Russia  
Career interests  
Asset management; consulting; corporate finance; mergers and acquisitions; project management

George Blomfield  
Australia  
george.blomfield.mba2016@said.oxford.edu  
City, University of London, UK, MSc Civil Engineering Structures, University of Queensland, Australia, BEng Civil Engineering  
Project Engineer, AJ Lucas Group, Australia  
Project managed the delivery of a lateral exploration drilling programme; value AUS$6m  
Negotiated AUS$300k of project variations on an AUS$4.5m gas drainage drilling program  
Resolved commercial and compliance disputes on an AUS20m gas pipeline project  
Site Engineer, THIESS, Australia  
Delivered work packages on flagship infrastructure projects in Brisbane, Australia  
Resolved conflicts between the civil design team and the project delivery team  
Career interests  
Energy and resource development, infrastructure development, management consulting; private equity, business strategy

Hugo Bobadilla  
Chile  
hugo.bobadilla.mba2016@said.oxford.edu  
University of California – Berkeley, USA, MEng Structural Engineering; Pontificia Universidad Catolica Chile, Chile, BSc Civil Engineering  
Languages: Spanish  
Project Coordinator, Sigdo Koppers – Engineering & Construction, Chile  
Managed structural engineering project for Interconnection Transmission Line SIC-SING in Northern Chile. CAPEX: US$1,000m  
Structural Engineer, Sinclair Knight Mertz, Chile  
Executed structural engineering project for electrical infrastructure at New Mine Level Project, Codelco Chile. CAPEX: US$1,200m  
Project Engineer, Ingendesa, Chile  
Led on-site coordination of structural engineering project for Ilocosina Thermelectrical Power Plant, Endesa Chile. CAPEX: US$750m  
Organized project coordination, structural engineering deliverables and technical support on-site during construction of underground structures for Mapocho Sanitation Project, Aguas Andinas, Chile. CAPEX: US$50m  
Career interests  
Project management, infrastructure, energy, project finance

Adedayo Bolaji-Adio  
Nigeria  
adedayo.bolaji-adio.mba2016@said.oxford.edu  
University of Benin, Nigeria, BSc (Hons) Economics and Statistics  
Development Finance summit  
Partner, Sustainalytics, Canada  
Advised 15 economists to prepare Africa public finance position for negotiations at third International Development Finance summit  
Led five country assessments of the regulatory environment for infrastructure financing  
Programme Analyst, The World Bank, USA  
Collaborated with 15 economists to prepare Africa public finance position for negotiations at third International Development Finance summit  
Led five country assessments of the regulatory environment for infrastructure financing  
Career interests  
Global strategic management, management consulting, fintech, public finance
<table>
<thead>
<tr>
<th>Name</th>
<th>Location, Experience</th>
<th>Relevant Background</th>
<th>Career Interests</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Erik Borthen</strong></td>
<td>Norway</td>
<td>Norwegian School of Economics, Norway, BA Business Administration; Languages: Norwegian</td>
<td>Management, Business consulting, strategy, project management</td>
</tr>
<tr>
<td><strong>Armond Boshoff</strong></td>
<td>South Africa, Netherlands</td>
<td>University of Pretoria, South Africa, BSc Actuarial and Financial Mathematics; Languages: Afrikaans</td>
<td>Financial; Real estate; Private equity; Corporate finance; Strategy; Asset management</td>
</tr>
<tr>
<td><strong>Christopher Bredie</strong></td>
<td>USA, Netherlands</td>
<td>University of Sydney, Australia, Master of Interaction Design and Electronic Arts, Tufts University, US, BSc Biology; Languages: Spanish</td>
<td>Technology; Healthcare; Venture capital</td>
</tr>
<tr>
<td><strong>Paul Brister</strong></td>
<td>UK</td>
<td>Swansea University, UK, MA International Relations; Languages: French</td>
<td>Security; Consulting</td>
</tr>
<tr>
<td><strong>Jarrry Brogden</strong></td>
<td>Australia</td>
<td>Monash University, Australia, BA Commerce (Major: Finance, Major: Accounting)</td>
<td>Entrepreneurship; Technology; Healthcare; Venture capital</td>
</tr>
<tr>
<td><strong>Alisa Buakaew</strong></td>
<td>Thailand</td>
<td>Chulalongkorn University, Thailand, Bachelor of Business Administration, Rouen Business School, France, Exchange Programme; Languages: Thai</td>
<td>Luxury</td>
</tr>
</tbody>
</table>

**Erik Borthen**

**Partner** credit research, **ABG Sundal Collier, Norway**
Led the initiation and maintenance of research coverage on 25+ companies and the credit market in Nordic region.
Delivered in-depth credit analysis and assigned credit ratings to 40+ bond issuances with a total volume of more than US$2.4bn.
Ranked as 7th-best credit analyst in Norway in the Hegner survey after 18 months.

**Financial Analyst, Houltham Lokey, UK**
Provided comprehensive analysis and strategic alternatives for restructuring proposals to both creditors and debtors in distressed situations.
Built restructuring models, assessed credit documentation and comparable restructurings to increase clients’ return by +US$1bn.

**Analyst, Nomura International Plc, UK**
Built LBO models, prepared credit documents and assisted the credit ratings advisory team in its coverage universe.

**Career interests**
- Asset management
- Financial markets
- Hedge fund
- Private equity
- Real estate

**Armond Boshoff**

**Head: Corporate Finance and Treasury, Atterbury Europe B.V., Netherlands and South Africa**
Structured and executed real estate transactions across Central- and Eastern Europe.
Coordinated fundraising activities, both in the international debt- and equity markets.
Total size of the portfolio exceeds €1.1bn.

**Dealmaker, Rand Merchant Bank, South Africa**
Structured and funded mining projects in Africa, including negotiation with external funders.
Implemented commodity hedging for 30+ mining industry clients, thereby optimising balance sheets.
Completed 15+ transactions worth over US$1bn in value for companies in the mining sector.

**Career interests**
- Real estate
- Private equity
- Corporate finance
- Strategy
- Asset management

**Christopher Bredie**

**Founder, Sole Wearables, Austria**
Designed smart sock for diabetics.
Assembled team of complementary professionals.
Lead construction of a prototype.

**Intern, Open Health Systems Laboratory, Washington DC**
Researched cost effectiveness of proton ion cancer therapy.
Advised staff of TATA Memorial Hospital.

**Emergency Medical Technician, Bethesda Chevy Chase Rescue Squad, Bethesda**
Patient care provider leading 911 responses.
Led team of 3-5 fire-fighters and EMIs.

**Career interests**
- Entrepreneurship
- Technology
- Healthcare
- Venture capital

**Paul Brister**

**Security Consultant, OPS Global, UK**
Managed teams of security operators and advised clients on how to mitigate the privacy risk.
Performed threat analysis, and helped clients balance security concerns with the need to be commercially competitive.

**Team Leader, Foreign Legion, France**
Led teams under stressful conditions, contributing to the success of a number of overseas operations.
Frequently given appointments above rank.
Managed high-level training programmes.

**Financial Journalist, Euromoney, UK**
Produced in-depth editorial and market analysis of 16 countries.
Interviewed high-profile industry figures presiding over the year’s biggest deals.
Helped compose a flagship annual publication.

**Career interests**
- Business strategy
- Management consulting
- Strategy
- Project management

**Jarrry Brogden**

**Senior Business Consultant, HSBC, New York, USA**
Designed & Initiated global strategic priorities for Commercial Banking’s 1,200 employees and 50,000 customers.
Reviewed US bank’s physical footprint reducing direct costs by US$60m year on year.

**Process Consultant, HSBC, New York, USA**
Developed new client servicing model for 40,000 Business Banking clients increasing revenue by 10% annually.

**Business Transformation Manager, National Australia Bank, Melbourne, Australia**
Managed a team of 6 specialists to implement a new knowledge management system supporting 400 staff saving AUS$220k annually.

**Career interests**
- Entrepreneurship
- Innovation strategy
- Business development
- Venture capital

**Alisa Buakaew**

**Founder & Managing Partner, Sapphire Swan PR Firm, Thailand**
Executed successful projects for Citibank (US$90k), MAC Cosmetics (US$30k), Teuscher (US$12k).

**Co-Founder & Marketing Director, Paintbar Bangkok, Thailand**
Initiated events and partnerships with well-recognised brands and corporate clients such as Haarm, Erb, Mercedes Benz, UOB Bank, and Pierre Hermès.

**Achieved US $1 million in free PR value, e.g. front-page newspaper coverage/magazine features**

**Head of Marketing and Brand Management, Central Department Store, Thailand**
Led the team for media planning/buying, spokesperson management, promotional strategy development, and event organisation for over 20 global luxury brands, e.g. Pomellato, Kenzo, Moschino, Vivienne Westwood, Maje, Sandro, and Evisu.
Invented world’s first “Xmas Cafe” event/campaign, convinced sponsors to fund 90% by allowing subtle promotion of new coffee shop, aspiring art students, and convinced sponsors to fund 90% by allowing subtle promotion of new coffee shop.

**Career interests**
- Entrepreneurship
- Technology
- Healthcare
- Venture capital

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**Languages:**
- Norwegian
- Afrikaans
- Spanish
- French
- English
- Thai
- Dutch
- Afrikaans

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**Erik Borthen**

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**Armond Boshoff**

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**Christopher Bredie**

christopher.bredie.mba2016@said.oxford.edu

**Paul Brister**

paul.brister.mba2016@said.oxford.edu

**Jarrry Brogden**

jarryd.brogden.mba2016@said.oxford.edu

**Alisa Buakaew**

alisa.buakaew.mba2016@said.oxford.edu
**James Buchanan**

**USA**

james.buchanan.mba2016@said.oxford.edu

London School of Economics, UK, MSc Comparative Politics; University of Georgia, USA, BA International Affairs

Languages: French

**Corporate Development Representative, Huntington Ingalls Industries, USA**

Led vision creation for joint-marketing effort between UK subsidiaries and new US$350m annual opportunity space

Drafed strategic rationale and planning for company’s largest acquisition to date

**Compliance Manager, Huntington Ingalls Industries, USA**

Managed implementation of new ethics and compliance programme for global oil and gas subsidiary

**Associate Analyst, Control Risks, UK**

Created and delivered security risk assessments for leading sponsors of the London Olympic Games

**Career interests**

Corporate strategy; business development; international finance; entrepreneurship

---

**Wenjie Cao**

Canada

wennie.cao.mba2016@said.oxford.edu

McGill University, Canada, BSc Architecture

Languages: Mandarin, Shanghainese

**Intern Architect, Yamamoto Architecture Inc., Canada**

Designed and managed subdivision plans for a US$346m 126-acre community, including 1,245 mixed units, 1 school, and 4 parks

Led development of a US$21m 76-unit townhouse project, from bylaw study, concept design, contextual analysis, to permit drawings

Analysed a heritage home and collaborated with co-consultants on its addition

Negotiated with local governments regarding design flexibility and variance application

**Silent Auction Captain, YWCA Metro Vancouver, Canada**

Led a 10-member team to achieve 35% increase in a record-breaking silent auction

Cultivated prospective donors and secured gifts

**Junior Designer, Besharat Friars Architects, Canada**

Studied behaviors of Alzheimer’s patients and created floor patterns to prevent patients from wandering out of their building

**Career interests**

Consulting; business development; real estate

---

**Toni Chan**

USA

toni.chan.mba2016@said.oxford.edu

Georgetown McDonough School of Business, USA, BSc Marketing

Languages: Mandarin, Cantonese

**Packaging Program Manager, OIA Global, USA**

Drove client strategy for customer account with more than US$15m in gross profit and an average of 180 projects annually

Created and implemented program SOPs, product quality standards, and counterfeit product evaluation processes

**Senior Associate, Ogilvy PR, China**

Researched, wrote, and presented proposals to win new retainer clients worth over RMB 100,000,000 in 2012

Served as international media liaison for 103 journalists from 11 countries at Boao Forum for Asia 2012

**Associate, Ogilvy PR, China**

Communicated client’s thought leadership through creation of industry blog

Translated daily news articles and provided research support for commercial aviation client during China’s first aviation disaster in 6 years

**Career interests**

Operations, corporate strategy, consumer goods, product management

---

**Joseph Byrne**

USA

joseph.byrne.mba2016@said.oxford.edu

University of Michigan, USA, BA Political Science & Spanish

Language: Spanish

**Analyst, Bloomberg New Energy Finance, UK**

Authored research notes on cogeneration and energy storage markets in North America

Compiled & published BNEF’s quarterly global clean energy investment figures

Conducted field research for ClimateScope 2016 on Zimbabwe’s emerging energy markets

**Data Research Analyst, Bloomberg LP, US**

Supplied analysis to consulting projects for the Business Council for Sustainable Enterprise & United Nations Environment Programme

**Compliance Manager, Huntington Ingalls Industries, USA**

Managed implementation of new ethics and compliance programme for global oil and gas subsidiary

**Associate Analyst, Control Risks, UK**

Created and delivered security risk assessments for leading sponsors of the London Olympic Games

**Career interests**

Corporate strategy; business development; international finance; entrepreneurship

---

**Chris Calkin**

USA

chris.calkin.mba2016@said.oxford.edu

University of Washington, US, BA Entrepreneurship

**Sales Director - West, TUNE, USA**

Led team focused on US Sales efforts (US$10m/year), reported directly to CRO

Closed contracts with leading brands, Amazon, Twitter, Uber, resulting in over US$4m committed revenue

Collaborated with CEO to develop market strategy and sales goals, resulting in 50% increase in deal velocity from 2015 - 2016

Helped grow TUNE from 30-370 employees and US$1m to US$75m in revenue from 2011-2016

**Senior Sales Executive and Previous Roles, TUNE, USA**

Prospected and onboarded new clients internationally (45% international revenue), identified expanding sales channels (dating, deals, lead generation)

Directly advised clients in day to day utilisation of platform, managing over 100 accounts ranging from $300/mo. to +$100k/mo. during time as account manager

**Career interests**

Technology; venture capital; product management; entrepreneurship; operations/general management; sales

---

**Nathaniel Yue-Kiu Chan**

Canada, Hong Kong

yue.chan.mba2016@said.oxford.edu

Ryerson University, Canada, BA (Hons) Politics & Governance

Languages: Cantonese

**Research Analyst, City of Toronto, Canada**

Served as the divisional lead on information dissemination regarding the 2015 Pan Am Games (the largest sports event in city history)

Prepared and delivered training presentations to customer service staff and management

Created and managed web content with respect to the most commonly asked questions about municipal services and city issues

**Social Media Analyst, Scotiabank, Canada**

Monitored conservations and brand activity across multiple social media channels

Helped increase Twitter followership by over 40% on the bank’s customer service account

Developed monthly reports for senior management highlighting key social media trends, analytics and competitor benchmarking

**VP International, LetsStopAIDS, Canada**

Organized a HIV prevention campaign in South Africa for 180 youth across six communities

**Career interests**

Technology; new media; product management; entrepreneurship; operations/general management; sales

---

**Joseph Byrne**

USA

joseph.byrne.mba2016@said.oxford.edu

University of Michigan, USA, BA Political Science & Spanish

Language: Spanish

**Analyst, Bloomberg New Energy Finance, UK**

Authored research notes on cogeneration and energy storage markets in North America

Compiled & published BNEF’s quarterly global clean energy investment figures

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**Toni Chan**

USA

toni.chan.mba2016@said.oxford.edu

Georgetown McDonough School of Business, USA, BSc Marketing

Languages: Mandarin, Cantonese

**Packaging Program Manager, OIA Global, USA**

Drove client strategy for customer account with more than US$15m in gross profit and an average of 180 projects annually

Created and implemented program SOPs, product quality standards, and counterfeit product evaluation processes

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**Career interests**

Operations, corporate strategy, consumer goods, product management

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**Chris Calkin**

USA

chris.calkin.mba2016@said.oxford.edu

University of Washington, US, BA Entrepreneurship

**Sales Director - West, TUNE, USA**

Led team focused on US Sales efforts (US$10m/year), reported directly to CRO

Closed contracts with leading brands, Amazon, Twitter, Uber, resulting in over US$4m committed revenue

Collaborated with CEO to develop market strategy and sales goals, resulting in 50% increase in deal velocity from 2015 - 2016

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**Career interests**

Technology; venture capital; product management; entrepreneurship; operations/general management; sales

---

**Nathaniel Yue-Kiu Chan**

Canada, Hong Kong

yue.chan.mba2016@said.oxford.edu

Ryerson University, Canada, BA (Hons) Politics & Governance

Languages: Cantonese

**Research Analyst, City of Toronto, Canada**

Served as the divisional lead on information dissemination regarding the 2015 Pan Am Games (the largest sports event in city history)

Prepared and delivered training presentations to customer service staff and management

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Developed monthly reports for senior management highlighting key social media trends, analytics and competitor benchmarking

**VP International, LetsStopAIDS, Canada**

Organized a HIV prevention campaign in South Africa for 180 youth across six communities

**Career interests**

Technology; new media; product management; entrepreneurship; operations/general management; sales
Mackinley Chang
USA
mackinley.chhaya.mba2016@said.oxford.edu
California State University – Los Angeles, USA, BSBA (summa cum laude) Operations Management Languages: Portuguese, Spanish
Naval Officer, United States Navy, USA
Led 40 personnel, controlled machinery valued at US$1.8bn and managed 10 of 15 mission critical programmes
Devised and implemented operational strategy for 300 personnel, enacted procedures and policies boosted operational efficiency by 33%
Conducted strategy consultation and risk analyses of shipboard operations, reports and recommendations drove mishap rate to zero
Coordinated international maritime logistics for 28 Replenishment-at-Sea operations to transfer supplies and equipment assessed at US$42m
Sergeant, United States Marine Corps, USA
Supervised 10 personnel in maintenance of 12 F/A-18D valued at US$300m; regulated quality assurance standards for 1,000+ assignments
Facilitated retrofit and creation of squadron’s LITENING Targeting Pod system and programme estimated at US$16.8m
Career interests
Operations, management consulting, project management, real estate, technology

Aditi Chatterjee
India
aditi.chatterjee.mba2016@said.oxford.edu
Symbiosis International University, India, BBA Accounting and Finance Languages: Hindi, Bengali
Gandhi Fellow, Kaivalya Education Foundation, India
Leadership development head of 10 low-income public schools in Mumbai and community development in the surrounding slums
Lived in the slums of Mumbai for a month and started a project to fund drop out slum kids to go back to school
Represented the Fellowship at the Ministry of Human Resource Development, India to discuss challenges of the low income primary education sector in India
Associate Consultant, EY, India
Fraud Investigation of white collar crimes
Designed a structure for analysis of claims worth US$50m for a shipping company
Analyst, KPMG, India
Business process design to mitigate risk and strengthen internal controls
Led team of 12 to identify a procurement fraud of US$1.3m in a manufacturing company
Career interests
Social sector consulting,csv and inclusive business strategy, social entrepreneurship

Meraj Chhaya
South Africa, Portugal
meraj.chhaya.mba2016@said.oxford.edu
University of Johannesburg, MSc Information Technology Languages: Portuguese, Spanish
Associate, McKinsey & Co, South Africa
Led the people workflow on the digital transformation of a Pan-African financial services company
Information Security Consultant, Wolfpack Information Risk, South Africa
Developed technical designs, testing and support initiatives
Developed and documented information security frameworks, policies, and procedures for major corporations listed on the Johannesburg Stock Exchange
Head of Software Development, TugaLogix, Portugal
Was responsible for the management of TugaLogix’s in-house and outsourced website and software development teams
Engaged directly with the CEO and was tasked with communicating with high-level clients located all around the world
Career interests
Management consulting, innovation strategy, technology

Laury Chidoni
South Africa, Italy
laury.chidoni.mba2016@said.oxford.edu
University of Cape Town, South Africa, BBusSci (Hons) Management Studies (Major: Marketing)
Head of Operations, Quirk, UK
Managed forecast and assessment of financial performance against budget of £1.4m
Business Analyst, Quirk, UK
Designed data architecture and digital platform accessed by 7,000 partners worldwide
Selected as member of Senior Executive Committee
Consultant, Quirk, UK
Established and grew in-house web analytics and user experience teams
Participated in accelerated leadership development programme for top performing 5%
Web Analyst, Quirk, UK and South Africa
Co-authored online course in web analytics, studied by +1,000 students globally per year
Created mandatory digital standards for a client across 80 countries and 200 brands
Career interests
Impact investing, social entrepreneurship, impact consulting, operations, business strategy

Rutendo Chigora
Zimbabwe
rutendo.chigora.mba2016@said.oxford.edu
Blavatnik School of Government – University of Oxford, UK, Master of Public Policy, University of Pennsylvania, USA, BA Political Science & International Development Languages: French, Shona
Public Policy Fellow, McKinsey & Company, USA & Mexico
Conducted sector and industry research for the Public Sector Practice’s Economic Development Service line
Created strategy documents for clients on enhancing sector competitiveness in tourism, logistics, healthcare, and automotive manufacturing
Investment and Management Summer Associate, Bridgewater Associates, USA
Managed information sharing and management projects for the research department
Worked on Emerging Markets team to forecast developments in East Asian bond markets
Completed a summer investment class
Founder and President, ZW Connect, Zimbabwe
Founded and ran ZW Connect, an incubator for community businesses in Harare, Zimbabwe
Won the Social Venture Challenge at the Clinton Global Initiatives Conference in 2014
Career interests
Consulting, entrepreneurship, international development, public finance

 Yi Fei Chen
Taiwan
yi-fei.chen.mba2016@said.oxford.edu
National Taiwan University of Science and Technology, Taiwan, BA Creative Design Languages: Mandarin
Special Assistant to CEO, Shye Jih Co Ltd, Taiwan
Developed supplier price negotiation strategy and resolved 12%-17% of cost increase
Led strategy to win auction for Taiwanese Government Power Station project
Provided strategy and led negotiation
International Coordinator, Shye Jih Co Ltd, Taiwan
Created new governmental request SOP across Asia. Related business tripled
Coordinated with supplier and clients in Japan, China, Vietnam, Mauritius, Indonesia, and Taiwan
Contract Project and Design Manager, Sesame Village English Education Publisher, Taiwan
Developed the content and design for English as Second Language instruction books
Led 4 writers, editors, 6 artists and designers from the US and Taiwan
Career interests
Luxury; marketing, product management, project management

Languages:

Meraj Chhaya
South Africa, Portugal
meraj.chhaya.mba2016@said.oxford.edu
University of Johannesburg, MSc Information Technology Languages: Portuguese, Spanish
Associate, McKinsey & Co, South Africa
Led the people workflow on the digital transformation of a Pan-African financial services company
Information Security Consultant, Wolfpack Information Risk, South Africa
Developed technical designs, testing and support initiatives
Developed and documented information security frameworks, policies, and procedures for major corporations listed on the Johannesburg Stock Exchange
Head of Software Development, TugaLogix, Portugal
Was responsible for the management of TugaLogix’s in-house and outsourced website and software development teams
Engaged directly with the CEO and was tasked with communicating with high-level clients located all around the world
Career interests
Management consulting, innovation strategy, technology

Laury Chidoni
South Africa, Italy
laury.chidoni.mba2016@said.oxford.edu
University of Cape Town, South Africa, BBusSci (Hons) Management Studies (Major: Marketing)
Head of Operations, Quirk, UK
Managed forecast and assessment of financial performance against budget of £1.4m
Business Analyst, Quirk, UK
Designed data architecture and digital platform accessed by 7,000 partners worldwide
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Consultant, Quirk, UK
Established and grew in-house web analytics and user experience teams
Participated in accelerated leadership development programme for top performing 5%
Web Analyst, Quirk, UK and South Africa
Co-authored online course in web analytics, studied by +1,000 students globally per year
Created mandatory digital standards for a client across 80 countries and 200 brands
Career interests
Impact investing, social entrepreneurship, impact consulting, operations, business strategy

Rutendo Chigora
Zimbabwe
rutendo.chigora.mba2016@said.oxford.edu
Blavatnik School of Government – University of Oxford, UK, Master of Public Policy, University of Pennsylvania, USA, BA Political Science & International Development Languages: French, Shona
Public Policy Fellow, McKinsey & Company, USA & Mexico
Conducted sector and industry research for the Public Sector Practice’s Economic Development Service line
Created strategy documents for clients on enhancing sector competitiveness in tourism, logistics, healthcare, and automotive manufacturing
Investment and Management Summer Associate, Bridgewater Associates, USA
Managed information sharing and management projects for the research department
Worked on Emerging Markets team to forecast developments in East Asian bond markets
Completed a summer investment class
Founder and President, ZW Connect, Zimbabwe
Founded and ran ZW Connect, an incubator for community businesses in Harare, Zimbabwe
Won the Social Venture Challenge at the Clinton Global Initiatives Conference in 2014
Career interests
Consulting, entrepreneurship, international development, public finance

Languages:
Ko Young Choi  
**South Korea**  
ky.choi.mba2016@said.oxford.edu  
Berklee College of Music, USA, BM Music Business and Management  
Languages: Korean  

**Pre-MBA Intern, Moosoo Inc, South Korea**  
Oversaw the VR platform development and conducted the usability studies  
Served as sales manager and achieved US$25,000 in sales  

**Command and Training Officer, Republic of Korea Air Force, South Korea**  
Acted as commander for reserved forces  
Led operations and administration team with an annual budget of US$30,000  

**Assistant Manager, YUSUNG CORPORATION, South Korea**  
Managed global marketing and sales efforts  

**Marketing Associate, AEG Live Nashville, United States**  
Marketed major concerts and tours (Bon Jovi, Sugarland, Black Eyed Peas and Justin Bieber)  
Developed partnerships and negotiated media buys with major advertisers (Google, Sony)  

**Career interests**  
Technology product management; marketing; general management entrepreneurship

Wang Ying Chua  
**Malaysia**  
wangying.chua.mba2016@said.oxford.edu  
Multimedia University, Malaysia, BEng (Hons)  
Electronics (Major: Telecommunications)  
Languages: Malay  

**Strategic Marketing Manager, Vads Lyfe Sdn Bhd, Malaysia**  
Led a cross functional team of more than twenty members for Smart City Product Development  
Smart City product training for sales team  

**Global Enterprise Sales Executive, Telekom Malaysia Bhd, Malaysia**  
Awarded best sales team for first sales closure of Global Enterprise unit  
Three-year business plan development totaling RM70m, targeting multinational companies  

**Consultancy & Solutions Executive, Telekom Malaysia Bhd, Malaysia**  
Pre-sales consultant for global networks,  
Supported sales team to close RM93m in 2012  

**Planning & Project Management Executive, Telekom Malaysia Bhd, Malaysia**  
Coordinated rollout of High Speed Broadband infrastructure, achieved target of 1m premises  

**Career interests**  
Social entrepreneurship; technology; sustainability; government, consulting

Charles Cohick  
**USA**  
charles.cohick.mba2016@said.oxford.edu  
Wheaton College, USA, BS Mathematics, Economics  

**Wealth Advisor Associate, Index Fund Advisors, USA**  
Led adoption of FA FePlan, coordinating 15 office users and adding over 700 clients  
Directed launch of IndexFunds.com, adding $100k under management  

**Financial Associate, Mercer Advisors, USA**  
Directed tax loss harvesting trades for three offices 2013  

**Executive Assistant, John Stott Ministries, USA**  
Organised logistics for three board member meetings  
Ran support for own position  

**Career interests**  
Product management, corporate strategy, project management, impact investing

Jennifer Collins  
**Canada, UK**  
jennifer.collins.mba2016@said.oxford.edu  
University of Toronto, Canada, BA (Hons)  
(Specialist: Linguistics; Minor: Political Science)  
Languages: French  

**Business Development Manager, Hill+Knowlton Strategies, WPP, UK**  
Led UK new business and marketing team  
Advised clients on over 80m worth of new business opportunities across the globe  
Contributed to 38% increase in new business conversion rate  
Produced awards submissions including winning Agency of the Year and a Cannes Lion  

**(Junior) Business Development Executive, Hill+Knowlton Strategies, WPP, UK**  
Created agency’s marketing content for website, print, social media and events  
Coordinated new business materials and pitch process across UK and EMEA  

**Account Coordinator, Idea Workshop, Canada**  
Executed media relations strategies for clients across retail and property development  
Created social media plans and content for clients in FMCG industry  

**Career interests**  
Strategy; consulting; social impact; business development; marketing

Kristine M S Clasen  
**Norway, Germany**  
kristine.clasen.mba2016@said.oxford.edu  
Christian Albrechts Universitat zu Kiel, Germany, MD, licensed to practise in all member countries of the EU and Norway  

**Resident Doctor Internal Medicine, Hospital of Arvika, Sweden**  
Member of Management Team Medical Clinic  
Head of Doctoral Resource Planning  
Team leader of project group to optimise visiting rounds  

**Career interests**  
Healthcare, pharmaceuticals, civil service and government
Amer Comair USA, Lebanon
amer.comair.mba2016@said.oxford.edu
American University of Beirut, Lebanon, ME Civil Engineering, American University of Beirut, Lebanon, BE Civil Engineering (Minor: Engineering Management)
Languages: Arabic, French
Project Manager, Les Cimes du Liban, Lebanon
Performed the pre-project planning and monitored construction development projects worth US$65m
Assisted in the launching and structuring of the company in Cyprus
Construction Manager, Generic Engineering Technologies, Lebanon
Led an execution team of eight engineers for the construction of a thirty thousand square metres residential palace owned by the royal Qatari family
 Participated in the pre-project planning, scheduling, budgeting, staff managing, monitoring, and progress reporting of five projects worth US$120m
Career interests
Real estate; consulting; engineering; business strategy

David Crowley UK
david.crowley.mba2016@said.oxford.edu
University of Nottingham, UK, BA (Hons) Management
Portfolio Manager, Camomille LLP, London
At peak assets managed CHF 135m absolute return global macro portfolio
Responsible for fixed income and FX trading strategies in cash and derivative markets
Generated over CHF 50m profits between 2007 and 2014
Execution trader, Camomille LLP, London
Responsible for accurate and timely trade execution on US $1bn of private and public mandates
Conducted macro research and generated trade ideas to disseminate to all relevant investment personnel
Trade Support, Camomille LLP, London
Generated daily and monthly P&L, NAV and risk reporting
Performed daily reconciliation of investment positions to prime broker holdings for 4 funds with total AUM of US $800m
Career interests
Asset management, venture capital; fintech; social impact investing

Jacob Cushnie Canada
jacob.cushnie.mba2016@said.oxford.edu
Columbia University, USA, BA Biological Sciences, Harvard Extension School, Corporate Strategy
Languages: French
Business Manager, Aberdeen Asset Management, USA
Performed in-depth analyses on Distribution-wide sales activity, asset flows, and market strategy over a $13b pipeline
Implemented a structural change in Distribution improving work efficiency of 100+ personnel
Business & CRM Analyst, Aberdeen Asset Management, USA
Analyzed financial spend recommending efficient allocation of $13m budget
Led distribution strategy across sales, client relations, and marketing teams

Harish Dadoo Mexico
harish.dadoo.mba2016@said.oxford.edu
Purdue University, USA, BS Industrial Engineering (Minor: Political Science)
Languages: Spanish
Associate, Estructura Partners, Mexico / USA
Served as the sole Associate on the self-side team during Alliance Boots’s US$638m acquisition of FASA
Managed the Investor Relations assignments for a conglomerate of public companies listed in the Mexican BMV and NYSE
Led the valuation process and drafted the business plan for a US$1bn PE investment in a network of petro-fluid terminals
Analyst, 414 Capital, USA
Provided M&A advisory to family-owned businesses
Analyst, Dadoo & Asociados, Mexico
Built complex financial valuation models and conducted due diligence processes
Career interests
Private equity, mergers and acquisitions, energy and resources

Michael Dagley Australia
michael.dagley.mba2016@said.oxford.edu
The University of Melbourne, Australia, PhD Biochemistry, BSc (Hons) Biochemistry, BScMedSc
Research Fellow, The University of Melbourne, Australia
 Studied neglected tropical diseases, with a focus on targeting metabolism
Created new analytical software for a metabolic analysis technique which dramatically reduced data analysis time and has received commercial interest
Developed a drug screening method which featured on the cover of a drug discovery journal
Published six scientific papers in major peer-reviewed international journals
Postdoctoral Scientist, University Health Network, Canada
Investigated methods for deriving chamber-specific heart cells from human stem cells
Postdoctoral Scientist, Monash University, Australia
Published two research papers on a major fungal pathogen affecting humans
Career interests
Venture capital; biotechnology; entrepreneurship; renewable energy; technology

Akshay Dalal India
akshay.dalal.mba2016@said.oxford.edu
Netaji Subhas Institute of Technology, India, BE Instrumentation and Control Engineering
Languages: Urdu, Hindi, Punjabi
Senior Consultant, Deloitte & Touche Middle East (DTME), Middle East
Led development of a new service line providing Software Asset Management (SAM) solutions
Directed a team of fifteen consultants spread over nine countries, evolving SAM into a USD$1m offering
Formulated and finalized key regulations for CBIAE’s EIBOR manual
Nominated as DTME’s focal point for ERP risk advisory services for education client portfolio
Conducted Healthcare Audits for UAE’s Health ministry aimed at improving patient safety
Consultant, Deloitte & Touche US-India, India
Led multiple IT General Controls and Business Process controls testing engagements for Fortune 500 banking clients
Conducted Channel Audit and Royalty inspections for clients in EMEA recovering a cumulative amount of USD4-1m
Career interests
Consulting; business strategy; corporate strategy; risk management; marketing
Nishit Das  India
nisbit.das.mba2016@said.oxford.edu
National Institute of Technology – Durgapur, India, BE Electronics and Communication
Languages: Oriya, Bengali
Business Process Manager, Coherent, Singapore
Conceptualized, designed and implemented “Dynamic Pull Based System” by leading a team of 20, resulted in a $2m+ savings.
Improved raw stock holding by 40% by initiating CI and VVI programs with major vendors.
Reduced average WIP inventory from 6 weeks to 4 by optimising the supply of materials through visual e-kanban and RFID.
Senior Consultant, Infosys, Germany
Managed a team of 10 consultants to implement Oracle ERP in a manufacturing plant in Lubeck ($1.2m project).
Analyzed & approved business process mapping for a $10M project for an Electronics distributor client.
ASE, Tata Consultancy Services, USA
Supervised a project consisting of 20 team members and generating $1.4m revenue PA to provide round clock application support to GE.
Career interests
Supply chain, manufacturing consulting, information technology, ERP

Kevin Davis  USA
kevin.davis.mba2016@said.oxford.edu
University of Cincinnati, USA, BSc Aerospace Engineering
Product Development Engineer, Barnes Aerospace, USA
Performed financial analysis and developed sales proposal packages for major aircraft engine manufacturers.
Acted as project manager to transition R&D projects full production processes.
Managed customer discussions during sales proposals and joint R&D projects.
Process Engineer, Barnes Aerospace, USA
Managed cross-functional waste reduction team, resulting in US$1.5m in annual operating cost reduction.
Designed new shop layout and process flow, improving on-time delivery from 38% to 95%.
Led employee training sessions on the use of Lean Manufacturing tools.
Career interests
Business development, strategy, project management, consulting, analytical finance

Allegra Day  Australia
allegra.day.mba2016@said.oxford.edu
University of Sydney, Australia, BEcon; LLB (Hons)
Consultant, Social Ventures Australia, Australia
Conducted financial modelling of value created by Australian Government Indigenous employment programmes worth A$408m.
Developed social investment strategy for corporate foundation with A$150m corpus.
Facilitated pilot collaborative initiative impacting over 80,000 Australians with complex mental illness.
Defence Intern, International Criminal Tribunal for the Former Yugoslavia, Netherlands
Drafted ~5 successful motions to advance Defence case in material respects.
Prepared research reports to assist with case strategy and identify key risks.
Career interests
Social entrepreneurship, impact investing, social/innovative finance, strategy, operations

Mayank Dayal  India, Canada eligible permanent resident
mayank.dayal.mba2016@said.oxford.edu
Birla Institute of Technology & Science – Pilani, UAE, BE (Hons) Electronics & Instrumentation
Languages: Hindi
Senior Advisory Consultant, IBM, India
Led consulting teams on Strategy & Process Modeling projects (Subscriber Acquisition, Care, Marketing) for new Indian telecom entrant as part of US$350m engagement.
Coalforded Business Metrics Framework published by TM Forum as industry benchmark.
Advisory Consultant, IBM, India
Planned & oversaw implementation of strategic initiatives of omni-channel experience & Points of Sale digitisation for telecom client.
Modelled Process Framework to strengthen US$50m+ sales proposal for Turkish firm.
Senior Consultant, IBM, India
Steered Channel Sales & Logistics business scope alignment project for client.
Conducted workshops to reduce telecom operator’s Customer Acquisition Time by 70%.
Career interests
Management consulting, business strategy, telecommunications, entrepreneurship

Louis De Kock  South Africa
louis.dekock.mba2016@said.oxford.edu
South African Institute of Chartered Accountants, University of Stellenbosch, RSA, BComm Accounting (Hons)
Consultant, Wildeklawer, South Africa
Devised African expansion strategy for large agri-food business and co-led trade missions to Namibia, Rwanda and Zambia.
Private Equity Analyst, Investec Asset Management, South Africa
African Private Equity fund with US$450m AUM
Assessed buyout transactions in consumer focused businesses in East and West Africa.
Prepared financial models for buyout deals. Presented valuations to executives for approval.
Financial Accountant, Investec Bank, UK
Designed and implemented new accounting system that automated the compilation of statutory accounts required for UK filings.
Founder, Automated Retail Solutions
As a student, founded an automated retail business and grew revenue to R1.5m within a year; successfully disposed of business.
Career interests
E-commerce, retail, agri-food, technology

Arjun Dhall  India
arjun.dhall.mba2016@said.oxford.edu
Kathmandu University, Nepal, MBB Medicine & Surgery
Languages: Hindi, Urdu, Bengali
Junior Resident Doctor, Private Clinic of Dr. P K Jha, India
Took detailed medical histories, explained treatment plans to patients and maintained accurate treatment records.
Physically examined patients with dermatological conditions.
Junior Resident Doctor (First-on-call), Global Health Pvt. Ltd. (Medanta – The Medicity Hospital), India
Led a team of twelve nurses and two interns, and addressed the basic health concerns of patients admitted on an assigned floor.
Intern Doctor, Manipal Teaching Hospital, Nepal
Completed postings at Naulgojhati, Nepal (Drug rehabilitation and AIDS prevention center) and Regional Tuberculosis center (Ministry of Health and Population, Government of Nepal)
Career interests
Healthcare; pharmaceuticals; research; social entrepreneurship
Vikram Dhingra
Indiavalikram.dhingra.mba2016@said.oxford.edu

University of Delhi, India, BE Electronics and Communications Languages: Hindi, Punjabi

Analyst, McKinsey & Company, India
Co-Lead India growth strategy for US$100bn global technology client focused on Micro & SMB businesses Formulated 5-year growth strategy for US$35bn global technology distributor Designed US$1bn opportunity in Indian ICT sector for US$20bn Australian telecom client Devised US$2bn market opportunity in Smart city applications for US$20bn Singapore telecom client across 4 countries

Designed and developed proprietary knowledge assets on Internet of Things, Technology Start-ups & Wearable Technology

Junior Analyst, McKinsey & Company, Country
Developed US$8bn ecommerce strategy for US$15bn African telecom operator Conducted due diligence for a US$0.5bn technology provider on glass substrate industry

Career interests Management consulting, business strategy, technology, product management, venture capital

Bharat Dhody
Indiabharat.dhody.mba2016@said.oxford.edu

School of Oriental and African Studies, UK, BSc Economics Languages: Hindi

Director, Casa Boutique Hotels, India
Diversified business into luxury homes market Revamped F&B strategy to increase restaurant revenue by 600%

Research Assistant, The International Initiative of Impact Evaluation (3ie), India
Prepared grant window and raised $7m to increase overall stock of evaluations (since 2005) in $22bn humanitarian sector by 33%

Audited internal processes and recommended changes that improved efficiency by 20%

Head of Marketing, Shiv Nadar Schools, India
Led sales team of five and administered $0.5m budget to achieve maximum admissions in all branches in first and second year of operation

Criticised and refined our $210m scaling plan Developed institution-wide evaluation processes raising parent satisfaction by 30%

Career interests Entrepreneurship, social entrepreneurship, management consulting, charity, not for profit and development work, hospitality

Sagar Doshi
USAvalikram.dhingra.mba2016@said.oxford.edu

Stanford University, USA, BA Political Science Technical Advisor, African Leadership Academy, South Africa

Chose and implemented new recruiting software and trained ~100-person organisation Reengineered procurement process Designed digital display centrepiece, connecting visualisation librarians with students

Special Assistant to Chairman, Federal Communications Commission, USA

Advised on net neutrality & its 2.5m comments Built data analyses of FCC voting history Hired, trained, and mentored ~15 law clerks Overhauled FCC consumer complaints system (handling >30,000 monthly)

Mobile Product Specialist, Google, USA

Launched five partnership products for ad publishers and mobile app developers Integrated >10,000 apps from US$750m AdMob acquisition into Google infrastructure Beat sales targets (155% on average in 2011)

Career interests Technology, game design, entrepreneurship, social impact, product management

Bharat Dhody
Indiabharat.dhody.mba2016@said.oxford.edu

School of Oriental and African Studies, UK, BSc Economics Languages: Hindi

Director, Casa Boutique Hotels, India
Diversified business into luxury homes market Revamped F&B strategy to increase restaurant revenue by 600%

Research Assistant, The International Initiative of Impact Evaluation (3ie), India
Prepared grant window and raised $7m to increase overall stock of evaluations (since 2005) in $22bn humanitarian sector by 33%

Audited internal processes and recommended changes that improved efficiency by 20%

Head of Marketing, Shiv Nadar Schools, India
Led sales team of five and administered $0.5m budget to achieve maximum admissions in all branches in first and second year of operation

Criticised and refined our $210m scaling plan Developed institution-wide evaluation processes raising parent satisfaction by 30%

Career interests Entrepreneurship, social entrepreneurship, management consulting, charity, not for profit and development work, hospitality

Mayank Dwivedi
India
mayank.dwivedi.mba2016@said.oxford.edu

Indian Institute of Technology Bombay, India, BTech + M Tech in Mechanical Engineering Languages: Hindi

Entrepreneur in Residence, Shuttl.com, India
Built bus-mix model, resulting in identification of excess vehicles and an eventual cost saving of INR 4 m per month Led a team of three analysts to develop visual dashboards for KR tracking and analysis

Co-Founder, Foodeato.com, India
Recruited and trained a team of seventeen persons to handle customer care, ground operations and offline marketing Optimised delivery time from 1 hour to within 30 mts by implementing a hyperlocal logistics model, reducing customer queries by half

Operations Manager, Healthkart.com, India
Started self-logistics network of healthkart, expanded across Indian metros, covering 40% of Healthkart’s shipments Reduced logistics costs by 25% by designing a courier allocation system, coordinated with tech team for implementation

Career interests Business strategy, operations, product management, entrepreneurship, consulting

Afua Dogbatsey
Ghana
afua.dogbatsey.mba2016@said.oxford.edu

Ashes University, Ghana, BSc. Business Administration Languages: Akan

Manager, Strategic Initiatives, Petra Trust Company Limited, Ghana
Ensured implementation of firm’s strategic initiatives Launched industry’s most recognised retail product through product innovation process

Portfolio Team Lead, Petra Trust Company Limited, Ghana
Registered 5 pension schemes, collectively managing accounts for 1000+ companies

Coordinated due diligence process resulting in a US$3m investment from institutional investor

Operations Analyst, Petra Trust Company Limited, Ghana
Prepared company’s annual budget with Deputy Managing Director

Facilitated first full year audit by preparing year end accounts and liaised with external auditors

Davidson Edwards
Dominica
davidson.edwards.mba2016@said.oxford.edu

University of Oxford, UK, MSc Computer Science; Goldsmiths, University of London, UK, BSc (Hons) Computing and Information Systems

Sole Proprietor, Tropicode Software Solutions, Dominica
Founded the first software development business in Dominica Formed and managed development teams of up to six team members

Constructs web-applications and prototypes for five projects

Software Developer, Jolly’s Pharmacy Ltd, Dominica
Developed two web applications to improve existing business processes

Customer Relations Representative, National Bank of Dominica Ltd, Dominica
Automated various business processes using custom VBA applications

Assessed a Signature Verification/Voucher Scanning System to determine implementation readiness

Career interests Entrepreneurship, information technology, impact investing, innovation strategy
Anna Ermakova USA, Russia
anna.ermakova.mba2016@said.oxford.edu
Boston College, US, PhD Applied Educational Psychology; Moscow University Touro, BSc Business Management Languages: Russian
Program Manager, Bridge International Academies, USA/ Kenya
Scaled up an academic programme from pilot to 470 academies in Kenya and Uganda
Designed curriculum for over 2000 classrooms, teacher/principal training of 4000 participants
Increased programme field ratings by 15% in first 6 weeks
Researcher/Instructor, Boston College, USA
11 articles, 1 book chapter, 14 conference presentations
Designed, conducted and analysed data for 6 local and international research studies
Planned & delivered 2 university courses
Independent Consultant, World Bank, USA/Russia
Conducted US-Russia curriculum comparison
Tested and adapted a cross-national math assessment tool
Career interests
Social entrepreneurship, public and social sector consulting, development work, education

Nathan Evans UK
nathan.evans.mba2016@said.oxford.edu
Cranfield University, UK, MSc Explosive Ordnance Engineering; Plymouth University, UK, BSc (Hons) Surf Science and Technology Languages: Welsh
Major — Capability Officer, British Army, UK
Structured and refined specification for UK Social Media intelligence capability
Major — Deputy Director Support, MENA
Led a 25-person team to negotiate and deliver 38 $multimillion contracts across 6 countries navigated complex trade legislation to resource the mission. Achieved savings of over US$25m
Experienced at briefing heads of state and senior defence officials
Major — Regional Engagement Manager, UK
Project Officer for public events of 2014 NATO Summit
 Liaised with No. 10, the Cabinet Office, government bodies, police and multi-agency teams, obtained funding and scoped and organised all on-show military components
Career interests
Strategy consulting, management consulting, business strategy, data strategy

Alexandros Evripides Cyprus
alexandros.evripides.mba2016@said.oxford.edu
London Business School, UK, MSc Management; University of Cambridge, UK, MPhil Advanced Computer Science; Imperial College London, UK, MSc Computing (Creative Industries); University College London, UK, BSc Computer Science Languages: Greek
Corporate Development Manager, Genesis Pharma SA, Greece
Developed business cases for new Biotech product partnerships
Drafted a Market Access Plan for a Balkan Country to facilitate fast market entry for an Oncology product
Reengineered Business Intelligence System to enable potential partner lead identification and quick follow up
Corporate Finance Consultant, PwC, Greece
Performed Market and Industry Analysis (including analysing Business Plans)
Prepared company valuations
Developed Financial Models for major clients
Career interests
Entrepreneurship, private equity, corporate finance, biotechnology, technology

Kyle Ewen UK, South Africa
kyle.ewen.mba2016@said.oxford.edu
Chartered Accountant (South Africa), University of Stellenbosch, South Africa, BAccouting (Hons) (cumlaude)
Manager, Deloitte, South Africa
Managed Treasury and Investment banking divisions audits of Tier 1 South African banks
Assisted clients in compliance with International Financial Reporting Standards
Executed advisory projects in financial instrument modelling and valuation, accounting standards implementation, treasury function analysis, and loan book due diligence
Held responsibility for the training and development of internship candidates
Training and development of internship candidates
Audit Senior, Deloitte & Touche Offshore Assignments, USA
Short term audit assignment working on 10 mezzanine investment funds
Audit Senior, Deloitte, South Africa
Completed Chartered Accountant internship focusing on Treasury and Investment banking clients, with constant high performance rating
Career interests
Investing banking, private equity, supranational finance institutions, general management

Julie Fabrizio USA
julie.fabrizio.mba2016@said.oxford.edu
Princeton University, USA, BA History
Vice President, Citigroup, USA
Led Fixed income sales coverage of US institutional clients, concentrated on macro hedge fund and asset managers with AUM of US$500m—US$5bn
Worked closely with strategy and trading colleagues to provide short and long-term trade ideas for clients
Co-directed desk’s 10-week summer internship programme, working with human resources to hire first-year analysts
Associate, Bank of America Merrill Lynch, USA
Provided coverage of US Corporate clients focused on Real Estate, Autos, Leveraged Finance and Retail companies
Designed customised risk management recommendations, primarily interest rate and FX hedging solutions
Collaborated with Investment Banking and FX colleagues to assist clients in cross-border and strategic M&A situations
Career interests
Travel, hospitality and leisure, entrepreneurship

Dana Feldman Israel, USA
dana.feldman.mba2016@said.oxford.edu
The Hebrew University of Jerusalem, Israel, BA International Relation and Communications & Journalism Languages: Hebrew
Advertising Content Director, The Jerusalem Post, Israel
Liaison to advertisers and ad agencies, with revenues from advertising sales exceeding 50% of the newspaper’s annual revenue
Final editorial and approval responsibilities of all print ads content
Foreign Press PR Team/Marketing Team associate, The Hebrew University, Israel
Led the University’s Rebranding Project: researching faculties and surveying students
Oversees the University’s English websites: writing & editing content, upkeep, promotion
Wrote press releases for researchers
PR & Marketing Director, Ziontours, Israel
Created the agency’s social media activities, resulting in 4500 monthly hits and new clients
Organised all online marketing strategies resulting in new revenues of $250,000 per annum
Career interests
Marketing, entrepreneurship, media, tourism
Juan Pedro Fernandez Cueto  Mexico  

Escuela Libre de Derecho, Mexico, LLB Law; University of Notre Dame, USA, Economics, Political, and Social Sciences  
Languages: Spanish  

Project Manager and Partner, Intele Sit Solutions, Mexico  
Managed special projects in a telecommunications startup  
Coordinated a project for constructing assorted cell towers in a remote area of Mexico City to erect and lease infrastructure  
Designed and landed a 20-year contract as telecommunications infrastructure provider, growing annual revenue ~US$110,000 and ~45% annual return rate  

Attorney at law, Consorcio de Litigio Estratégico, Mexico  
Represented in court and provided legal advisory for telecommunications concessions during enforcement of Mexican new Telecommunications Regulation  
Adviser, Private Secretariat of President Calderón, Mexico  
Created weekly press media analysis of president’s message diffusion, planning and forecasting upcoming impacts  
Performed legal analysis for President’s constitutional and international human rights implications  

Career interests  
Strategy, consulting, project management, media, telecommunications, innovation strategy, impact investing, entrepreneurship  

Ndakuna Fonso Amidou  Cameroon, UK  

Oxford University, UK, MSc Social Science of the Internet; Brunel University, UK, BEng(Hons) Electronic and Electrical Engineering; Capitol, Cameroon, HND Nursing  
Languages: French  

UK Best Black Student (2016)  
Pershing Square Scholar  
IET Prize Winner  
IT Project/Program Manager, Vodafone, UK and INDIA  
Delivered projects between £250k-£5m  
Migrated 50m customers for 4G launch  
Saved £2m in Opex, improved infrastructure review process  
System Engineer, United Nations (and Motorola), EMEA  
Designed £11m Communication System for UN missions in Afghanistan  
Awarded Motorola Junior Engineer Prize  
Mental Health Professional, NHS, England  
Led healthcare provision for forensic patients, across three services  
Founder of ‘Centre De Sante HARDA’ (2008)  
Cheap and affordable healthcare Provider - Cameroon; Delivered 2000+ babies  

Career interests:  
Entrepreneurship, technology and operations, consulting, finance  

Christopher Forsythe  UK  

University of Bristol, UK, BEng Mechanical Engineering  

General Field Engineer, Schlumberger, Brazil  
Engineer incharge of the SenTIL field trial, an industry-first subsea landing string technology  
Created manuals and conducted theoretical & practical training classes in Brazil  
Integrated trial with an existing subsea project in Brazil for Petrobras, worth over $60m, operating in ultra-deep waters (~2,000m)  

Senior Field Engineer, Schlumberger, Australia  
Offshore Wellsite supervisor in the deployment of subsea test trees for Shell-Prelude project  
Lead the system integration testing with third party companies during pre-deployment phase  
Extensive rig inspection for compatibility with Schlumberger subsea equipment in Singapore  
Field Engineer, Schlumberger, Malaysia  
Team member for the Shell-Malampaya project (~$20m) in the Philippines, first deployment of the SenTIL/AVAN system in South East Asia  
Assisted with the design and build phase of the subsea test tree at the product centre, USA  

Career interests:  
Renewable energy, energy & resources, business development, technical sales & marketing, consulting  

Edward Fricker  Australia, Croatia, UK  

University of Queensland, Australia, Bachelor of Laws; Temple University, USA/Japan, MSc in Education & Technology  
Languages: Japanese, French  

General Counsel, MedSec, USA  
Legal, Finance, Admin, Contracts, Compliance  
All business development in a tech startup  
Cybersecurity, IP law, HIPAA, CFAA, DMCA  
Associate, Zensho Consulting Group, Japan  
Consulted with financial institutions regarding their needs for compliance, legal and risk management  
Sourced skilled talent for US/UK law firms and US financial institutions in Tokyo  
Lecturer, Dokkyo University, Japan  
Taught law school students and foreign studies students in lectures and tutorials  
Analysed targeted testing data, created targeted syllabi, tests and statistics  

Career interests:  
Tech, consulting, entrepreneurship, legal, private equity  

Edward Fricker  Australia, Croatia, UK  

University of Queensland, Australia, Bachelor of Laws; Temple University, USA/Japan, MSc in Education & Technology  
Languages: Japanese, French  

General Counsel, MedSec, USA  
Legal, Finance, Admin, Contracts, Compliance  
All business development in a tech startup  
Cybersecurity, IP law, HIPAA, CFAA, DMCA  
Associate, Zensho Consulting Group, Japan  
Consulted with financial institutions regarding their needs for compliance, legal and risk management  
Sourced skilled talent for US/UK law firms and US financial institutions in Tokyo  
Lecturer, Dokkyo University, Japan  
Taught law school students and foreign studies students in lectures and tutorials  
Analysed targeted testing data, created targeted syllabi, tests and statistics  

Career interests:  
Tech, consulting, entrepreneurship, legal, private equity  

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Robyn Fukumoto USA
robyn.fukumoto.mba2016@said.oxford.edu

New York University, USA, BA (Hon) Socially Conscious Marketing
Outreach Communications Strategist, University of California, Berkeley, USA

Analysed adherence behaviors from 100+ departments; identified need-state gaps raising compliance of resistant professors by 46%
Managed lab safety culture change programme; galvanised 50+ person team and senior management around 16 projects
Led a Communications Program setting the standard for outreach to 40,000 students and staff; promoted to oversee seven employees

Career interests
Brand and impact strategy, consulting, marketing, corporate social responsibility

Ashutosh Gandhi India
ashutosh.gandhi.mba2016@said.oxford.edu

Indira Gandhi National Open University, India, BSc Nautical Science
Languages: Hindi

Chief Cargo Operations Manager, Anglo Eastern Ship Management, Hong Kong

Planned and Managed LPG transportation worth US$1.2bn across 30+ countries with 0% accident rate
Shortlisted by company from a pool of 60 peers to take over a brand new LPG tanker, the largest in the world, worth US$110m, from shipyard
Delegated work to 180 personnel to execute Drydock operations at Ship’s repair yard

Operations Manager - Navigation & Safety, Anglo Eastern Ship Management, Hong Kong

Led a team of 6, In Charge of Pollution response team. Averted an Oil spill from a ship in Japan, avoiding a major environmental damage and a fine of at least US$50k
Prepared voyage plans to establish optimal routes for ships voyages, meeting ETA deadlines and avoiding the loss by delays
Commanded a successful search and rescue operation in South China Sea and rescued 4 fishermen from a damaged fishing boat

Career interests
Supply chain management, management consulting, entrepreneurship

Anatolii Gasparian Ukraine
anatolii.gasparian.mba2016@said.oxford.edu

ACCA member, Kiev National Economic University, Ukraine, MA and BA Economics and Entrepreneurship
Languages: Russian, Ukrainian

Financial analyst (Business Development, and Strategic Planning), Asset management fund M-Capital, Ukraine

Controlled financial performance of the Group consisting of 20 companies in various industry sectors based in Ukraine, Russian Federation and Europe with total turnover of more than US$750m
Performed financial due diligence of a target company located in Germany which resulted in its acquisition for €1.5m

Financial Analyst/ Business Unit Controller, Asset management fund M-Capital, Ukraine

Controlled financial performance of the Group consisting of 8 companies in mining and metals sectors based in Ukraine and Russian Federation with total turnover of more than US$400m
Completed project on pipe product range expansion on one of the biggest Ukrainian tubes producers which resulted in company’s sales increase by 100%

Audit Supervisor, KPMG, Ukraine

Earned double promotion to supervisor level after 2 years of work as an assistant
Performed stand-alone and consolidated financial statements audits of various consumer and industrial sector companies and supervised teams of up to 8 people

Career interests
Asset management, business development, private banking, corporate finance, consulting

Allison Gates USA
allison.gates.mba2016@said.oxford.edu

University of California Los Angeles (UCLA), USA, BA International Development, National University of Arts (JUNA), Argentina, Graduate Degree in Image Production
Languages: Spanish

Director of Market Development, Inyenyeri Energy Company, Rwanda

As a founding team member, conceived of and implemented core sales and operational strategy, managed team of 22 employees
Developed customer acquisition and store distribution processes, growing customer base by 2,000%
Built corporate brand and executed all company research and product development

Founder and Co-Owner, Calafia Cafe, Rwanda

Established all aspects of a full service restaurant
Rated #1 on TripAdvisor and sold at 40% ROI within seven months

Founder and Co-Owner, Tacos Calientes, Argentina

Started an informal microbusiness, selling 12,000 tacos as a street vendor

Career interests
Social entrepreneurship, corporate sales and operations, consulting

Diana Garibaldi USA
diana.garibaldi.mba2016@said.oxford.edu

Duke University, USA, BA International Comparative Studies
Languages: German, Spanish

Mission Staff Officer, US Federal Government, USA

Led budget and resource management for globally dispersed workforce
Managed contracts and projects, coordinating across support functions

Project Integrator, US Federal Govt, USA

Led strategic HR project to update performance management standards for diverse workforce, aligning strategy to future mission needs
Developed and executed communications strategy, served as primary liaison between workforce and senior leadership team

Open Source Officer, US Federal Govt, USA

Managed and executed open source collection, research, and analysis for wide range of government customer sets
Developed and implemented improved operating procedures for collection and analysis

Career interests
Strategic organisational design, strategic leadership development, innovation strategy, consulting, project management

Dmitry Gavrilov Russia
dmitry.gavrilov.mba2016@said.oxford.edu

Moscow State University, Russia, Specialist Geography
Languages: Russian

Non-executive Director, Commercial Funded Solar, UK
Organized Construction and Project finance for various renewable energy projects in the UK

Founder and CEO, Natural Resource Strategies, Russia
Led a team of 10 to create Russian investment projects in green energy. US$400m “Pellets Far East”, two US$600m projects on Coal-to-Liquids plants and other biofuel and biochemical plants
Sold 4 investment projects

Initiated works on ecosystem services and in collaboration with an academic scientific team launched a software platform for remote sensing data analysis

Deputy General Director – Head of Regional Board, SberEnergoDevelopment Investment Centre, Russia
Developed credit evaluation system for energy efficiency projects

Headed the credit approval committee for US$1bn mining- and processing plant construction project for IFC METROPOL

Career interests
Entrepreneurship, investment, environment, renewable energy, private equity, civil service and government
Gautam Ghorpade
India
gautam.ghorpade.mba2016@said.oxford.edu

Carnegie Mellon University, USA, MS Mechanical Engineering, Visvesvaraya Technological University, INDIA, BE Mechanical Engineering

Languages: Hindi, Kanada

Key Account Manager, Motherson Sumi Systems Ltd (MSSL), India

Signed 4 deals with Toyota for US$140m

Secured MSSLs first ever functional commodity order US$12m with Toyota India & South Africa

Responsible for managing the Technical Alliance with Kojima Press, Japan

Associate, MSSL, India

Streamlined the Business Development process with VP across 9 key account locations

Conducted due diligence of South Asian auto market for US$200m acquisition of Peguform

Product Analyst, Nissan -CMU, USA

Designed features to enhance Electric Vehicle adoption for next generation Nissan ‘Leaf’

Engineer, Indian Space Research, India

Initialised prototype Lunar Rover design with Deputy Director

Career interests

Management consulting, business development, strategy, entrepreneurship

Aidan Gill
New Zealand
aidan.gill.mba2016@said.oxford.edu

University of Auckland, NZ, MBChB Medicine and Surgery

Managing Director, Oncall Health, NZ

Owner and lead developer of Smartpage, a revolutionary clinical communication system now in use by over 3,000 hospital staff

Won major contracts covering 6 New Zealand hospitals, and expanded the business into orderly management and critical messaging

Finalist in the New Zealand Innovation Awards

Resident Medical Doctor, New Zealand

5 years of clinical experience in medical, surgical and emergency care

Experienced in leading clinical teams of junior doctors, nurses and allied health

Opera Singer, New Zealand Opera, NZ

Performed in Operas such as La Cenerentola, Madama Butterfly, and La Traviata, for New Zealand’s largest Opera company

Performed principle roles such as Eisenstein in Die Fledermaus, and Scrooge in the Christmas Carol with Opera Factory

Career interests

Healthcare, entrepreneurship, medical technology and innovation

Oscar Gonzalez
Mexico
oscar.gonzalez.mba2016@said.oxford.edu

Universidad Anáhuac, Mexico, BA Economics

Languages: Spanish

Associate, Serficor Investment Banking (IMAP), Mexico

Execution and origination of M&A transactions as deal manager focused on Middle Market

Lead Banker from initial contact with the client to the closing of the deal, including financial analysis valuation, negotiation, contact and coordination of information with potential interested parties and other advisors, management presentations, due diligence, Stock Purchase Agreements and earn-out agreements

Associate & Analyst, JP Morgan Corporate & Investment Bank, Mexico

Received highest review marks and promoted to associate – youngest promotion in LatAm

Exercised strong sales skills across a variety of industries and products, including Working Capital Loans, Supply Chain Finance, Trade Finance, Cash Management, Liquidity Management and Securities Services

Career interests

Real estate investments, private equity, corporate & investment banking, private banking

Jessica Glennie
New Zealand, South Africa
jessica.glennie.mba2016@said.oxford.edu

Oxford University, United Kingdom, MSc Environmental Change and Management; University of Texas at Austin, USA, BArch

Project Management Intern, Franklin - Alan LLC, USA

Project Estimating: calculated square footages from plans and 3D models, organized site tours, requested bids from subcontractors and carried out cost trend analysis

Architecture Intern, Tod Williams Billie Tsien Architects, USA

Assisted with the design/development of the US Embassy in Mexico City

Created renderings for design competitions using Sketchup and Photoshop

Created CAD documentation of site plans, floor plans, sections and elevations

Architecture Intern, Ponting Fitzgerald, New Zealand

Created CAD documentation of construction details and MEP plans

Designed and constructed virtual 3D models

Career interests

Architecture, disaster relief, social entrepreneurship, urban planning, sustainability, environment

Tara Gooding
USA
tara.gooding.mba2016@said.oxford.edu

The University of Texas at Austin, USA, BBA Finance; Tsinghua University, China, US Chinese Relations Study Abroad

Management Consultant, Accenture, USA

Led 35 person project to conduct asset transfers of $970m+ to create 3 business units

Developed corporate restructuring plans for 10 business functions to enable a legal entity split to drive MLP financial growth post-IPO

Analyst, Accenture, USA

Managed global training deployment in 9 countries, with focus on China, Equatorial Guinea, Ghana, and Malaysia; coordinated over 5.3k+ registrations with 93% engagement

Oversaw network of 16 international counterparts by creating successful deployment strategy, plans, and cadences

Finance Intern, Shell Oil Company, USA

Designed and implemented records management procedures for a global New Business Development team

Investigated continual Request-to-Pay duplicate payments and enhanced controls

Career interests

Consulting, business strategy, private equity, impact investing

Jessica Glennie
New Zealand, South Africa
jessica.glennie.mba2016@said.oxford.edu

Oxford University, United Kingdom, MSc Environmental Change and Management; University of Texas at Austin, USA, BArch

Project Management Intern, Franklin - Alan LLC, USA

Project Estimating: calculated square footages from plans and 3D models, organized site tours, requested bids from subcontractors and carried out cost trend analysis

Architecture Intern, Tod Williams Billie Tsien Architects, USA

Assisted with the design/development of the US Embassy in Mexico City

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Created CAD documentation of site plans, floor plans, sections and elevations

Architecture Intern, Ponting Fitzgerald, New Zealand

Created CAD documentation of construction details and MEP plans

Designed and constructed virtual 3D models

Career interests

Architecture, disaster relief, social entrepreneurship, urban planning, sustainability, environment
Raj Gopala Krishnan  
India, Singapore  
permanent resident  
raj.gopala.krishnan.mba2016@said.oxford.edu

Singapore Management University, Singapore, BSc  
Economics, Finance  
Languages: Hindi, Tamil, Bahasa Indonesia

Head of Planning and Performance Management, MAXpower Group, Indonesia  
Managed a US$30m corporate budget  
Led commercial negotiations for debt and equity financing totaling US$500m  
Reported directly to CEO and Executive Chairman and attended all Board meetings  
Managed investor relations with 21 investors  
Associate, Business Development, MAXpower Group, Indonesia

Developed Myanmar’s first gas fired power plant (50MW) post easing of sanctions  
Modeled proposals for projects totaling over 200MW in Indonesia and Myanmar  
Analyst, Asia Economics and FX Strategy, ANZ Bank, Singapore

Led macroeconomic coverage for Thailand, Malaysia and India  
Constructed ANZ’s top FX trade recommendation for clients in 2011  
Career interests  
Private equity, management consulting, entrepreneurship

Sanjana Govil  
India  
sanjana.govil.mba2016@said.oxford.edu

National Law School of India University, India, BA LLB (Hons), Bar Council of Delhi, India, Advocate  
Languages: Tamil, Hindi

Freelance Corporate Lawyer, India  
Created a solo legal consulting practice with 10 clients, mentored five entrepreneurs  
Legal Associate, Impact Law Ventures, India  
Led 36 mandates on funding, set-up & operations for 52 social enterprise stakeholders such as Pearson and Unitus Seed Fund  
Closed 26 venture capital transactions (18 impact investments) worth up to US$15m  
One of six lawyers to close 2nd highest volume of private equity deals in India in 2014 & 2015  
Judicial Law Clerk / Research Assistant, Chief Justice T S Thakur, India

Collaborated on drafting 78 judgments and orders by the Supreme Court of India  
Oversaw legal brief drafting on 60 petitions per week by 15+ interns and two juniors  
Drove research for the Uphaar Cinema criminal case, where 59 cinemagoers died in a fire  
Career interests  
Impact investing, consulting, social enterprise; legal services, public policy

Himadri Gorai  
India  
himadri.gorai.mba2016@said.oxford.edu

Jadavpur University, India, BE Electronics & Telecommunication Engg  
Languages: Hindi, Bengali

Service Delivery Manager, Tata Consultancy Services Ltd, India  
Managed a 30 member IT Services team generating yearly revenue of £1.2m  
Supervised post roll out IT support for UK & Ireland part of a £300m transformation programme for a UK home improvement retailer  
Service Delivery Manager, Tata Consultancy Services Ltd, UK  
Managed a 25 member IT Services team across UK and India for a UK food retailer generating an yearly revenue of £1m  
Won new contracts worth £1m per annum by proposing new IT and business solutions  
Worked as an SME in supply chain IT

Project Lead, Tata Consultancy Services Ltd, INDIA  
Headed post roll out IT support for a £10m transformation programme for a UK food retailer  
Spearheaded several supply chain enhancements managing a 10 member team  
Career interests  
Operations, technology, consulting, retail

Tookie Graham  
Canada, UK & USA  
work authorisation  
tookie.graham.mba2016@said.oxford.edu

University of Victoria, Canada, BCommerce, Toulouse Business School, France, BCommerce Exchange Languages: French

President, ExMachina Consulting, USA  
Founded company providing go-to-market, growth, and investor strategy, market analysis, and execution for clients  
Developed business & investor strategy that secured US$300K in nearly funding for a client  
Analyst, ERGO Capital Partners, USA

Advise management on new investment opportunities based on due-diligence, market analysis and founder interviews  
Work with companies in firm’s portfolio to develop company and product strategy  
Business Strategy, Zynga Inc., USA

Designed & executed cost-reduction strategy, saving company US$10M; led 5-person team  
Coordinated cross-functional teams on 3 continents & worked daily with C-Suite  
Executed marketing campaigns resulting in 200% increase in consumer engagement  
Career interests  
Technology, strategy, venture capital, entrepreneurship, innovation

Devin Grant  
Canada  
devin.grant.mba2016@said.oxford.edu

University of Oxford, UK, MSC Mathematical Modelling and Scientific Computing, Memorial University, Canada, BSc (Hons) Applied Mathematics  
Languages: French

Executive Director Finance and Services, MUN Students’ Union, Canada  
Managed C$3m organisational budget preparing bi-annual financial updates, reducing inherited deficit by C$80K/year  
Supervised operations of five business/services of the Students’ Union, with staff comprising eleven direct reports and over 100 indirect reports  
Designed and implemented new stipend system for board of directors  
Represented student body on several senior university committees  
Chartered three union sub-committees  
Logistics Coordinator, Wreckhouse Jazz and Blues, Canada

Oversaw transportation and accommodation for all visiting artists  
Coordinated scheduling with festival venues  
Career interests  
Consulting, strategy, technology, civil service
Katharina Gromotka  
**Germany, UK**  
nikhara.gromotka.amba2016@said.oxford.edu  
University of Exeter, UK, BA Management and Leadership Studies  
Languages: German  
**Global Head of Sales, Bloomberg for Education, UK**  
Directed global sales activities, analysed product adoption trends and client feedback, driving usage growth in 635 accounts  
Expanded sales documentation to include competing product intel leading to displacement of two competitors within eight key accounts  
Led collaborative projects interfacing multiple business units, unlocking value-add services protecting over US$1m worth of business  
**Product Development Associate, Bloomberg for Education, UK**  
Developed launch roadmap for an eLearning course, created feedback surveys, piloted product components, A/B tested marketing materials, analysed large data sets  
**Sales Associate, Bloomberg for Education, UK**  
Established and maintained relationships with 80 education accounts in EMEA, driving adoption of newly released finance exam  
**Career interests**  
Strategy, technology, innovation

Niyati Gupta  
**Canada, India**  
niyati.gupta.amba2016@said.oxford.edu  
University of Oxford, UK, MSc Education (Learning and Technology), Symbiosis International University, India, BBA  
Languages: Hindi  
**Education Product Manager, Elpis Labs Inc, India**  
Managed from idea through product development creation of two products for the Indian education market  
Led development of use cases and proof of concept project piloted across 20 low income schools to analyse educational and behavioural outcomes for students  
Recruited team of five to build business development strategy and integrate changes to product post testing and feedback  
**Gandhi Fellow, Kaivalya Education Foundation, India**  
Designed strategic interventions for curriculum and instruction delivery across five rural public schools to implement effective learning models for 2,500+ students resulting in 20% grade improvement  
Conducted bi-monthly leadership development and training workshops for 66 headmasters, teachers, and government officials  
Master Trainer to 86 co-workers for Education Initiatives’ international benchmarking assessments across 290 schools  
Mentored 292 students across five schools to form 15 student bodies and sports teams  
**Career interests**  
Education; technology; impact investing; social entrepreneurship; innovation

Cenk Guner  
**Turkey**  
ccen.guner.amba2016@said.oxford.edu  
Istanbul Technical University, Turkey, MSc Automotive Engineering, Istanbul Technical University, Turkey, BSc Mechanical Engineering  
Languages: Turkish  
**Product Marketing Specialist, Ford Motor Company, Turkey**  
Managed all the product related design actions  
Decided on the model lineup for the upcoming and ongoing projects  
Organised a very comprehensive Market Research Activity  
Organised all launch events for new models as well as preparation of an important international event  
**Product Development Engineer, Ford Motor Company, Turkey**  
Led product development process for engine lubrication system components  
6 Sigma Green Belt. Reduced the cost for company by $150k annually  
Designed components from initial sketch to final release  
**Career interests**  
Entrepreneurship, marketing, technology, consulting

Neha Gupta  
**India**  
neha.gupta.amba2016@said.oxford.edu  
Tamil Nadu Dr. MGR Medical University, India, MDS and Periodontology, Maharashtra University of Health Sciences, India, BDS and Dental Surgery  
Languages: Hindi  
**Advisor to Angel Investors, Medcura India Pvt Ltd, India**  
Assessed growth potential and business model  
Presented report influencing the investment of the angel fund – US$10m  
Team member-MOOC Implant Dentistry, University of Hong Kong, Hong Kong  
Led a team of 5 members to obtain funding of HK$1,00,000  
Conceptualised MOOC – Implant dentistry, prepared project report and pitched to obtain approval of higher authorities  
**Consultant Periodontist, Dr LH Hiranandani Hospital, India**  
Selected from 35 dentists to represent CADC at Annual Health Symposium  
Initiated inter-departmental meetings, increased inter-departmental patient referral number leading to a 20% increase of annual revenue  
**Career interests**  
Entrepreneurship, management, consulting, healthcare

Raghav Gupta  
**India**  
raghav.gupta.amba2016@said.oxford.edu  
University of Mumbai, India, BS Management Studies  
**Major: Marketing**  
Languages: Hindi  
**Head – Brand Solutions, mycity4kids.com, India**  
Built a sustainable revenue model by creating innovative digital marketing campaigns for brands; contributed 55% of firm’s revenue  
Spearheaded business development strategies & steered 18 client acquisitions  
Directed a six member team to manage client relationships; Achieved 60% renewal rate  
**Manager – Marketplace Operations, mycity4kids.com, India**  
Re-engineered operation processes resulting in 40% increase in website traffic  
Recruited & mentored a 10 member team  
**Senior Analyst, Ernst & Young, India**  
Delivered 23+ Business Process Improvement & Risk Management projects across 11 clients & 5 industries in various functional areas  
Awarded ‘EY Individual Excellerator’ & ‘EY Team Excellerator’ by National Director  
**Career interests**  
Technology, entrepreneurship, marketing, business strategy, business development

Tony Habschmidt  
**USA**  
anthony.habschmidt.amba2016@said.oxford.edu  
Northwestern University, USA, BA Economics  
**Consultant, Willis Towers Watson (formerly Towers Watson, Towers Perrin), USA**  
Led project teams advising boards of directors of major U.S. companies on matters of corporate governance and executive pay  
Demonstrated subject matter expertise in corporate transactions/M&A, risk management, financial analytics and shareholder voting  
Led the Learning & Development team for the North America practice  
**Analyst Intern, Corus Banchares, USA**  
Supported the bank’s Currency Division, performing credit analyses for commercial loan approvals, and implementing fraud prevention models  
**Analyst Intern, Goldman Sachs, USA**  
Supported investment consultants on the Sales Desk of the GS Asset Management Division (GSAM)  
Prepared broker presentations and created portfolio valuations to support the team’s pitches  
**Career interests**  
Business strategy, entrepreneurship, consulting, technology
Jonathan Haley  
Canada, USA  
jonathan.haley.mba2016@said.oxford.edu

University of British Columbia, Canada, BA in Electrical Engineering

Venture Leader, Business Development Services Africa, Ghana

Led start-up management consultancy in agribusiness development and financing

Piloted a novel business assessment and rapid investment due diligence methodology

Completed projects with 25+ agribusinesses

African Programme Staff, Engineers Without Borders, Canada, Ghana

Led three-six month business advisory projects

Prepared five clients for investment due diligence through training and technical advice

Advised clients on capital projects, factory design, staffing, and operational efficiency

Electrical Engineer, WSP Global, Canada

Executed and managed technical engineering design in heavy industry, buildings, and energy

Managed projects over CAD$1m with teams of four to eight members

Led 10-member office sustainability team

Career interests

Renewable energy, social entrepreneurship, sustainability, impact investing, consulting

F. Alex Helpenstell  
USA  
alex.helpenstell.mba2016@said.oxford.edu

Western Washington University, USA, BA in International Business

Languages: Spanish

Senior Financial Analyst, Joshua Green Corporation, Seattle, USA

Lead Analyst on team of six with $1.5 billion + AUM

Conducted valuation and investment analysis, performed financial due diligence, and developed presentations in advisory of acquisitions, leveraged buyouts, recapitalisations, and debt and equity financings

Key member of M&A team building $300 M + regional consolidator for leading Equipment Manufacturer, leading primary due diligence, financial modeling, and deal structure

Business Consultant, US Peace Corps, Ecuador

Business consultant to federation of 22 indigenous communities for various economic and social projects in the Amazon Jungle

Designed and implemented feasibility studies, financial forecasting, and project budgeting for $3.5 million community eco-tourism project

Career interests

Impact investing, private equity, renewable energy

Maria Marena Hernandez De Obeso  
Mexico  
maria.hernandezdeobeso.mba2016@said.oxford.edu

Instituto Tecnológico de Estudios Superiores de Occidente (ITESO), Mexico, BA in Industrial Engineering

Languages: Spanish

Chief Operating Officer, Prospera, Mexico

Made Prospera profitable

Increased sales 99% for 2013 to 2014

US$348,732 raised as grants from 2012 – 2015

VP of Sales, Prospera, Mexico

Created a women’s handmade product line that enabled companies to enhance their brand by offering high-quality social impact products

Increased the sales of 30 microentrepreneur sales by 600% in 2011

Partnered with 35 companies – including UBS, Starbucks and Coca-Cola to develop ethically sourced products

Head of Engineering Department, Haken, Mexico

Standardisation of the main processes

Lead the redesign of the manufacturing layout

Inventory reduction 34%

Career interests

Social entrepreneurship, social finance, sustainability, innovation strategy, education

Ani Haykuni  
Armenia  
ani.haykuni.mba2016@said.oxford.edu

State University of New York, USA, MPS in Natural Resources Management; Armenian State Agrarian University, Armenia, MA in Forestry Engineering; Armenian Agricultural Academy, Armenia, BA in Forestry Engineering

Languages: Russian, Armenian

Co-founder & CEO, Haykooni, Armenia

General management of the company

Target areas: community development, environmental management, agriculture, and alternative energy (innovative solutions)

National RECP Expert (certified), UN Industrial Development Organisation (UNIDO), Armenia

Worked with several private enterprises in Armenia in food industry to identify gaps in their resources management regarding RECP

Work completed successfully, all recommendations accepted by the companies

Vice President, International Women’s Association of Yerevan, Armenia

General management and fundraising

In 2014, raised more funds than planned

Career interests

Entrepreneurship, investment management, firms and markets, business finance, innovative technologies, renewable energy, environment

Shreenidhi Hitali  
India  
shreenidhi.hitali.mba2016@said.oxford.edu

Visveswaraya Technological University, India, BE in Computer Science

Languages: Hindi, Kannada, Telugu

Software Engineer III, Cisco Systems, India

Led the production software team for Cisco’s US$500m Email and Web Security business

Organized techzone event of the Business Unit with participation of 50+ engineers and leaders

Improved the efficiency of team by at least 30% by introducing Agile practices

Software Engineer II, Cisco Systems, India

Implemented a new low-cost hardware design leading to a 20% cost reduction

Awarded ‘Employee of the Unit’ within six months of joining Cisco

Mentored senior cross-border counterparts

Senior software Engineer, Samsung, India

Created an intuitive debugging tool to increase the productivity of 250+ engineers by 50%

System Engineer, Infosys, India

Graduated in the top-1% of the practical training as part of Infosys Leadership Program

Career interests

Technology, operations, management consulting, strategy, marketing
**Ewen Hollingsworth**  
Australia  
[Email](mailto:ewen.hollingsworth.mba2016@said.oxford.edu)  
- Australian National University, Australia, LLB (Hons); Australian National University, Australia, BA Political Studies  
- Management Consultant, Nous Group, Australia  
  - Analyzed the funds managed industry and developed a 5-10 year growth strategy for a national pension fund ($10bn AUM) to grow AUM by +5% per annum  
  - Devised innovative pricing strategies for Australian universities based on market segmentation and economic analysis  
  - Advised a federated healthcare company on most appropriate corporate structure to ensure the long-term viability of the corporate group  
- Solicitor, DLA Piper, Australia  
  - Managed $100m healthcare IPOs meeting all deadlines and legislative requirements  
  - Advised an international pharmaceutical corporation on the commercial ramifications of IP legislation on their $19bn drug portfolio  
  - Pro bono lawyer for Sri Lankan civil war victims  
**Career interests**  
- Management consulting, corporate strategy, corporate finance, private equity, media and entertainment  

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**Cheng-Yueh Hsiao**  
Taiwan  
[Email](mailto:cheng-yueh.hsiao.mba2016@said.oxford.edu)  
- National Tsing-Hua University, Taiwan, MSc (Hons), Communications Engineering; National Taiwan University of Science and Technology, Taiwan, BSc (Hons), Electronics Engineering  
  - Languages: Mandarin, Taiwanese  
- Technical Manager, MediaTek, Taiwan  
  - Led integrated circuit projects for global first-tier customers in the industry  
  - Carried out projects including specification definition, schedule and risk management  
  - Managed a group of specialists to implement latest storage technology and collaborated with world leading vendors  
  - Formulated strategies for implementation and verification of intellectual properties  
- Associated Manager, Sunnext, Taiwan  
  - Supervised projects to deliver products later acquired in a $48.8m license deal  
  - Identified opportunity to reduce cost by 20% in collaboration with a leading European company  
- Senior Engineer, Surplus, Taiwan  
  - implemented design methodology with flow automation to enhance design quality  
**Career interests**  
- Technology, strategy, entrepreneurship, management consulting  

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**Tristin Humphreys**  
South Africa  
[Email](mailto:tristin.humphreys.mba2016@said.oxford.edu)  
- FRM, University of the Witwatersrand, South Africa, BSc (Hons) Advanced Mathematics of Finance; University of the Witwatersrand, South Africa, BSc Mathematics  
- Foreign Exchange Customer Dealer, Rand Merchant Bank, South Africa  
  - Managed FX hedging solutions for 120 clients  
  - Trading Market Risk Manager, Rand Merchant Bank, South Africa  
  - Redesigned and automated risk reporting framework for 12 trading desks across risk classes  
  - Supervised product setup, integration and testing of equities business in risk system  
- Led market risk team in initial phases of Basel III Fundamental Review of the Trading Book  
- Market Risk Quantitative Analyst, Nedbank Capital, South Africa  
  - Developed 20 Excel based models for valuations of traded derivatives  
  - Worked with cross-functional team of business heads to complete 2 Basel Quantitative Impact Studies  
**Career interests**  
- Technology, innovation strategy, impact investing, business strategy  

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**Rongmin Huo**  
China  
[Email](mailto:rongmin.huo.mba2016@said.oxford.edu)  
- Zhejiang University, China, BA English Language and Literature  
  - Languages: Mandarin  
- Marketing and Communications Manager, Connexus Seres Consulting, China  
  - Collaborated with two entrepreneurs in launching a boutique consultancy venture  
  - Crafted brand identities by leading communications team of six and tailoring marketing solution packages  
- Programme Coordinator, LIU Global, China  
  - Responsible for students’ well-being at a study abroad programme  
  - Built and maintained strategic collaborations with partner groups and social enterprises  
- Supervised Experiential Learning Projects, monitored students’ performance, field trips, and deliverables  
- Short-term Consultant, Social Entrepreneur Institute, NPI, China  
  - Supported on planning and executing Ford Foundation’s Social Entrepreneur Training Camp and NPI’s Social Enterprise Forum  
**Career interests**  
- Consulting, social entrepreneurship, brand management, consumer goods, creative economy  

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**Aviv Itkin**  
Israel, Hong Kong work authorisation  
[Email](mailto:aviv.itkin.mba2016@said.oxford.edu)  
- London School of Economics, UK, BSc Banking and Finance  
  - Languages: Hebrew  
- Director and Founder, Smooth Concept Limited, Hong Kong  
  - Founded import and export firm specialising in distribution of leading food and beverage products in Asian markets  
  - Built and managed sales, marketing and operations teams  
  - Increased revenues 25% year-on-year during last two financial years in role  
- General Manager, Brouhaha Publishing, Hong Kong  
  - Oversaw a team of seven for publication of free monthly magazine focusing on creative culture  
- Auditing Assistant, Eastrend, Hong Kong  
  - Analyzed and assessed financial reports of small and medium-sized companies to ensure compliance with accounting regulations  
  - Compiled and communicated audit progress report both internally and externally  
**Career interests**  
- Corporate finance, corporate strategy, financial advisory, consulting  

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**Carol Hughes-Hallett**  
Honduras, UK  
[Email](mailto:carol.hughes-hallett.mba2016@said.oxford.edu)  
- Brandeis University, USA, MS International Economics and Finance; University of Maine, USA, MA Economics and BA (summa cum laude) Economics and Journalism (double major)  
  - Languages: Spanish  
- Social Innovation Fellow, Amani Institute/ Sistema B, Brazil  
  - Developed two reports on impact investment trends and value chain relevance for B Corps  
  - Completed workshops on Leadership, Facilitation, Measuring Impact and Fundraising  
  - Created social innovation to empower and capitalise on youth in career transitions  
- Adjunct Faculty/Graduate Assistant, Brandeis University, USA  
  - Taught three terms of Intermediate Micro and Macro and led a finance experiential learning programme  
  - Conducted field research on Boston Latino immigrants’ saving and remittance decisions  
  - Research Assistant, Corporation for Enterprise Development, USA  
  - Analysed qualitative data to help develop metrics of financial wellbeing and its drivers  
**Career interests**  
- Consulting, innovation, social entrepreneurship, strategy, social finance  

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**Cheng-Yueh Hsiao**  
Taiwan  
[Email](mailto:cheng-yueh.hsiao.mba2016@said.oxford.edu)  
- National Tsing-Hua University, Taiwan, MSc (Hons), Communications Engineering; National Taiwan University of Science and Technology, Taiwan, BSc (Hons), Electronics Engineering  
  - Languages: Mandarin, Taiwanese  
- Technical Manager, MediaTek, Taiwan  
  - Led integrated circuit projects for global first-tier customers in the industry  
  - Carried out projects including specification definition, schedule and risk management  
  - Managed a group of specialists to implement latest storage technology and collaborated with world leading vendors  
  - Formulated strategies for implementation and verification of intellectual properties  
- Associated Manager, Sunnext, Taiwan  
  - Supervised projects to deliver products later acquired in a $48.8m license deal  
  - Identified opportunity to reduce cost by 20% in collaboration with a leading European company  
- Senior Engineer, Surplus, Taiwan  
  - implemented design methodology with flow automation to enhance design quality  
**Career interests**  
- Technology, strategy, entrepreneurship, management consulting  

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**Tristin Humphreys**  
South Africa  
[Email](mailto:tristin.humphreys.mba2016@said.oxford.edu)  
- FRM, University of the Witwatersrand, South Africa, BSc (Hons) Advanced Mathematics of Finance; University of the Witwatersrand, South Africa, BSc Mathematics  
- Foreign Exchange Customer Dealer, Rand Merchant Bank, South Africa  
  - Managed FX hedging solutions for 120 clients  
  - Trading Market Risk Manager, Rand Merchant Bank, South Africa  
  - Redesigned and automated risk reporting framework for 12 trading desks across risk classes  
  - Supervised product setup, integration and testing of equities business in risk system  
- Led market risk team in initial phases of Basel III Fundamental Review of the Trading Book  
- Market Risk Quantitative Analyst, Nedbank Capital, South Africa  
  - Developed 20 Excel based models for valuations of traded derivatives  
  - Worked with cross-functional team of business heads to complete 2 Basel Quantitative Impact Studies  
**Career interests**  
- Technology, innovation strategy, impact investing, business strategy  

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**Rongmin Huo**  
China  
[Email](mailto:rongmin.huo.mba2016@said.oxford.edu)  
- Zhejiang University, China, BA English Language and Literature  
  - Languages: Mandarin  
- Marketing and Communications Manager, Connexus Seres Consulting, China  
  - Collaborated with two entrepreneurs in launching a boutique consultancy venture  
  - Crafted brand identities by leading communications team of six and tailoring marketing solution packages  
- Programme Coordinator, LIU Global, China  
  - Responsible for students’ well-being at a study abroad programme  
  - Built and maintained strategic collaborations with partner groups and social enterprises  
- Supervised Experiential Learning Projects, monitored students’ performance, field trips, and deliverables  
- Short-term Consultant, Social Entrepreneur Institute, NPI, China  
  - Supported on planning and executing Ford Foundation’s Social Entrepreneur Training Camp and NPI’s Social Enterprise Forum  
**Career interests**  
- Consulting, social entrepreneurship, brand management, consumer goods, creative economy  

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**Aviv Itkin**  
Israel, Hong Kong work authorisation  
[Email](mailto:aviv.itkin.mba2016@said.oxford.edu)  
- London School of Economics, UK, BSc Banking and Finance  
  - Languages: Hebrew  
- Director and Founder, Smooth Concept Limited, Hong Kong  
  - Founded import and export firm specialising in distribution of leading food and beverage products in Asian markets  
  - Built and managed sales, marketing and operations teams  
  - Increased revenues 25% year-on-year during last two financial years in role  
- General Manager, Brouhaha Publishing, Hong Kong  
  - Oversaw a team of seven for publication of free monthly magazine focusing on creative culture  
- Auditing Assistant, Eastrend, Hong Kong  
  - Analyzed and assessed financial reports of small and medium-sized companies to ensure compliance with accounting regulations  
  - Compiled and communicated audit progress report both internally and externally  
**Career interests**  
- Corporate finance, corporate strategy, financial advisory, consulting  

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Ravindranath Janapureddy  
India, Germany  
work authorisation  
rajanapureddy.mba2016@said.oxford.edu  
University of Bremen, Germany, MSc Digital Media; Nagarjuna University, India, BTech Computer Engineering; PhD  
Languages: German, Tekgu, Hindi  
Management Consultant, Capgemini Consulting, Germany  
Created business development strategies for a bulge bracket European bank  
Improved operational performance of 150-person call center of a global retailer in US$2m engagement  
Co-founder, Indiagene Biotech, India  
Managed setup of a US$200k diet supplement manufacturing facility in rural India  
Formulated business plan; secured US$150k bank financing; acquired land and technology licenses to begin manufacturing  
Senior Consultant, Pass Consulting Group, Germany  
Directed team of 3 to manage data quality for 38mn customers of major German telecom  
Created Centre of Excellence to incorporate best practices in data quality management  
Career interests  
Management consulting, entrepreneurship, information technology

Qinyao Jiang  
China  
qinyao.jiang.mba2016@said.oxford.edu  
Nagoya Institute of Technology, Japan, MA Engineering; Jiangsu University, China, BA Automotive Engineering  
Languages: Chinese, Japanese  
Engineering Coordinator, Honda Engineering, Japan  
Spearheaded a 4-engineer team to reduce plastic injection waste by 50% with savings of US$867k per year  
Managed and directed 8 engineers to develop strong moulds for the 4 new car models of Honda, worth US$3.3m  
1st Grade Technician, Honda Engineering, Japan  
Led a team to explore a CAD system which increased the efficiency of mould design by 70%, won 4th place in ‘New Honda’s Campaign’  
Developed design for a new mould structure to address two types of instrumental panels; Design used in 7 countries  
Engineer Design, Honda Engineering, Japan  
Customised 2013 Honda Accord moulds to fit the Asian market, worth US$803k  
Career interests  
Not for profit, impact investing, social entrepreneurship, consulting

Arvind Jaya Kumar  
India  
arvind.jayakumar.mba2016@said.oxford.edu  
Birla Institute of Technology and Science, Pilani, India, BE (Hons) Electronics and Instrumentation Engineering  
Languages: Hindi, Tamil, Telugu  
EA to Director, Safe Water Network, India  
Sustained < 2% technical downtime across India Operations (Ops)  
Integrated Business Intelligence suite with Ops  
Organised 60+ corporate invitations to firm’s annual forum in Oct–14  
Systems Analyst, Safe Water Network, India  
Coordinated product development of an initiative intended as firm’s major offering  
Developed systems and refined processes to accommodate scale-up from 14 to 98 kiosks  
Enforced BIS 10500/WHO compliance of water for 300,000+ rural-urban with 8 member team  
Research Engineer, Aditya Birla Science and Technology Company Pvt Limited, India  
Led implementation of a pilot that tackles a shop-floor problem in Aluminium smelting  
Developed custom SCADA solution for inhouse viscose staple fibre pilot plant  
Career interests  
Venture capital, sustainable systems, innovation; product / project management

Laura Johnson  
USA  
laura.johnson.mba2016@said.oxford.edu  
Cornell University, USA, BSc (Hons) Applied Economics and Management, Plant Biotechnology  
Senior Strategic Advisor, ACRE Africa, Kenya/Rwanda/Tanzania  
Senior Leadership Team, transitioned project to Social Enterprise reaching 495,000 farmers  
Developed Advisory Services Unit, led multinational teams for international clients  
Strategic advising for business scale-up in Tanzania, secured US$700,000+ in funding  
Principal Advisor, Syngenta Foundation, Indonesia/Myanmar/Bangladesh  
Insurance expert to Indonesian government to scale ag insurance in East Java  
Established first ag insurance Dry Runs in Myanmar, extensive local staff/partner trainings  
Global—lead to implement strategies in ASEAN  
Chief Development Advisor, Kilimo Salama, East Africa  
Directed Rwanda operations to commercial hardwound, US$200,000+ yearly budget  
Established first—in-market dairy microinsurance  
Negotiated funding/contracts worth US$3.5m+, including roll-out strategies and donor relations  
Career interests  
Energy and resources; renewable energy; energy networks; private equity; asset management

Oliver Jones  
Australia, UK  
oliver.jones.mba2016@said.oxford.edu  
Monash University, Australia, BEng Electrical and Computer Systems (Hons), CPEng Australia  
Associate, Advisian, Australia  
Led team in technical and business growth work streams for due diligence of an A$20bn energy asset transaction  
Developed accelerated depreciation strategy resulting in 5-year revenue gain of A$420m  
Senior Asset Management Engineer, Jemena Gas Network, Australia  
Managed gas asset project business case reviews in support of an A$2.2bn revenue strategy  
Delivered project management improvement project for >A$5m engineering and construction projects  
TA Asset Management Engineer, Jemena Electrical Network, Australia  
Formulated commercial terms for rollout of A$500m telecommunications network  
Career interests  
Energy and resources; renewable energy; energy networks; private equity; asset management
Kaushal Kakash  
India  
kaushal.kakash.mba2016@said.oxford.edu

YMC Institute of Science and Technology, India, BTech  
Computer Science  
Languages: Hindi

Database Developer, Novartis, India  
Managed the highest priority clinical trial on 4 associates. Implemented 18 post-production changes with 0% error. Global Heart Award and Above & Beyond award  
Automated a manual procedure of reviewing 15,000-20,000 queries/day. Improved overall efficiency by 60%  
Led a Post Production Change (PPC) reduction initiative. Diminished the number of PPC’s by 20%. Above & Beyond Award

Lead Analyst, TCS, Germany  
Established first on-site offshore support team for Clinical customers. Achieved 95% CSI  
Developed proposals for 4 monitoring projects. Resulted in 40% less customer issues

Business Analyst, TCS, India  
Developed end-to-end Business Process Maps. Seamlessly migrated a major system  
Client appreciation certificates and awards

Career interests  
Management consulting; entrepreneurship; pharmaceuticals; product management; technology

Ilyes Kamoun  
USA, France  
ilyes.kamoun.mba2016@said.oxford.edu

Harvard University, USA, AB (Hons, Major: Economics; Minor: Computer Science)  
Languages: French

Research Associate, Harvard Business School, USA  
Project managed research initiative to estimate competitive economic benefits of U.S. shale energy resources  
Built model to estimate the U.S. GDP and employment impacts of shale development  
Revamped processes for tracking and analysing labour market and manufacturing data

Project Manager, The Space Group, China  
Led capital raising effort for US$13m investment in villa resort in China  
Conducted in-depth study of Sri Lankan coastal property market, including on-site due diligence  
Analyst, Deutsche Bank, USA  
Originated structured finance products for life and property casualty insurers  
Prepared data summaries of credit, commodity and rates markets for distribution to clients

Career interests  
Entrepreneurship; social entrepreneurship; development banking; energy; asset management

Sabyasachi Kar  
India  
sabyasachi.kar.mba2016@said.oxford.edu

KIIT University, India, BTech Electrical Engineering  
Languages: Hindi, Oriya

Consultant, IL&FS Limited, India  
Formulated and revitalised marketing strategies for Geo-Spatial division  
Project Manager, SEL, India  
Led Engineering and Project Execution team  
Employee of the year - 2015 & 2016

Elektroingenieur, Siemens AG., Germany  
Designed 7 primary components for bid of 2 international HVDC projects  
Authored handbooks for a concept and 3 equipments

Executive Engineer, Siemens Ltd., India  
Station engineering activities for 2 HVDC projects of combined worth US$570m  
Optimised the AC yard layouts in international HVDC project to save US$0.6m

Career interests  
Energy; entrepreneurship; management consulting; business strategy

P Melis Karaca  
Turkey  
melis.karaca.mba2016@said.oxford.edu

Sabanci University, Turkey, BA (Hons) Economics; CFE  
Languages: French

IT Project Manager, Burgan Bank, Turkey  
Developed annual IT plan of US$6.5m to optimise and prioritise resource allocations  
Planned and tracked IT budget of US$5.8m  
Co-led decision trees and fraud detection tool project of US$1.5m automating credit allocation processes and reducing risks  
Led US$350k project to implement collection tool to identify red flags and reduce bad debt

Region HR and Administrative Affairs Manager, Akbank, Turkey  
Conducted HR duties for 400+ employees in 54 branches, carried out 50+ job interviews  
Senior Internal Auditor, Akbank, Turkey  
Led teams to audit 40+ branches  
Conducted 50+ fraud investigations  
Carried out fraud investigation to catch cyber-criminal who defrauded bank of US$300k for 8 months, recommended new security measures

Career interests  
Risk management; fraud prevention; big data analytics; project management; consulting

Gediz Karaca  
Turkey  
gediz.karaca.mba2016@said.oxford.edu

Bogazici University, Turkey, MSc (Hons) Construction Management; Middle East Technical University, Turkey, BSc (Hons) (Majors: Civil Eng., Geological Eng.)  
Languages: Turkish

Technical Office Manager, PTCI, Turkey  
Advised on restructuring of project management practice of a major RE developer  
Led technical office of US$1.5bn skyscraper and shopping center development project  
Negotiated with contractors and vendors, administrated bids and contracts up to US$40m  
Developed construction budget of US$400m  
Devised work plans to optimise resources  
Country Manager, Erika Construction, UAE  
Managed company formation and classification

Managed market entry and networking strategies

Project Manager, Erika Construction, Turkey  
Managed US$50m high priority subway construction project resulting in US$7m profit  
Led project team of 20 technical staff, directed 10 subcontractors, supervised 250 workers

Career interests  
Management consulting, infrastructure, real estate, project finance, construction technology

Tanvi Karambelkar  
India  
tanvi.karambelkar.mba2016@said.oxford.edu

Universiteit van Amsterdam, Netherlands, MSc in International Finance; University of St Andrews, UK, MA (Joint Hons) in International Relations & Management  
Languages: Hindi, Marathi

Summer Intern – Private Equity, XSMLE Capital, Democratic Republic of Congo  
Conducted a mezzanine finance transaction in a healthcare service provider in Kinshasa

As deal team leader, I was responsible for structuring the transaction, analysing past and projecting future performance, conducting due diligence and leading the internal approval process  
Also responsible for internal and external reporting of portfolio performance, including qualitative KPIs and ESG performance

Senior Analyst /Analyst – Private Equity, FMO, Netherlands  
Responsible for monitoring a portfolio of 30+ fund and direct investments in Asia, Eastern Europe and Latin America  
Invested US$7.2m in 2 direct investments and 3 PE fund investments. Realised 2 profitable exits with earnings of US$18m

Career interests  
Private equity, asset management, consulting, corporate finance

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Luxiska Kateburome  
Thailand  
luxiska.kateburome.mba2016@said.oxford.edu  
Chulalongkorn University, Thailand, MA (Hons) Business and Managerial Economics, Chulalongkorn University, Thailand, BA (Hons) Economics  
Languages: Thai  
Credit Analyst, ExxonMobil, Thailand  
Analysed risk and coordinated with Pacific Island sales to sign contract valued at £350m  
Credit lead in Indonesian Wholesale expansion project – expected NPV of £130m by 2026  
Designed and trained credit assessment course for 22 sales in Singapore and Thailand  
Represented Asia as one of seven Global Credit Newsletter Committees  
Intern, Bangkok Bank, Thailand  
Piloted research on Thai steel industry using econometrics model for analysis  
Executed stress test on financial viability and exposure increment of over 200 customers  
Volunteer, Sikka Asia, Thailand  
Volunteer teacher of maths and English for underprivileged children  
Career interests  
Management consulting, strategy, business development, energy, economics

Darius Kehler  
Paraguay, Canada  
darius.kehler.mba2016@said.oxford.edu  
National University of Asuncion, Paraguay, Master Innovation Management Universidad Americana, Paraguay, Bachelor in International Commerce  
Languages: Spanish, German  
Head of International Billing, Cooperativa Chortitzer Ltda, Paraguay  
Monthly financial statement report  
International billing and cost analysis with US$130m in FMCG export operations  
Cost and error reduction during billing process  
Internal Consulting Service, Cooperativa Chortitzer Ltda, Paraguay  
Conducted an export documentation process analysis  
Designed a formal internal communication network to improve delivery efficiency  
International Sales Executive, Cooperativa Chortitzer Ltda, Paraguay  
Conducted International Market Research and developed strategic growth plans  
International logistics coordination and export documentation preparation  
Career interests  
International business, consulting, civil service and government, entrepreneurship

Tobias Keinath  
Germany  
tobias.keinath.mba2016@said.oxford.edu  
Pforzheim University, Germany, Central Saint Martins, UK, BA (Hons) Visual Communication  
Languages: German  
Art Director, Büro Mönzing Designer + Architekten BDA, Germany  
Lead visual communications department in complex exhibition design projects  
Executed time and budget management for budgets up to €5.3m  
Supervised a team of 3 designers  
Initiated new customer relationships by pitching architectural competitions  
Project Designer, Minus 9 Design, UK  
Developed and performed design strategy for publishing house in Chennai, India  
Implemented presentations and advised clients  
Negotiated and managed contractors  
Freelance Designer, Lambi / Homburger, Germany  
Conceived and launched over 10 Germany-wide movie design campaigns  
Cooperated with senior designer to develop branding concepts for fashion and art industry  
Career interests  
Consulting, innovation strategy, business development, marketing, design and architecture

Robyn King  
South Africa  
robyn.king.mba2016@said.oxford.edu  
Institute and Faculty of Actuaries, UK, Fellow CFA Charterholder; University of the Witwatersrand, South Africa, BSc (Hons) Actuarial Science  
Head of Corporate Structuring, Rand Merchant Bank, South Africa  
Structuring and pricing of derivative-based risk management solutions across asset classes for corporate clients  
Setting and implementation of team development strategy and technology solutions  
Lead structurer on ZAR12bn FX and interest rate hedging solutions for South African state-owned enterprises and renewable energy projects  
Co-founder and database architect, The Inflation Factory, South Africa  
Calculation of real-time price analytics and inflation metrics using online data  
Development of database framework and aggregation algorithms  
Metrics used by over 50 South African financial institutions and publications  
Career interests  
Entrepreneurship, technology, education, investment banking

Keisuke Kishi  
Japan  
keisuke.kishi.mba2016@said.oxford.edu  
The University of Tokyo, Japan, BA Law  
Languages: Japanese, Spanish  
Founder and CEO, KSF. LLC, Japan  
Launched the world’s first remote farming systems, ROOT and OUR FARM  
Released the world’s first application of smart-glass for agriculture, Agri-AR, in GooglePlay and MOVERIO Apps Market  
Collaborated with Professor Ninomiya, a leading agri-science researcher at the University of Tokyo  
Strategy Analyst, NIPPON STEEL & SUMITOMO METAL CORPORATION, Japan  
Designed the optimal production structure of the entire flat rates division after merging with SUMITOMO METAL in 2012  
Acquired $5 million per year reduction of transportation cost with sales and logistics departments  
Production Management Analyst, NIPPON STEEL CORPORATION, Japan  
Established the world’s highest monthly production record in F.I.P.L. in 2010  
Career interests  
Entrepreneurship, agriculture, technology, consulting, education

Anastasiya Kizima  
USA, Ukraine  
anastasiya.kizima.mba2016@said.oxford.edu  
PACE University, USA, BA (Hons) Business Administration (Major: Finance; Minor: Economics)  
Languages: Russian, Ukrainian, Italian  
Business Analyst, Moody’s Corp., USA  
Implemented a new business process to audit and correct over 50,000 sale records  
Delivered over 10 reoccurring expert reports reporting on all analyst activity to management  
Initiated and led 2 company-wide projects to improve data flow and business process  
Implemented a revenue capture system, saving over $25 million USD per year; Promoted to Business Analyst  
International Business Development Specialist, EuroAdventures, Italy  
Directed events in 15 European countries for 50 to 200 people; Identified and developed global business leads  
Business Administrator, Merrill Lynch, USA  
Analysed and affirmed up to 700 trades daily  
Managed risk control for 5 different derivative types of securities, developed audit reports  
Maintained liaison between brokers, traders, clients  
Career interests  
Consulting, strategy, technology, corporate sustainability, innovation, entrepreneurship
Joseph Knight  
**UK**  
[joseph.knight.mba2016@said.oxford.edu](mailto:joseph.knight.mba2016@said.oxford.edu)

University of Bristol, UK, BSc(Hons) Economics and Finance; CFA Level 2, Investment Management Certificate.

**Fund Management Assistant, Schroders, UK**

Assisted in the management of over GBP 85bn Multi Asset portfolios

Managed and monitored currency hedges and cash positions

Primary FMA for a swaps automation project

Coordinated the transition on desk of two Multi Asset client portfolios

**Fixed Income Portfolio Analyst, Henderson Global Investors, UK**

Analysed portfolios across Credit, Rates and Emerging Markets

Modelled positions for Fund manager reports

Helped enhance and automate reporting analytics

**Intern, Bank New York Mellon, UK**

Analysed firms with depositary receipts programmes

Created target and peer analyses

**Career interests**

Equity research, asset management, hedge funds

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Marina Korskowa  
**Russia, Germany**  
[marina.korskowa.mba2016@said.oxford.edu](mailto:marina.korskowa.mba2016@said.oxford.edu)

Ludwig-Maximilians-University Munich, Germany, MA Economics; AFDA Cape Town, South Africa, BA Motion Picture

Languages: Russian, German

**Category management pre-MBA intern, Amazon, Germany**

Developed a growth strategy for a newly created product sub-category

**Digital imaging and data management specialist, Film Industry, South Africa**

Consulted over 60 international film, commercial and TV productions on technology solutions, image acquisition and postproduction

**Executive and financial board member, Olympiazentrum e.V., Germany**

Managed a non-profit with 120 employees and €900,000 annual turnover

**Career interests**

Business strategy, business development, media and technology; education

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Constance Kratsa  
**Greece**  
[constance.kratsa.mba2016@said.oxford.edu](mailto:constance.kratsa.mba2016@said.oxford.edu)

Queen Mary, University of London, UK, BA (Hons) Law & Economics; University College London, UK, LLM Commercial & Corporate Law Masters

Languages: French, Spanish, Greek

**Head of Marketing of Middle East, Africa & Pakistan for Fragrances, International Flavors & Fragrances (IFF), UAE**

Set up the regional fragrances marketing department for Middle East, Africa & Pakistan

Penetrated in the top tier regional customers and created double digit growth for IFF

**Global Marketing Manager, The Body Shop – L’OREAL GROUP UK**

Managed global sales of products in top category Bath & Body of €350m

Launched new concepts & products in the global market that are top sellers worldwide

**Product Manager for Greece & Cyprus, L’OREAL Paris – L’OREAL GROUP**

360 degrees marketing campaigns for the local market launching products in Greece & Cyprus

Branding & sales performance of L’Oreal brands Men Expert, Solar Expertise and Body Expertise

Managed digital campaigns and online media investment for 13 countries in Eastern Europe of €1.5m

**Career interests**

Marketing, management, strategy, corporate social responsibility

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Andrey Kravchenko  
**Russia**  
[andrey.kravchenko.mba2016@said.oxford.edu](mailto:andrey.kravchenko.mba2016@said.oxford.edu)

University of Oxford, UK, DPhil in Computer Science; University of Oxford, UK, Master of Computer Science

Languages: Russian

**CTO, Ziferblat Ltd, UK and Russia**

Worked on the creation of wireframes and designs of the Ziferblat app from scratch

Hired and managed a team of five people

Led the team on the day-to-day basis

**Co-founder and CTO, Alumnee Ltd, UK**

Worked on the development of the app with an out-source company

Hired and led a team of two developers

**Summer Intern, Oliver Wyman, UK and UAE**

Worked on various projects on management and financial consulting for clients in the UK and the UAE

**Summer Intern, Microsoft, UK**

Worked on marketing and pricing for Microsoft’s KIN mobile phone project

**Career interests**

Entrepreneurship, information technology, technology, project management, management consulting, research

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Anshul Krishna  
**India**  
[anshul.krishna.mba2016@said.oxford.edu](mailto:anshul.krishna.mba2016@said.oxford.edu)

Visveswaraya Technological University, India, BE

Languages: Hindi

**Co-founder and CTO, Alumnee Ltd, UK**

Worked on the development of the app with an out-source company

Hired and led a team of two developers

**Summer Intern, Oliver Wyman, UK and UAE**

Worked on various projects on management and financial consulting for clients in the UK and the UAE

**Summer Intern, Microsoft, UK**

Worked on marketing and pricing for Microsoft’s KIN mobile phone project

**Career interests**

Entrepreneurship, information technology, technology, project management, management consulting, research

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Veena Krishnamurthy  
**India**  
[veena.krishnamurthy.mba2016@said.oxford.edu](mailto:veena.krishnamurthy.mba2016@said.oxford.edu)

Vivesvaraya Technological University, India, BE

Languages: Hindi, Kannada

**Testing & Quality Planning Leader, LG Soft, India**

Led, Coach & enabled team of 5 to 30 members in testing & quality

Knowledge management lead, created and deployed over 150+ process documents and other artifacts through custom online system

Involved in training & upskilling the 250+ member test team

Spearheaded the initiative to create a consumer focused test strategy

Received “Excellence in Leadership award”

**Test Engineer, Wipro Technologies, India**

Coordinated a project team of four members through Acceptance Test Suite activities for Windows OS mobile handset testing

Implemented Orthogonal Array and DSM – Dependency Structured Matrix Tools reducing system testing effort by 20%

**Career interests**

Technology, operations, management consulting, marketing, strategy
Rohit Kumar
India
rohit.kumar2.mba2016@said.oxford.edu
University of Sheffield, UK, BEng (Hons), Materials Science & Engineering
Languages: Hindi
Area Sales Manager – Projects, Berger Paints, India
Led a team of 12 to develop brand presence in niche private and public markets
Achieved 63% YoY revenue growth in FY15-16 (US$1m+) by enhancing sales operations
Promoted two years ahead of company norms
Operations Manager, J catapult (Tata Steel – Nippon Steel & Sumitomo Metal), India
Led 68 team members to commission a US$410m joint-venture manufacturing plant
Developed 300+ operating standards through data and process analysis
Selected as Best Graduate Engineer in 2013
Project Trainee – Engineering & Industrial Services, Tata Consultancy Services, UK
Developed a KPI tracker and data e-archiving system to increase a client’s productivity
Analysed a client’s asset management system and identified improvement areas
Career interests
Management consulting; operations; strategy

Christopher Larson
USA
christopher.larson.mba2016@said.oxford.edu
University of Oxford, UK, MSc Russian and East European Studies; Brigham Young University, USA, BA (Magna Cum Laude) Russian Languages: Russian, Armenian
Owner, Two Tie Guys, USA
Managed supply, development, marketing, advertising, sales, website, social media
Grew business to become profitable
Featured in wedding magazines such as Rocky Mountain Bridal
Marketing and Product Management Intern, HBX Harvard Business School, USA
Piloted projects to build greater awareness on Twitter, Instagram, and Hubspot
Executed and presented market research for future courses
Analysed data on participant satisfaction and business to business sales
Intern, Transparency International–Russia, Russia
Analysed data from shell corporations concerning the “Magnitsky Case”
Contributed articles on corruption in Russia
Career interests
Consulting; marketing; entrepreneurship; international business; strategy

Mindy Lauriano
USA
mindy.lauriano.mba2016@said.oxford.edu
University of California Irvine, USA, BA (Major: Business Economics, Minor: Accounting), CPA Languages: Spanish
Reporting and Compliance Senior Manager, Green Dot Public Schools National, USA
Led all budgeting, accounting, and reporting of restricted grants (US$76m of $165m Budget, 261 grants) as well as debt compliance
Built the compliance function from scratch with a new team, while remediating significant non-compliance and replicating the framework
Quarterbacked internal team (including CFO) efforts on US$31m facility public bond financing
Reporting and Lender Compliance Manager, Green Dot Public Schools National, USA
Created procedures and tools from scratch to calculate and forecast debt covenant compliance and streamline reporting
Nominated for Golden Dot award due to performance during CFO/Controller absence (12 nominated of 200 home office employees)
Senior Associate, PwC, USA
Managed and conducted audits in various industries using a risk-based testing approach
Career interests
Education; not for profit, social finance, impact investing, social entrepreneurship

Steven Lawn
Australia, UK work authorisation
steven.lawn.mba2016@said.oxford.edu
Macquarie University, Australia, MA International Security Studies, University of Newcastle, Australia, BA History
Co-Founder, HDL Group, Australia
Analysed financials and negotiated HDL’s distressed purchase of hospitality company
Chief Consultant, SCG, Azerbaijan
Managed workforce of 25 international consultants on government ministry capability modernisation project
Co-Founder, 5th Level Training, Australia
Recruited and managed 6-person team to create and implement e-commerce platform and associated digital marketing strategy
Soldier, Special Operations Command, Australia
Decorated for ‘Gallantry in Action’, Afghanistan
Co-Founder, Holistic Security, Australia
Drove growth from one client & eight staff to nine clients and 60 staff in first 18 months
Led business diversification project resulting in 32%/A$600k FY revenue growth
Career interests
Management consulting; strategy; venture capital, entrepreneurship; real estate, energy

Seung Hoon Lee
South Korea
seunghoon.lee.mba2016@said.oxford.edu
Korea University, South Korea, BA (Hons), English Language and Literature, CPA, Charterholder Languages: Korean, German
Senior Manager, Korea Eximbank, Korea
Developed business opportunities in Asia and Latin America, identifying or structuring over 20 projects (US$1bn)
Advised clients for over five PF transactions in infrastructure or natural resources sectors
Arranged the US Sabine Pass LNG project (US$13bn, Deal of the Year 2013), Colombian Bogotá ITC project (US$200m)
Set up internal guideline for equity investment: executed financial analysis for first investment (US$10m) in an Indonesian power plant project
Manager, Korea Eximbank, Korea
Established Korea Eximbank’s Vision 2020
Loan Officer, Korea Eximbank, Korea
Conducted due diligence in connection with credit approval process for Peru LNG project (US$3.8bn) & Madagascar project (US$3.7bn)
Career interests
International finance, corporate finance, Financial advisory, development banking, development work

Martin Lee
USA
martin.lee.mba2016@said.oxford.edu
Boston University, USA, BS Business Administration
Vice President, MUFG Americas, USA
Initiated and established US$100m in new relationships
Negotiated discussions with company management while coordinating marketing efforts with other product partners
Assistant Vice President, Wells Fargo, USA
Managed development of loan business in Southwestern United States covering 5 states
Implemented methodology to identify over 1,200 prospective new clients
Associate, Wells Fargo, USA
Hired as member of 3-person team to launch new East Coast syndication group
Advised on and executed 5 syndicated debt transactions against budget of 2 transactions
Analyst, Bank of America, USA
Underwrote, syndicated, and arranged over US$50b in debt proceeds
Prepared 95 client pitches generating total fees in excess of US$15m
Career interests
Strategy, social finance, media, luxury retail
Dennis Ngo Ming Lee  
Hong Kong  
dennis.lee.mba2016@said.oxford.edu

The University of Hong Kong, Hong Kong, BE (Hons)  
Electronics and Communications  
Languages: Cantonese, Mandarin

Principal Technical Consultant, Tech-Trans Group, Hong Kong  
Advised IBM on technology trend, emerging opportunities, and product/solution positioning  
Trained and mentored IBM specialists  
Senior Technical Sales Specialist, IBM, China/Hong Kong  
Achieved 121% of US$4m+ individual quota  
Collaborated with 20+ engineers from US, UK, Germany, India, and China, resolved 15+ system issues impacting clients’ business  
Localized global strategy on sales & marketing  
Analysed 400 product features of 8 competitors  
Acquired four of six largest Macau casinos as first-time clients during 2009-12 casino boom  
Led and closed 27 projects, worth $1,500+ mandates and US$5.2m, for Hong Kong government  
Earned five leadership and excellence awards; Promoted two times in five years

Career interests  
Product management, business strategy, technology, consulting

Athnea Lew  
USA  
athnea.lew.mba2016@said.oxford.edu

New York University, USA, BS CPA Accounting  
Languages: Mandarin, Taiwanese

Associate Investment Officer, BlueOrchard Finance SA, Cambodia  
Assessed clients’ credit risk to ensure required return for the impact investment fund manager  
Structured the company’s first deal in China by coordinating with regulators and the new client  
Portfolio Manager, VisionFund International, USA  
Produced 165% portfolio growth to US$84m over four years to increase impact of the microfinance organization  
Negotiated formal or unconventional hedges to minimise subsidiaries’ FX risk  
Senior Financial Analyst, Warner Bros. Entertainment Inc., USA  
Proposed and executed change management for the business units to add their pursuit of growth opportunities  
Managed a software implementation to improve efficiency

Career interests  
Social entrepreneurship, strategy, impact investing, consumer goods

Fiona Lim  
Singapore  
fiona.lim.mba2016@said.oxford.edu

Nanyang Technological University, Singapore, BAcc (Hons)  
Accountancy  
Languages: Mandarin Chinese

Equity Analyst, Bloomberg, Singapore  
Administered a portfolio of equity stocks for data accuracy and financial analysis  
Applied subject matter expertise in ASEAN banking industry to provide investment insights  
Graduate Talent Program, UBS, Singapore  
Completed rotations across Investment Banking and Wealth Management divisions and functions  
Participated and successfully graduated from development and leadership programmes  
Risk and Compliance Intern, National Australia Bank, Singapore  
Managed projects with focuses on Know Your Customer, Anti-Money Laundering, and Banking Secrecy  
Business Transaction Services Intern, BDO, Singapore  
Conducted Initial Public Offering and Mergers and Acquisitions due diligence and advisory

Career interests  
Equity research, asset management, private equity, venture capital

Calgary Leveen  
South Africa  
calgary.leveen.mba2016@said.oxford.edu

University of Cape Town, South Africa, BBusSc (Hons)  
Finance  
Languages: Afrikaans

Senior Manager, PwC, South Africa  
Established the PwC Africa Customer & Digital advisory practice in South Africa  
Customized the global Customer Experience methodology for an African context, tailored the approach and created sample deliverables  
Manager, PwC, South Africa  
Planned and managed 8 consulting projects to the value of ZAR2.5m, focusing on the telecommunications industry  
Executed strategy and operational consulting projects, focused on customer experience transformation, network asset lifecycle management, and market entry strategies  
Assistant Manager, PwC, South Africa  
Project Manager on a ZAR1b ERP transformation programme for telco operator  
Executed Governance, Risk and Control projects for a global telco operator, focusing on African operating companies

Career interests  
Business strategy, innovation strategy, management consulting, risk management, telecommunications

Peter Links  
South Africa  
peter.links.mba2016@said.oxford.edu

University of Cape Town, South Africa, BBusSc (Hons)  
Finance  
Languages: Afrikaans

Senior Manager, PwC, South Africa  
Established the PwC Africa Customer & Digital advisory practice in South Africa  
Customized the global Customer Experience methodology for an African context, tailored the approach and created sample deliverables  
Manager, PwC, South Africa  
Planned and managed 8 consulting projects to the value of ZAR2.5m, focusing on the telecommunications industry  
Executed strategy and operational consulting projects, focused on customer experience transformation, network asset lifecycle management, and market entry strategies  
Assistant Manager, PwC, South Africa  
Project Manager on a ZAR1b ERP transformation programme for telco operator  
Executed Governance, Risk and Control projects for a global telco operator, focusing on African operating companies

Career interests  
Business strategy, innovation strategy, management consulting, risk management, telecommunications

Sarun Lertpanyaroj  
Thailand  
sarun.lertpanyaroj.mba2016@said.oxford.edu

Chulalongkorn University, Thailand, BEng (Hons)  
Mechanical Engineering  
Languages: Thai

Drilling Supervisor, PTTEP, Thailand  
Led approximately 100 team members from more than 10 countries in 24-hour drilling operation  
Developed off-line drilling rig operation; reduced drilling time by 15% while maintaining safety statistics, saving US$11m in 2013  
Operation Engineer, PTTEP, Thailand  
Standardised operation procedures among offshore rig fleet, 5 percent improvement in total time spent per well  
Formulated performance incentive programme to boost rigs' performance, resulted in up to 3% drilling efficiency improvement  
Project Coordinator Engineer, PTTEP, Canada  
Coordinated with team to drill 39 appraisal wells, project completed 20% faster than plan and US$2.4m under budget

Career interests  
Strategy, consulting, fintech, private equity, venture capital
Deping Liu  China
deping.liu.mba2016@said.oxford.edu

Xi’an Jiaotong University, China, MS Mechanical Engineering, Hunan University, China, BS Mechanical Design, Manufacture and its Automation Languages: Mandarin

Project Procurement Management Supervisor, China General Nuclear Power Corporation, China
Established project procurement management system and maintained fluent implementation
Ensured purchase of over 4,000 sets of chemical equipment on schedule
Prepared and finalized suspension contracts, helped to reduce loss by at least US$10m

Project Quality Assurance Supervisor, CGNPC, China
Established project quality assurance system
Monitored quality assurance system of over 30 main equipment suppliers, performed QA audit, assured high quality delivery of key equipment
Evaluated 200+ potential suppliers, negotiated and finalised QA terms of 50+ equipment supply contracts

Career interests
Clean energy, project management, operations, business development, corporate finance

Benjamin Lloyd  UK
ben.lloyd.mba2016@said.oxford.edu

HK Securities Institute, Fundamentals of Securities Regulation, Chartered Financial Analyst, CFA Institute; University of Oxford, UK, MA (Hons) Geography

Executive Director, Head of APAC Corporate Access, UBS, Hong Kong
Managed a team of 16 across 10 countries
Led strategic development, business direction and delivery of 35,000+ annual interactions, with US$120m revenues
Advised corporate management on global IR strategy

Director, Head of Middle Markets, UBS, Hong Kong
Developed an entrepreneurial business model to monetise a diverse client base
Client management of 100 clients with revenues of US$24m

Investment Manager, Ballie Gifford, UK
Managed US$400m Asian Investment Trust
Top 100 UK Fund Manager (Citywire)

Career interests
Business development, corporate strategy, social entrepreneurship, relationship management

Benjamin Lloyd  UK
ben.lloyd.mba2016@said.oxford.edu

HK Securities Institute, Fundamentals of Securities Regulation, Chartered Financial Analyst, CFA Institute; University of Oxford, UK, MA (Hons) Geography

Executive Director, Head of APAC Corporate Access, UBS, Hong Kong
Managed a team of 16 across 10 countries
Led strategic development, business direction and delivery of 35,000+ annual interactions, with US$120m revenues
Advised corporate management on global IR strategy

Director, Head of Middle Markets, UBS, Hong Kong
Developed an entrepreneurial business model to monetise a diverse client base
Client management of 100 clients with revenues of US$24m

Investment Manager, Ballie Gifford, UK
Managed US$400m Asian Investment Trust
Top 100 UK Fund Manager (Citywire)

Career interests
Business development, corporate strategy, social entrepreneurship, relationship management

Andrew Lopes  South Africa, Ireland
andrew.lopes.mba2016@said.oxford.edu

University of the Witwatersrand, South Africa, BSc (Hons) Finance and Accounting

Corporate Finance Analyst, Nedbank, South Africa
Structured and modelled R10bn Black Economic Empowerment deal for MTN Group
Advised BP Southern Africa on successful tender sale of 35% equity stake in a downstream distribution subsidiary
Chartered Accountant Article Clerk, Nedbank, South Africa
Accredited South African Institute of Chartered Accountant’s training programme spanning three years with various banking exposure
Collaborated with credit teams to develop recovery strategies for over R1bn in distressed corporate credit assets across Southern Africa
Created a 5 month international finance secondment to Old Mutual Asset Management in Boston, USA to assist with IPO preparations

Career interests
Private equity, corporate finance (M&A), asset management, strategic consulting, entrepreneurship, development finance

Boitumelo Loate  South Africa
boitumelo.loate.mba2016@said.oxford.edu

University of the Witwatersrand, South Africa, BSc (Hons) Actuarial Science; University of the Witwatersrand, South Africa, BSc (Majors: Actuarial Science, Mathematical Statistics)

Actuarial Analyst, First National Bank, South Africa
Built, calibrated and validated credit-risk models for FNB Credit Card division
Monitored credit-card fraud exposure and automated reporting processes
Collaborated with other divisions to construct a bank-wide, anti-money-laundering model
Forecasted future budgets for arrears and non-performing loans
Investigated profitability of the FNB consumer-rewards platform
Produced, analysed and presented monthly credit reports for FNB Home Loans, proposed risk appetite changes
Accelerated home-loan-application platform

Career interests
Private equity, venture capital, mergers and acquisitions, risk management, entrepreneurship

Vladimir Lovric  South Africa, Serbia
vladimir.lovric.mba2016@said.oxford.edu

University of the Witwatersrand, South Africa, BSc (Hons) Actuarial Science; University of the Witwatersrand, South Africa, BSc (Majors: Actuarial Science, Mathematical Statistics)

Languages: Serbian, Afrikaans

Actuarial Analyst, First National Bank, South Africa
Built, calibrated and validated credit-risk models for FNB Credit Card division
Monitored credit-card fraud exposure and automated reporting processes
Collaborated with other divisions to construct a bank-wide, anti-money-laundering model
Forecasted future budgets for arrears and non-performing loans
Investigated profitability of the FNB consumer-rewards platform
Produced, analysed and presented monthly credit reports for FNB Home Loans, proposed risk appetite changes
Accelerated home-loan-application platform

Career interests
Private equity, venture capital, mergers and acquisitions, risk management, entrepreneurship

Andrew Lopes  South Africa, Ireland
andrew.lopes.mba2016@said.oxford.edu

University of the Witwatersrand, South Africa, BSc (Hons) Finance and Accounting

Corporate Finance Analyst, Nedbank, South Africa
Structured and modelled R10bn Black Economic Empowerment deal for MTN Group
Advised BP Southern Africa on successful tender sale of 35% equity stake in a downstream distribution subsidiary
Chartered Accountant Article Clerk, Nedbank, South Africa
Accredited South African Institute of Chartered Accountant’s training programme spanning three years with various banking exposure
Collaborated with credit teams to develop recovery strategies for over R1bn in distressed corporate credit assets across Southern Africa
Created a 5 month international finance secondment to Old Mutual Asset Management in Boston, USA to assist with IPO preparations

Career interests
Private equity, corporate finance (M&A), asset management, strategic consulting, entrepreneurship, development finance
Lucy Xi Lu  China, Singapore
si.lu.mba2016@said.oxford.edu

Nanyang Technological University, Singapore, BS Mathematics and Economics Languages: Mandarin

Senior Analyst – Prime Brokerage, Goldman Sachs, Singapore
Managed post-trade transactions across major Asian and Australian exchanges

Led business development projects in China, e.g. QianKun futures acquisition, CFFEX products launch, QFII client onboarding

Designed business strategy to manage operational risk exposure, drove adoption across organisation and achieved over 30% improvement in efficiency

Senior Analyst - Listed Derivatives Trading Middle Office, Goldman Sachs, Singapore
Ensured smooth liquidity for top global hedge fund clients and timely resolution for any complex issues

Analysed recurring client issues, proposed respective mitigating plans and saved operational cost for a particular client by over 60%

Career interests
Private equity, asset management, corporate finance; mergers and acquisitions, entrepreneurship

Yuehao Cyndi Lu  China
yuehao.lu.mba2016@said.oxford.edu

University of Illinois at Urbana-Champaign, US, MS Food Science; Nanyang University, China, BS Chemistry
Languages: Chinese

Consultant, Kotler Marketing Group, China
Re-designed Baosteel’s brand strategy and created the first systematic practice of industrial ingredient branding in China

Improved business growth by 30% by developing marketing strategy for a top architectural design company in China

KMG consulting high performance award

Career interests
Consulting; strategy; marketing; private equity; venture capital

Lei Luo  China
lei.luo.mba2016@said.oxford.edu

University of International Business and Economics, China, BA Law
Languages: Mandarin

Marketing Manager, China Road and Bridge Corporation (Kenya Branch), Kenya
Developed infrastructure project under PPP model with estimate investment of US$1.5bn

Composed business plans and negotiated with government and creditors

Deputy Marketing Manager, China Road and Bridge Corporation (Kenya Branch), Kenya
Developed real estate project with estimate investment of US$250m

Conducted investment feasibility; completed land transfer and established project company

Business Manager, China Road & Bridge Corporation (Headquarter), China

Coordinate with Chinese financial institutes to facilitate US$3.5bn concessional loan for African infrastructure project

Investigated and identified infrastructure projects in India and Mauritius

Career interests
Project management; development banking

Valentina Luo  China
jingqing.luo@mba2015.sbs.oxford.edu

Peking University, China, BSc Economics, BSc Psychology
Languages: Mandarin

Reporter, The Daily Telegraph, China
Reported on Chinese economy and politics; expanded business coverage by 50%

Compiled daily policy intelligence briefing and economic data analysis

Managed relations with Chinese government and state-owned companies

Senior Financial Planner, DMG, China
Conducted due diligence and Tier-2 film market research on company’s 1st cinema acquisition

Prepared pitch presentations and financials for CFO, raising $300m funding

Research Executive, Nielsen, China
Led team of 3 in developing surveys for 10+ international consumer electronics and telecom clients in product launch, brand tracking and shopping behavior research; analyzed samples with MS Excel, and delivered reports

Recommended marketing strategy changes for local FMCG group leading to 40% revenue growth and brand image enhancement

Career interests
Accounting; strategic consulting; marketing

Tunan Ma  China
tunan.ma.mba2016@said.oxford.edu

Central University of Finance and Economics, China, BA Economics
Languages: Chinese

Deputy Senior Manager, China Central Depository And Clearing Co., Ltd., China
Constructed the official Treasury yield curve of China, used by IMF as the RMB interest rate in the SDR basket

Built local government bond rating model which redefined fair value of Chinese local government bonds totaling US$300bn

Delivered and initiated over 30 reform proposals and research reports on bond market

Bond Analyst, Ministry of Finance of China, China
Reformed auction mechanism of short-term Treasury bills in China

Designed policy framework of local government bond issuance in China (Shanghai) Pilot Free Trade Zone

Cooperated with IMF staff to deliver IMF policy paper

Career interests
Asset management, financial markets; public finance

Ravit Madan  India
ravit.madan.mba2016@said.oxford.edu

Institute of Management Technology, India, PGDM; Punjab Engineering College (Deemed University), India, BE (Hons) Electrical Engineering
Languages: Hindi; Punjabi

Manager Operations, Clarks Future Footwear Pvt Ltd, India
Set up and headed the national logistics function of the company

Negotiated commercial terms with logistics vendors resulting in cost savings of US$68k annually

Developed performance metrics on logistics and enabled year-on-year improvement in efficiency of the supply chain

Direct Sales Officer, Hindustan Petroleum Corporation Ltd, India
Managed sales area worth US$12m

Regained lost market share in bitumen sales

Associate Software Engineer, Fidelity Business Services India Pvt Ltd, India
Learned different software technologies and played a pivotal role in major project releases

Career interests
Consulting, consumer goods, retail, e-commerce, oil and gas

Languages:
Science; Nanjing University, China, BS Chemistry
English; Nanyang Technological University, Singapore, BSc Economics, BSc Psychology
Chinese

xi.lu.mba2016@said.oxford.edu

Languages: Mandarin

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Languages: Mandarin
Anthony Mahira
Kenya
anthony.mahira.mba2016@said.oxford.edu

Strathmore University, Kenya, BComm (Hons) Finance
Languages: Swahili

Cost Accountant, Diageo, Kenya
Responsible for profitability margins through management of cost base (spanning all facets of production process) budgeted at over £130m for the fiscal year.

Drove organic business growth by ensuring innovation business cases are supported by robust financials (annual budgeted at over £130m for the fiscal year). Drove organic business growth by ensuring innovation business cases are supported by robust financials (annual budgeted at over £130m for the fiscal year). Drove organic business growth by ensuring innovation business cases are supported by robust financials (annual budgeted at over £130m for the fiscal year). Drove organic business growth by ensuring innovation business cases are supported by robust financials (annual budgeted at over £130m for the fiscal year).

Recognised for superlative contribution to Operational Excellence function

Business Performance Analyst, Diageo, UK
Drove and delivered successful controls audit rating for regional Head Office. In charge of end to end process from risk scoping, design assessment (and review), through to testing and eventual presentation to regional President.

Recognised for sterling performance in home market by being seconded to UK global headquarters within 18 months of joining the business.

Career interests
Management consulting; private equity; strategy; real estate

Shamil Maindiratta
India
shamil.maindiratta.mba2016@said.oxford.edu

University of Madras, India, BA Economics
Languages: Hindi

Team Lead (Client Servicing) – Pink Lemonade Communications, India
Spearheaded business development efforts resulting in US$140,000 additional revenue

Led an 8-member team to plan go-to-market strategies for 5 products of a healthcare technology giant, impacting client sales of over US$30m

Achieved 4 out-of-turn promotions during tenure

Analyst 3 (Client Middle Office – Securities Division), Goldman Sachs, India
Pioneered a change in standard industry practices, also resulting in annual cost savings of US$25,000

Selected from a team of 8 to migrate a high-risk stock reconciliation function from London

Management Executive, Mark Enterprises (Family-Owned), India
Managed projects valued at US$500,000 over tenure; achieved YoY revenue growth of 5% (approx. US$1,000,000) in FY13–14

Career interests
Consulting; marketing; operations; strategy

Harsimrandeep Singh Malhi
India
harsimrandeep.malhi.mba2016@said.oxford.edu

NIT, Jalandhar, India, BTech Electronics and Communication Engineering; CFA Level 1
Languages: Hindi, Punjabi

Master Field Engineer, Halliburton Logging Services Asia, India
Independent location management generating monthly revenue of £300,000

Generated £800,000 revenue in first usage cycle of a new technology leading to further business generation of £260,000

Senior Field Engineer, Eastern United Petroleum Services, Kuwait
Promoted to engineer-in-charge within one month of joining and coordinated three operation teams with zero loss time

Senior Field Engineer, Halliburton Logging Services Asia, India
Managed overall operations of a base location

Transformed a one-month trial contract with a first time client to a full time two-year contract

Pivotal role in discovery of new oilfield potential reserves of 15 million barrels

Career interests
Consulting; corporate strategy; energy and resources; operations

Orkhan Mahammadi
Azerbaijan
orkhan.mahammadi.mba2016@said.oxford.edu

California State University, US, BS Business Administration
Languages: Azerbaijani, Turkish, Russian

Managing Director, Altun Plast, Azerbaijan
Initiated a US$4.4m manufacturing facility

Over saw the financial operations, mitigated key elements of the company’s risk profile Monitor cash balances and cash forecasts

Managing Director, Seneks Group, Turkey
Pioneered a wholesale distribution company in Istanbul, Turkey to pursue cost - cutting objectives for family firm

Reduced operational cost up to 16% quarterly

Managed US$1.3m in sales revenue during the first 13 months of operations

Kapital Bank OJSC, Credit Expert, Azerbaijan
Responsible for managing credit portfolio.

Led a team that increased portfolio’s total gross loan by 7.1% while lowering non-performing loan ratio by 8.42%

Career interests
Consulting; asset management; venture capital; entrepreneurship

Ankit Mahajan
India, UK
ankit.mahajan.mba2016@said.oxford.edu

National Institute of Industrial Engineering, India, Post Graduate Diploma IT Management; VIT University, India, B.Tech., Electronics
Languages: Hindi, Punjabi

Programme Manager II, Amazon, India
Led “Delivery Preference” programme for Amazon Logistics; increased customer adoption from 4.2% to 10%; realised US$500k/month savings

Published white paper on “Address correction services”, realised US$40k/year savings

Consultant, Cognizant Business Consulting, United Kingdom
Drove customer services transformation of a US-based electricity retailer; managed 5 cross-functional teams; realised US$3m savings

Mapped processes, impacting 5 business units, for smart meter rollout for the largest UK utility

Led business development efforts targeting specific accounts; closed 2 deals >US$1m

Assistant Systems Engineer, TCS, India
Developed first-of-its-kind mobile promotion & advertising app; adopted by 150k+ employees

Career interests
Management consulting; corporate strategy; product / technology management; analytics

Charles Madon
Canada, UK
charles.madon.mba2016@said.oxford.edu

CFA Charterholder; Chartered Investment Manager (CIM), Canada; McGill University, Canada, BComm Finance
Languages: French

Summer Associate (Private Equity), Tactex Asset Management, Canada
Performed semi-annual fair market value analysis on five active fund investments

Piloted deal sourcing and analysis of 2,596 financial technology investment opportunities

Mentored three undergraduate interns and led team in due diligence analysis

Associate Advisor, RBC Dominion Securities, Canada
Co-managed book of 786 clients leading to growth from C$150m to C$250m

Conducted asset allocation, portfolio rebalancing, trade execution, and security selection for model portfolios

Investment Advisor, TD Wealth, Canada
Accumulated C$3M in assets and maintained average client size above C$200,000

Created and executed over a dozen long-term comprehensive strategic plans for clientele

Career interests
Private equity, mergers and acquisitions, hedge fund, management consulting; venture capital
Stephanie Mambo
Kenya, UK work authorisation
stephanie.mambo.mba2016@said.oxford.edu
CIMA (Qualified), Imperial College London, UK, MEng Chemical Engineering Languages: Kiswahili
Credit Consultant, M-KOPA, Nairobi Kenya
Provided recommendations and implemented robust internal controls to tackle fraud.
Collaborated with senior management to devise M-KOPA’s international market strategy.
Conducted an experiment to boost credit performance in a sample of blocked customers using incentives, realised a 30% improvement.
Associate – Corporate Business Intelligence Team & Operations Metrics, Nomura, London UK
Developed and managed projects to enhance trade activity visibility by providing efficient reporting solutions such as dashboards, daily reports to senior stakeholders.

Gergely Markus
Hungary
gergely.markus.mba2016@said.oxford.edu
Corvinus University, Budapest, Hungary, BA Applied Economics Languages: Hungarian
Associate, McKinsey and Company, Kenya
Supported a major Sub-Saharan African bank to develop new products and innovative distribution channels to expand its 10m+ client base. Financial impact is US$10m+ p.a.
Lead a team of four to develop an industrialisation roadmap to create 1m new jobs in the next 5 years. Improved client capabilities of 10 senior delivery team members.
Business analyst, McKinsey and Company, USA and Hungary
Developed and managed a Group-wide operational excellence programme for a top Western European insurance company. Bottom line impact was €750m
Designed and implemented a strategically important collections project for an Eastern European bank (Bulgaria, Ukraine) with a focus on real estate collateral strategy. Financial impact was €50m
President and co-founder, FAKT, Hungary
Designed and launched a volunteering campaign to teach basic finance to secondary school students across Hungary. Campaign reached 3,000+ students so far.

Constantine Markantonis
South Africa, Greece
constantine.markantonis.mba2016@said.oxford.edu
University of Witwatersrand, RSA, BComm (Hons) Finance
Corporate Financier, M S Golding & Associates, South Africa
Performed due-diligence co-ordination and financial analysis for a South African LPG M&A transaction valued at c. £80m
Advised an AIM and JSE listed client on a potential £265m platinum mine bid
Advised a LEF and JSE listed client on the potential acquisition of a financially distressed gold mine – built a financial model with significant stress test capability
Corporate Finance Trainee, Metmar Investments & Resources, South Africa
Designed and Implemented Metmar’s Employee Profit Share Scheme
Managed the sale of various assets within the Metmar Group, including the sale of shares and PP&E that generated around £2m in cash
Co-ordinated the due diligence for £18m sale of Metmar Limited to Traxys Africa

Christopher G Mathew
India, South Africa (work authorisation)
christopher.mathew.mba2016@said.oxford.edu
University of Witwatersrand, RSA, MBCh Colleges of Medicine, RSA, Dip Obst Languages: Afrikaans
Assistant National Project Manager for Hospital Management, HISP, South Africa
Led program for Hospital Data Quality Improvement (DQI) for all government hospitals
Developed, piloted and successfully implemented Hospital DQI Support Package
Designed the DQI Score Card – an innovative, objective, standardised tool for assessing hospital health information systems
Medical Officer, Department of Health, South Africa
Functioned as junior registrar in OB&GN
Intern coordinator for all interns in department
Clinical Skills Tutor, Centre for Health Sciences Education, South Africa
Taught medical students basic clinical skills
Conducted end-of-year student clinical exams
Career interests
Social entrepreneurship, healthcare administration, impact investing

Johanna Ceysa Mckechnie
USA
johanna.mckechnie.mba2016@said.oxford.edu
Acadia University, Canada, BA Sociology
Vice President of Operations & Consumer Experience, Next Generation Insurance Group, USA
Oversaw internal operations, marketing and consumer experience
Redesigned lead management system to support 180% YTD growth from 2015 to 2016
Director of Operations, Next Generation Insurance Group, USA
Designed and implemented comprehensive, holistic customer engagement and experience platform
Oversaw implementation of 200+ unique affinity partnerships
Increased team efficiency by 80% with overhaul of existing workflows
Product Manager, Next Generation Insurance Group, USA
Managed carrier and partner relationships for all key business products
Career interests
Technology, operations, consumer experience, international business strategy

Taylor Markham
USA, EU work authorisation
taylor.markham.mba2016@said.oxford.edu
Arizona State University, USA, BSc (Hons) Accountancy Languages: Spanish
Senior Consultant, Deloitte & Touche LLP, USA
Led client advisory projects in multiple industries: energy & resources, technology, real estate, banking, non-profit
Presented project analysis and recommendations to corporate executives at client’s annual finance conference
Volunteered as on-boarding advisor for five new consultants and interns
Consultant, Deloitte & Touche LLP, USA
Performed risk analysis and internal compliance evaluations for Fortune 500 companies and major Non-Profit Organizations
Analysed vendor management and supply chain processes for major mining client and identified over US$2m in improved operation opportunities
Career interests
Strategy, consulting, technology, business development

Languages:
Hungarian
Kiswahili
Afrikaans
Spanish

Career interests
Private equity, consulting, impact investing, social entrepreneurship
Julie McKinney  
USA  
* julie.mckinney.mba2016@said.oxford.edu  
* Rice University, USA, BA in English and History  
* Technology Business Coordinator, Dallas County Schools, USA  
* Led a team of 6 contracted employees to deploy 3000+ virtual desktops  
* Managed applications to file for US$1.5m in technology funding for 20 school districts  
* Coordinated supply chain processes for technology and instruction departments with 70+ school districts served by 40+ vendors  
* Technology Instructional Coordinator, Dallas County Schools, USA  
* Created lessons and taught 50+ adults about Microsoft Office and goal setting  
* Taught educators how to integrate technology into classrooms  
* Teacher, Grand Prairie ISD, USA  
* Developed and taught original lesson plans for middle school math Pre-Advanced Placement courses  
* Analyzed student test data to improve teaching methods and ensure student success  

Career Interests  
* Project management; corporate strategy; operations; academia; technology  

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Thomas Meinke  
Germany  
* thomas.meinke.mba2016@said.oxford.edu  
* Technical University of Munich, Germany, BSc Management & Technology (Major: Finance, Minor: Electrical Engineering), CFA Charterholder  
* Languages: German  
* Investment Manager, Allianz, Germany  
* Conducted and subsequently supervised planning and controlling of accounting and risk KPIs of a €1bn income portfolio and discussed results with C-level executives  
* Developed strategic asset allocations of a €26bn insurance company and negotiated proposals with global expert teams  
* Executed investment decisions which enhanced profit by > €50mn while taking into account ALM and regulatory considerations  
* Created and implemented a financial KPI steering dashboard for the CFO  
* Visiting Associate, The Boston Consulting Group, Germany  
* Advised major German Bank on working hour reduction measures and new HR strategy  
* IT System Engineer, Deutsche Telekom, Germany  
* Pursued vocational education  

Career interests  
* Corporate Finance, risk management, management consulting, corporate strategy  

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Pranay Meshram  
India  
* pranay.meshram.mba2016@said.oxford.edu  
* University of California, Santa Barbara, USA, MS Computer Engineering; University of Mumbai, India, BE Telecommunication  
* Languages: Marathi, Hindi  
* Portfolio Manager, Amgen Inc., USA  
* Founded Project Management Office, establishing a model framework across company and avoiding US$4m consulting costs  
* Created long-term commercialisation and funding strategies, managing US$5m+ budget  
* Initiated Incubator Lab, a startup space for driving innovations and piloting new ideas  
* Led contract negotiations with vendors, saving at least US$2m per effort  
* Project Manager, Amgen Inc., USA  
* Program managed five-year site consolidation initiative to deliver on US$18m annual savings  
* Developed infographics to create impactful stories and gain visibility with CIO and CFO  
* Promoted to new role and title, PMP certified  
* Programmer Analyst, Amgen Inc., USA  
* Authored industry best practices guides  
* Automated and redesigned complex enterprise systems, reducing US$500,000 overhead costs  

Career Interests  
* Entrepreneurship; real estate; strategy  

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Dusan Milovanovic  
Serbia  
* dusan.milovanovic.mba2016@said.oxford.edu  
* University of Washington, USA, BA in Business Administration  
* Languages: Serbian, Croatian  
* Olympic Candidate, Serbian Rowing Federation, Serbia  
* Developed fellow team members’ skills, interacted with coaches and athletes daily  
* Organised team building events, mentored younger team members  
* Club Manager, Danubius Rowing Club, Serbia  
* Organised international student regattas, communicated with local and regional university officials, marketed sporting event  
* Acquired City Council financing worth €125,000  
* Financial analyst, Spoken Communications, USA  
* Created revenue forecasts for four lines of business, increased accounting and financial efficiency  
* Interacted daily with top level management, wrote memos, discussed future projects  

Career interests  
* Private equity, investment banking, consulting, asset management  

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Kristin Murphy Mitchell  
USA  
* kristin.mitchell.mba2016@said.oxford.edu  
* Willamette University, USA, BA (cum laude) Exercise Science  
* University of St Andrews, UK, BSc (Hons), Biology and French  
* Languages: German, French  
* Executive Director, Washington Chapter, American Parkinson Disease Association, USA  
* Led organisation from annual budget deficit to surplus, increased gross revenue by 39% over three years  
* Initiated and built business case to establish physical office, secured buy-in and funding, and executed move  
* Recruited and managed 350+ volunteers; advised and engaged 50+ board members; led 2 staff members  
* Information & Referral Center Coordinator, American Parkinson Disease Association, USA  
* Organised 150+ education presentations; procured US$87,000 in education grant funding  
* Increased annual patients served by 10%; created data tracking system to establish baseline data and monitor progress  

Career interests  
* Non-profit and development work; social entrepreneurship; corporate social responsibility; healthcare; consulting  

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Maren Mende  
Germany  
* maren.mende.mba2016@said.oxford.edu  
* University of St Andrews, UK, BSc (Hons), Biology and French  
* Languages: German  
* Barclays, UK Global Relationship Director (VP), Global Development Organisations  
* Led Barclays’ global relationship with United Nations agencies  
* Finalist, Barclays’ Corporate Social Entrepreneur of the Year 2016 for the design of a new cashless aid disbursement solution  
* Barclays, UK Associate, Social Innovation  
* Led the development of commercial-social products/services in the UK and Africa (invested £15m in 27 projects)  
* Built Barclays’ global sustainable supply chain proposition  
* Barclays Africa, Ghana & South Africa Project Manager  
* Designed and project managed Barclays’ first sustainable agricultural supply chain solution  
* Won the Barclays Citizenship Award, 2014  

Career interests  
* Consulting, strategy, innovation strategy, sustainability, impact investing  

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Sophie Mittleman USA
sophie.mittleman.mba2016@said.oxford.edu
New York University, USA, BS (cum laude) Media, Culture, and Communication (Minor: Film Production)
Marketing and Sales Manager, Humble, USA
360-degree management role in company
Supervised rebranding initiative, including redesign, development, and launch of website; design and data analysis of internal surveys; creation of brand strategy guide
Managed company initiative for direct-to-client branded and original content
Collaborated with President and Head of Sales to lead 5 national sales teams
Trained Head of Sales, mentored and trained 10 Marketing interns and new Marketing Associate
Marketing Associate, Humble, USA
Sale-in-house marketing staff upon elimination of Head of Marketing role; created director reels, oversaw project pitches, managed PR
Ran Project Management on bidding jobs for 17 directors; project budgets ranged between US$10k and US$2m
Career interests
Marketing; media; brand management; entrepreneurship; innovation strategy

Neehar Modi India, USA permanent resident
nee har.modi.mba2016@said.oxford.edu
Institute of Chemical Technology, India, BEng Chemical Engineering
Languages: Hindi, Gujarati
Executive Director, Rachana, India
Led cross-functional team to negotiate and win redevelopment projects worth US$10m
Raised US$4m debt capital for current projects
Restructured supply chain strategy for steel procurement, lowering costs by US$70,000 pa
Project Manager, Prasol Chemicals, India
Led expense allocation analysis of 80 projects, rolled Board to eliminate 6; saving US$50,000
Developed cost predictive model for raw material sourcing by analysing crude oil trends
Improved demand forecasting and reduced cash conversion cycle of 5 products by 17 days
Technical Manager, Prasol Chemicals, India
Designed heat integration systems across various products; reducing energy costs by 10%
Optimised manufacturing processes, increasing output by 12% and profitability by 7%
Career interests
Private equity, asset management, investment banking; consulting, business strategy

Sayanta Mondal India, UK permanent resident
sayanta.mondal.mba2016@said.oxford.edu
University of Southampton, UK, MSc Microelectronics, West Bengal University of Technology, India, B-Tech Electronics Engineering
Languages: Hindi, Bengali
Leading Design Engineer, Imaginat ion Tech., UK
Managed a 15-member cross-functional team to oversee planning & development of Semiconductor IP products from inception through end of product life cycle
Developed product strategy, extensive roadmap of new products and enhancements, and global release plans
Delivered best-in-class hardware solutions to Apple, Sony, Intel and Samsung; generated 0.5bnum shipments and £50m+ revenue
Design Engineer, Imaginat ion Tech., UK & Australia
Led Sydney R&D team at a critical phase to rescue a derated multimillion-dollar project for a F500 customer
Shaped process improvement strategy; implemented a new streamlined process to interact with tool vendors that enhanced turnaround by 20%
Graduate Design Engineer, Imaginat ion Tech., UK
Created & conducted training programme for 15 interns
Revamped performance of proprietary technology by 3x
Career interests
Management consulting; business strategy; product management; entrepreneurship; technology

David Moore USA
david.moore.mba2016@said.oxford.edu
University of Oxford, USA, MSc Environmental Change & Management; University of Michigan, USA, MSE Mechanical Engineering (Designs); University of Michigan, USA, BSE Mechanical Engineering (summa cum laude)
Languages: Spanish
Continuous Improvement & Quality Engineer, Precision Castparts Corp., USA
Designed, tested, and implemented a yield analysis tool kit that collects, organises and displays live yield data and performance to allow for US$20m/year savings potential
Led team of operators, supervisors, engineers, and leadership to improve Kazen lean manufacturing cell layout design and implementation from job shop organisation
Senior Mechanical Design Engineer Intern, Raytheon, USA
Received Raytheon Innovation Award for designing custom tooling and process equipment for Focal Plane Assemblies that reduced damaged parts by 25% and led to 40% faster production
Career interests
Technology; engineering; product management; sustainability

Maegan Moore USA
maegan.moore.mba2016@said.oxford.edu
Baylor University, USA, BA International Relations
Program Director, University of Virginia, USA
Planned and coordinated 4-day public humanities festival with 35 events and 105 speakers
Managed US$1m event budget and in-kind donations and partnerships
Conceptualised and implemented all programme details, marketing and advertising strategy and digital presence
Hired and supervised 10 employees and coordinated over 50 volunteers
Operations Coordinator, Institute for Advanced Studies in Culture, USA
Drafted and proposed US$6m annual budget
Hired and oversaw external consultant for communications evaluation
Established improved system of internal communications and departmental evaluations
Assisted with development and management of US$2m fund-raising strategy
Maintained foundation / grant application and reporting
Career interests
Charity; not for profit, and development work; marketing, project management, social entrepreneurship

Candice Mudrick USA
candice.mudrick.mba2016@said.oxford.edu
University of California, San Diego, USA, B.S. Electrical Engineering
Program Manager, Qualcomm, USA
Managed hardware development for 6 Snapdragon Adreno Graphics Processors (GPUs), with 100s of millions units shipped per GPU
Drove project execution for best-in-class mobile GPU (per industry benchmarks) in 2016 flagship product (Snapdragon 820)
Designed and led headcount and financial forecasting/ replenishment.
Product Manager (Volunteer), Qualcomm, USA
Guided physical and functional product design of R&D Snapdragon–enabled kitchen tablet device ultimately showcased at CES 2013
Obtained 2 patent filings in association with project (1 granted as of May 2016)
Test Engineering Intern, Qualcomm, USA
Built and executed test plans for measuring phone sensitivity in various environments
Career interests
Product management, technology, marketing, business development, VR
**Gerisha Nadaraju** South Africa  
*gerisha.nadaraju.mba2016@said.oxford.edu*

- **University of Mumbai, India, State Govt. Scholar, MCom, NMIMS, India, Diploma in Social Entrepreneurship; CIMA, UK, Chartered Global Management Accountant; APICS CPIM Level 1**
- **Languages:** Hindi, Marathi, Konkani

**Career interests**

- Nanotechnology; biotechnology; entrepreneurship; business strategy; impact investing

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**Nikhita Nadkarni** India  
*nikhita.nadkarni.mba2016@said.oxford.edu*

- **CIMA, UK, Chartered Global Management Accountant; NMIMS, India, Diploma in Social Entrepreneurship; University of Mumbai, India, State Govt. Scholar, MCom, ICCom, BCom Accounting**
- **Languages:** Hindi, Marathi, Konkani

**Program Associate, Tata Trusts, India**

Initiated and managed £15m Data-driven Governance portfolio

Spearheaded creation of multi-year capital plans and integrated governance databases for 314 villages across two Indian states

Linked 15k persons to social security schemes using sustainable last-mile solutions

Developed impact matrices and assessed funding proposals to facilitate ~£5m investments

**Consultant, Ernst & Young LLP, India**

Led strategy and operational advisory projects for several prominent financial services clients

Worked on business development initiatives amounting to ~£400k

Inducted and mentored a team of 25 analysts

**Career interests**

- Social impact, impact investing, consulting, innovation and leadership; entrepreneurship

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**Shailendra Nama** India  
*shailendra.nama.mba2016@said.oxford.edu*

- **National Institute of Technology, India, BTech Chemical Engineering; APICS CPIM Level 1**
- **Languages:** Hindi

**Senior Consultant, O9 Solutions, India**

- **Generated US$1m revenue by managing forecasting, planning and analytics projects**
- **Reduced inventory levels of a furniture retail company by 33% (US$200m)**
- **Enhanced forecast accuracy levels up to 70% by inducting core industry practices for a furniture retail company**
- **Developed an algorithm to estimate sales contribution for out of stock SKUs, streamlining demand planning for a retail company**

**Technical Consultant, JDA Software (12 technologies), India**

- **Received “Pilar” award for excellent client implementations out of 500 eligible employees**

**Career interests**

- Supply chain management, transport, technology, strategy, product management
Bobojon Nazarov  
**UK**  
bobo.nazarov@mba2016.sbs.oxford.edu

University of Oxford, UK, DPhil (PhD) Chemical Biology; University of Oxford, UK, MSc Pharmacology; University of Bristol, UK, MSc Finance; University of Bristol, UK, BSc (Hons) Biomedical Sciences; CFA Level III (passed)  
Languages: Persian, Russian

Research Analyst, Chicago Mercantile Exchange, UK  
Built, maintained and calculated equity bespoke and Dow Jones indices.

**Equity Associate, Markit, UK**  
Forecasted dividends for publicly-listed European, Russian & U.S. corporations.  
Led projects to include the Russian market in Markit’s dividend coverage.

**Research Analyst, Chicago Mercantile Exchange, UK**  
Researched, analysed, and constructed families of ETFs (totalling 1000s ETFs)

**Career interests**  
Biotech, venture capital; private equity; corporate finance; asset management

Andrew Ng  
**Australia, Singapore**  
andrew.ng.mba2016@said.oxford.edu

The University of Western Australia, Australia, BCom (Hons), CFA Charterholder  
Languages: Mandarin

Senior Financial Analyst, Strategy, Brightwater Care Group, Australia  
Led strategic planning, unit costing, pricing strategy, operational improvement, and feasibility studies across portfolio.  
Senior Consultant, Strategy, PwC, Australia  
Strategy development, post-merger integration, infrastructure planning, cost reduction, organisational design in mining and health

Sergeant, Singapore Armed Forces  
Chief Editor of military publication  
Associate (Intern), ePlanet Capital, USA  
Supported due diligence and deal sourcing.  
Intern, Royal Bank of Scotland, UK  
Developed a database for universe of CLOs.  
Understudied FX, bond, and derivative traders

**Career interests**  
Strategy consulting, venture capital, social impact

Yu Nie  
**China**  
yanie.mba2016@said.oxford.edu

The Chinese University of Hong Kong, Hong Kong, MSc Marketing, Sun Yat-sen University, China, BA Management, CFA Level I  
Languages: Mandarin, Cantonese

Assistant Manager in Corporate Banking Department, China Minsheng Bank, Hong Kong  
Established and maintained relationship of more than 20 corporate clients.  
Grew and managed US$400m loan portfolio and US$300m deposit portfolio. Achieved highest rating and qualified as top RM for 2 consecutive years.  
Managed financing progress, provided financial consulting services and accomplished 8 large loan projects including syndicated loans, LBO and real estate development loans.  
Performed comprehensive credit risk analysis, conducted regular credit reviews and on-going credit monitoring of loan projects

**Career interests**  
Corporate finance, investment banking, private banking, business strategy, entrepreneurship

Anna Nilsson  
**Sweden**  
ananilsson.mba2016@said.oxford.edu

KTH (The Royal Institute of Technology), Sweden, MSc Mechanical Engineering; North Fayette H.S., US, Exchange Student  
Languages: Swedish, German

Business Controller, Uniper Kraftwerke, Germany  
Steered financial target settings & conducted performance reviews of Uniper’s hydro fleet.  
**Strategic Market Analyst, E.ON Global Commodities, Germany**  
Responsible for the Nordic power market analysis & development of a fundamental model.  
Delivered price forecasts & hedging advice.  
Initiated learning sessions for 100+ employees.  
Mentored students & trainees.

**E.ON Corporate Management Trainee, UK**  
Prepared business models for the downstream business; set up internal reporting system.  
Energy Consultant, Sweva, Sweden  
Conducted wind farm pre-studies.  
Performed energy certificate inspections

**Career interests**  
Commodity trading; strategy; business development; consulting; M&A

Masahide Nitta  
**Japan**  
masahide.nitta.mba2016@said.oxford.edu

University of Tokyo, Japan, PhD, MA, BA French Literature; Paul Valery University, France, MA Philosophy  
Languages: French, Japanese

Assistant Professor, University of Tokyo, Japan  
Managed the execution of department budget and mentored 20 graduate students about research and career planning.  
Co-ordinated the largest academic conference of French language and literature in Japan to attend over 1000 participants.  
Published a book over 400 pages on philosophy and psychology of early 20th century France

**Interface Designer & Programmer, Eurex Co., Ltd, Japan**  
Created user interface framework for a new online booking system with executive management team and programmers.  
Managed a multi-national project team of 7 to localise an online tour booking system into 4 languages and collaborated with Belgian counterparts to launch a new e-commerce website

**Career interests**  
Education; entrepreneurship; management consulting; business development; not-for-profit corporate finance; entrepreneurship

Ana Maria Nungo  
**USA, Colombia**  
ana.nungo.mba2016@said.oxford.edu

Project Management Professional (PMP), University of Illinois at Chicago, USA, BS (Hons) Electrical Engineering  
Languages: Spanish

Founder, Executive Director, AccesoSolar, USA, Colombia  
Lead team of international volunteers to empower Latin American communities through sustainable energy.  
Developed business plan to facilitate local entrepreneurship once electricity is provided.  
**Sr. Interconnection Planning Engineer, SunEdison, USA**  
Achieved interconnection approval of LOB’s largest market, 100+ MW, US$200m

Reduced 50% of engineers’ quality control time by streamlining interconnection process

**Substation Project Engineer, Pacific Gas and Electric, USA**  
Managed successful execution of a US$40m, 230kV major transmission line project

**Career interests**  
Social entrepreneurship; renewable energy; international development; non-profit; strategy
Max Ogles USA
max.ogles.mba2016@said.oxford.edu
Brigham Young University, USA, BA (Hons) English
Languages: Portuguese
Director of Marketing, Mobile Coach, USA
Founded team member, built B2B sales pipeline and controlled 20% of company budget
Designed email software and strategy to reduce cost per sales meeting by 50%
Hired and supervised team of 12 to create thousands of sales opportunities
Executed content strategy including 2 monthly newsletters and a webinar series
Career interests
Entrepreneurship, media, research, social entrepreneurship

Abel Okello UK, Uganda
abel.okello.mba2016@said.oxford.edu
University of Kent, UK, BBA (Hons) Business Administration
Business Development Manager, Labule Telecom, Uganda
Leading expansion of B2B and B2C operations into new territories within Uganda, overseeing project budgets of up to US$450,000
Implemented company restructuring programme, oversaw sale and transfer of operational territory in line with policy changes
Recruited, trained and mentored over 400 mobile money agents, rapidly expanding rural agent network by over 250% within 12 months
Managed registration process of over 1.2 million customers in compliance with new industry legislation
Career interests
Operations management, greenleaf global, UK
Leadership of a team of four, supporting the development of two agriculture projects located in Africa
Established and maintained relationships with key project stakeholders
Oversaw CSR projects, including installation of a community borehole and refurbishment of village school

John O’Mara USA
john.omara.mba2016@said.oxford.edu
Columbia University, USA, BA English Literature
Senior Account Manager, Aon, USA
Developed structured captives, loss sensitive, and guaranteed cost programmes for middle-market construction and development companies US$250m – US$1b
Conducted market research on the North American construction industry, modeling 5 and 10 year CAGR by segment and by region
USA Rowing Men’s U-23
Represented the US at the U-23 World Championships in the Lightweight Men’s 4x
Career interests
Business Development, Kelly’s Four Plus Granola, New York, NY
Developed an eight-week marketing strategy for a start-up granola manufacturer in Morningside Heights

Matthew O’Leary USA
matthew.oleary.mba2016@said.oxford.edu
Harvard University, USA, BA (Hons) History
Corporate Development Analyst, Henley Enterprises, USA
Advised on company’s movement into new regions, markets, and properties
Managed progression of AAMCO stores’ return to profitability from annual losses of US$30,000
Landman Technician, JCLand Management, USA
Researched mineral and property rights and oil & gas leases in oil plays
Assisted in permitting and leasing land and mineral rights for drilling companies
Taught new hires specific job duties and effective procedures for daily tasks
Career interests
Marketing Analyst, Titan Factory Direct, USA
Led marketing for Oklahoma City location, including local, print, and online advertising
Generated increase in customer interest and brand awareness, driving home sales

Abel Okello UK, Uganda
abel.okello.mba2016@said.oxford.edu
University of Kent, UK, BBA (Hons) Business Administration
Business Development Manager, Labule Telecom, Uganda
Led expansion of B2B and B2C operations into new territories within Uganda, overseeing project budgets of up to US$450,000
Implemented company restructuring programme, oversaw sale and transfer of operational territory in line with policy changes
Recruited, trained and mentored over 400 mobile money agents, rapidly expanding rural agent network by over 250% within 12 months
Managed registration process of over 1.2 million customers in compliance with new industry legislation
Career interests
Operations Manager, Greenleaf Global, UK
Leadership of a team of four, supporting the development of two agriculture projects located in Africa
Established and maintained relationships with key project stakeholders
Oversaw CSR projects, including installation of a community borehole and refurbishment of village school

Pablo Oliveira Brazil
pablo.oliveira.mba2016@said.oxford.edu
FGV-EAESP, Brazil, BA Business Administration
Languages: Portuguese
Founder and Portfolio Manager, Skye, Brazil
Managed an equity investment vehicle that achieved a return of +104.9% against -12.7% of the Brazilian Stock Index in six years
Administered all aspects of business including coordinating service companies (accounting, legal, and research), and interacting with the financial authority
Authorised Investment Manager by the Brazilian Financial Authority since 2013
Private Equity Associate, DGF, Brazil
Collaborated on all steps of two investments, from origination to exit
Monitored five invested companies and conducted presentations to investors
Led five-member team responsible for reports and quarterly presentations
Intern, Citibank, Brazil
Winner of Citibank’s Talent Award
Career interests
Private equity, venture capital, asset management

Ehui Osei-Mensah Ghana, USA
ehui.osei-mensah.mba2016@said.oxford.edu
Northwestern University, USA, BA Communication Studies
Languages: Twi
Research Director, Hanover Research, USA
Managed portfolio of 20+ clients worth US$1.2m
Directed 200+ market research projects, providing relevant market insights to diverse industries
Improved internal renewal revenue by 40%
Relationship Manager, K12 Insight, USA
Maintained portfolio of 16+ clients worth US$1.8m
Implemented and customised engagement initiatives for clients
Presented research results and consulted on change management with clients
Career interests
Research Manager, Advisory Board Company, USA
Designed and executed 20+ research projects for higher education executives
Pioneered ongoing training and development opportunities for research associates
Supervised and trained team of 4 research associates

John O’Mara USA
john.omara.mba2016@said.oxford.edu
Columbia University, USA, BA English Literature
Senior Account Manager, Aon, USA
Developed structured captives, loss sensitive, and guaranteed cost programmes for middle-market construction and development companies US$250m – US$1b
Conducted market research on the North American construction industry, modeling 5 and 10 year CAGR by segment and by region
USA Rowing Men’s U-23
Represented the US at the U-23 World Championships in the Lightweight Men’s 4x
Career interests
Business Development, Kelly’s Four Plus Granola, New York, NY
Developed an eight-week marketing strategy for a start-up granola manufacturer in Morningside Heights

Ehui Osei-Mensah Ghana, USA
ehui.osei-mensah.mba2016@said.oxford.edu
Northwestern University, USA, BA Communication Studies
Languages: Twi
Research Director, Hanover Research, USA
Managed portfolio of 20+ clients worth US$1.2m
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Relationship Manager, K12 Insight, USA
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Implemented and customised engagement initiatives for clients
Presented research results and consulted on change management with clients
Career interests
Research Manager, Advisory Board Company, USA
Designed and executed 20+ research projects for higher education executives
Pioneered ongoing training and development opportunities for research associates
Supervised and trained team of 4 research associates

Career interests
Real estate, corporate strategy, consulting, asset management

Ehui Osei-Mensah Ghana, USA
ehui.osei-mensah.mba2016@said.oxford.edu
Northwestern University, USA, BA Communication Studies
Languages: Twi
Research Director, Hanover Research, USA
Managed portfolio of 20+ clients worth US$1.2m
Directed 200+ market research projects, providing relevant market insights to diverse industries
Improved internal renewal revenue by 40%
Relationship Manager, K12 Insight, USA
Maintained portfolio of 16+ clients worth US$1.8m
Implemented and customised engagement initiatives for clients
Presented research results and consulted on change management with clients
Career interests
Research Manager, Advisory Board Company, USA
Designed and executed 20+ research projects for higher education executives
Pioneered ongoing training and development opportunities for research associates
Supervised and trained team of 4 research associates

Career interests
Real estate, corporate strategy, consulting, asset management
Lu (Penny) Pan China

Pennsylvania State University, USA, MA Economics, University of Birmingham, UK, BSc (Hons) Economics
Languages: Mandarin

Investment Professional, Fides (Asia) Capital, China/Hong Kong
One of the three investment professionals managing a $250 million PE fund
Worked with founding partners to source deals

Senior Investment Manager, Fosun Group, China
Sourced and executed a total of $124 million worth of overseas investments and received advanced promotion
Assisted portfolio companies in their China expansion; sourced and facilitated commercial projects between portfolio companies and local vendors

Associate/Analyst, Quan Limited, China/Hong Kong
Evaluated companies via financial models; prepared fundraising materials and coordinated meetings/agendas with investors

Career interests
Private equity, venture capital, mergers and acquisitions, corporate finance, entrepreneurship, asset management

Anupama Panikar India

Manipal University, India, BEng Information & Communication Technology
Languages: Hindi

Account Manager, Chaos Global, UAE
Led the company’s foray into the Middle East as an embedded resource at client side
Headed teams in Dubai, India and Jordan to deliver strategic and creative marketing solutions for KPMG, Noor Bank and Taj Hotels & Resorts
Served as the liaison between Wolff Olins, Dubai and Chaos on 2 financial product launches

Business Development Manager, Auxus Strategic Solutions, India
Established Delhi’s 1st adult sporting league, across 2 cities and 3 sports
Advised clients on India-entry strategies
Recruited and trained new staff

Associate Software Engineer, Accenture, India
Trained in Mainframe Technology, C++, Java and Database Management Systems

Career interests
Consulting, technology, business strategy; marketing; international relations

Nandini Pandya India

Manipal University, India, BEng Information & Communication Technology
Languages: Hindi

Head of Global Communications, Meche1 PAO, Russia
Developed crisis communication strategy for US$9bn debt restructuring, US$2bn asset sale
Advised CEO on public strategy, acted as a spokesman, arranged 70 high-profile interviews
Recruited and led 53-man PR team nationwide

Media Relations Manager, UC Rusal, Russia
Global media press-officer during Russia’s biggest corporate conflict of 2012
Managed remote teams: PR, event agencies, web studios in different countries with total US$800k budget responsibility annually
Planned company’s agendas for top events: WEF, APEC, SPRIE, LME Week, and more

Senior PR Specialist, TNK-BP, Russia
Managed media monitoring and analysis
Planned US$16m public affairs annual budget, performed paperwork for 180+ contracts
Arranged corporate events for 2000+ guests

Career interests
Communications, management consulting, investor relations, marketing, strategy

Alex Owen-Schubnell USA, EU work authorisation
alex.owenschubnell.mba2016@said.oxford.edu

Emory University, USA, BA Business
Senior Business Analyst, Ericsson, USA
Selected as a N. American C suite to ensure success of management consulting project, reducing expenses US$20m YOY
Managed financial governance of >US$7bn in net sales, US$80m in operating expenses, and workforce planning for 200+ employees
Built model used by finance teams to plan budgets for 7,000 people and US$2.5bn in cost
Established innovation program, reducing reporting time by 65% YOY
Coached executives on financial governance and instituted corporate finance lecture series
Fastest member to reach senior analyst and youngest among group of 10

Founder, AA Capital Group, USA
Pitched US$30m M&A strategy to C-suite executives at largest US health insurer
Structured buyout proposal of IT providers, including business cases and operating models

Career interests
Management consulting, corporate strategy, business development, technology

Arseniy Palagin Russia
arseniy.palagin.mba2016@said.oxford.edu

MGIMO University, Russia, Specialist in International Journalism
Languages: Russian, French

Head of Global Communications, Meche1 PAO, Russia
Developed crisis communication strategy for US$9bn debt restructuring, US$2bn asset sale
Advised CEO on public strategy, acted as a spokesman, arranged 70 high-profile interviews
Recruited and led 53-man PR team nationwide

Media Relations Manager, UC Rusal, Russia
Global media press-officer during Russia’s biggest corporate conflict of 2012
Managed remote teams: PR, event agencies, web studios in different countries with total US$800k budget responsibility annually
Planned company’s agendas for top events: WEF, APEC, SPRIE, LME Week, and more

Senior PR Specialist, TNK-BP, Russia
Managed media monitoring and analysis
Planned US$16m public affairs annual budget, performed paperwork for 180+ contracts
Arranged corporate events for 2000+ guests

Career interests
Communications, management consulting, investor relations, marketing, strategy

Rares Pamfil Romania
rares.pamfil.mba2016@said.oxford.edu

London School of Economics, UK, MPA; Harvard University, USA, BA Social Studies
Languages: Romanian, German, French

Consultant, ClearlySo, UK
Re-designed membership system for UK’s largest impact investor network (400 members)
Planned and executed a campaign that raised £55,000 in investments to social enterprises

Product Manager, Ashoka, USA
Oversaw product development team for changemakers.com, a social innovation competition platform
Responsible for business intelligence and user experience in social innovation competitions hosted for Google, Unilever, Intel, and GE
Designed and built analytics tools that have saved over 1500 staff hours per year
Accomplished cost savings of US$100,000/year

Career interests
Impact investing, public policy, social entrepreneurship, philanthropy advisory

Anupama Panikar India
anupama.panikar.mba2016@said.oxford.edu

Chrit University, India, BComm (Prof) Finance, ACMA, CGMA
Languages: Hindi, Malayalam

Consultant, Grant Thornton, UAE
Led teams in audits in Healthcare and Hospitality sectors
Exceeded revenue-generation targets for fixed term contract with GT by 28% (AED 70,000)

Consultant, PwC, India
Managed and executed internal audits in IT, Pharmaceuticals and Manufacturing sectors
Managed Statutory Compliance and Revenue process review of US$12m IT client
Led team of 7 in conducting team bonding activities and milestone recognition for local office of 50 members

Senior Analyst, PwC, India
Performed internal audits in IT, Manufacturing, Power, Pharmaceuticals and Media sectors
Conducted Sarbanes Oxley reviews in Europe, US, Australia and Asia
Launched team of 3 within local office to organise team building activities

Career interests
Corporate strategy; management consulting, sustainability, social entrepreneurship

Languages:
English, French, Mandarin, Hindi, Gujarati, Russian, German, Romanian, Romanian, French, Russian, German, Romanian, Romanian, French, Russian
Mayank Pant  India
mayank.pant.mba2016@said.oxford.edu

IIT Delhi, India, MBA IT and Finance, DIT Dehradun, India, BE Computer Science; CSCP certified - Supply Chain certification
Languages: Hindi

Consultant, Zebra Technologies Ltd, UK
Led 4-member team in mapping the order-to-cash business processes during the integration of acquired Motorola enterprise business.

Consultant, Yankee Candles Europe Ltd, UK
Improved daily shipped volumes from 300k to 350k cartons thus adding 15% to topline.
Optimized scheduling process resulting in greater efficiencies in warehouse and planning.

Consultant, CMC UK Ltd
Setup CMC’s Oracle support team catering to 150 users.

Senior Consultant, Infosys Ltd
Led implementation in Mexico earning us 3 subsequent rollouts worth $30 million.

Designed order to cash and intercompany flows for Emerson’s Fisher division – annual sales of over $1 billion.

Career interests
Management consulting; strategy, operations; technology; product management.

Parth Patel  UK
parth.patel.mba2016@said.oxford.edu

Imperial College London, UK, MEng Mechanical Engineering.
Languages: Gujarati

Principle Lead Equipment Engineer, CB&I, UK
Led team of 6 to deliver over US$50m of equipment on schedule and budget.

Managed challenging suppliers while providing innovative, implementable solutions to multi-discipline problems.

Trained junior team members to develop innovative problem solving ability.

Lead Senior Engineer, KBR, UK/Qatar
Led team of 5 engineers responsible for £500m of equipment.

Resolved technical, quality and contractual challenges in a high pressure environment.

Presented solutions, RCA, critical lessons learnt to senior management.

Lead Equip Engineer, WorleyParsons, UK
Demonstrated proficiency in developing specifications, evaluating bids, leading a team to beat productivity targets.

Career interests
Consulting, management consulting, private equity; corporate finance; project management.

Prasad Parameswaran  UK
prasad.parameswaran.mba2016@said.oxford.edu

University of Kerala, India, BTech Computer Science, CFA Level 3
Languages: Hindi, Malayalam

Finance Manager, Public Health England, UK
Managed Complex systems integration project streamlining 13 different Public Health Entities, resulting in £1m cost savings per year.

Designed and managed implementation of Electronic Invoicing platform, reduced operation cost by £0.45m per year.

Developed Technology strategy for Cloud computing and led implementation efforts; increased application uptime reduced maintenance cost by 10%.

Consultant, Trianz Consulting, India/US
Performed Strategic Operation analysis and led implementation of in-house ERP system; planned global rollout and reduced operation cost by US$1m per year.

Systems Engineer, Tata Consultancy Ltd, India
Led team of 5 to implement reporting solution for Fortune 100 client; rolled out solution to 20 locations.

Career interests
Consulting, technology, strategy, finance.

Efrain Julio Jose Pelaez  Philippines
efrain.pelaez.mba2016@said.oxford.edu

University of the Philippines, Philippines, JD; Ateneo de Manila University, Philippines, BS Management Languages: Filipino

Director, Ovonovo, Inc., Philippines
Advised an agricultural cooperative on legal and management strategies to increase monthly revenue to £36,000.

Negotiated a £17,000/year and £3,500/year supply contract for an agricultural cooperative supplying liquid pasteurized eggs.

Associate, Siguxxun Reyna, Montecillo, & Ongsiako Law Offices, Philippines
Represented domestic telecommunications company in negotiating a collective bargaining agreement covering over 1,000 employees.

Successfully represented international BPO’s in over 30 labor disputes at arbitration and appeal levels.

Collaborated with team of lawyers to structure and close a £1m and a £1.4m share purchase to facilitate corporate acquisition.

Career interests
Consulting, approachability, strategy, retail, consumer goods; media, marketing, politics.

Kirstina Partsinevelos  Canada
kristina.partsinevelos.mba2016@said.oxford.edu

Carleton University, Canada, Master Journalism, Concordia University, Canada, BComm Marketing
Languages: French

Business correspondent, Bell Media, Canada
Execute live TV commentary on company earnings, stock position changes 10+ times/day.

Conduct TV interviews with CEOs and market leaders for a national audience of 100,000.

IBM Sales Specialist, Insight, Canada
Conceptualised and implemented new promotions for 125 sales representatives.

Analyzed data to ensure sales reps hit quotas of US$20,000/month.

Career interests
Management consulting; strategy, retail, consumer goods; media, marketing, politics.

Rushyanth Pelleti  India
rushyanth.pelleti.mba2016@said.oxford.edu

Georgia Institute of Technology, USA, MS Electrical and Computer Engineering, Anna University, India, BE Electronics and Communication Engineering
Languages: Telugu, Tamil, Hindi

Senior Design Engineer, AMD, India
Built and led a new core feature - bring up team of 5 engineers at AMD Bangalore for a CPU design project.

Reviewed existing project guidelines to provide crucial feedback to upper management and formulated alternative test plan strategies to improve verification efficiency for three CPU projects.

Career interests
Strategy, management consulting, technology, analytics.
Sonika Petcavich
USA
sonya.petcavich.mba2016@said.oxford.edu

University of California - Berkeley, USA, BS
Business Administration
Founder & CEO, Meowtel Inc., USA
Conceptualised, developed, and launched Meowtel.com, an online pet care marketplace platform with a national presence.
Generated revenue in the first quarter of operations; grew user base to over 1K within the first 12 months.
Optimised social media campaigns to triple monthly site traffic and reach over 120K impressions with targeted consumers.

Team Lead, Intellect Design Arena, Singapore
Responsible for implementation of a Credit Management product across APAC, EMEA and NAM regions for Citibank.
Prepared biannual implementation strategy, supervised technical delivery and reviewed business process changes with end users.

Rahul Prasad
India
rahul.prasad.mba2016@said.oxford.edu

National Institute of Technology, Japur, India, B Tech
Electrical Engineering
Languages: Hindi

Consultant, Intellect Design Arena, Singapore
Managed end-to-end delivery of APAC rollouts.
Trained and supervised 3rd party teams to support live production systems.

Tanmay Puri
India
tanmay.puri.mba2016@said.oxford.edu

Ohio State University, USA, BSBA (summa cum laude honors) Major: Logistics and Aviation Management
Languages: Hindi

CEO & Promoter, And More Stories, India
Headed business development and marketing.
Achieved turnover of US$850k from maiden retail store during first year.
Acquired distribution rights for four top European furniture brands for Western India.

Tanvi Pradeep
India	tanvi.pradeep.mba2016@said.oxford.edu

Christ University, India, BA (Hons) Economics
Languages: Hindi

Project Manager, Simbji Enterprises Pvt. Ltd., India
Lead pilot initiative in organic production of cotton garments for export to clients in France and Switzerland. Delivered orders worth $350k on $100k budget.
Implemented changes in operational structure to automate costing and billing activities creating a cost efficiency of $50k/month.

Operations Analyst, Goldman Sachs, India
Identified and fixed inconsistencies in trade booking practices relating to broker entities, reduced manual redundancies by 56%.
Led project with partner teams in Singapore and London to build synergies and improve handover practices across time zones. 4 hours/month saved for each team.
Responsible for confirmation and market settlement of Fixed Income and Equity trades, in cooperation with external brokers and custodians Europe and Asia.

Career interests
Corporate finance, management consulting, strategy, operations.

Daniela Postarini Medina
Colombia, Italy
daniela.postarimmedina.mba2016@said.oxford.edu

Universidad de Los Andes, Colombia, BS Economics, BS
Industrial Engineering
Languages: Spanish

Investment Director at Nexus Infraestructura FCP, Nexus Capital Partners, Colombia
Managed 3 of 7 assets of the fund, with total investments equating to more than US$300m.
Structured a new vehicle that will provide financing for infrastructure projects.

Investment Director at Nexus Inmobiliario, Nexus Capital Partners, Colombia
Advised the financial structuring and fund consecution of a real estate project with investments totaling US$230m.
Prepared the regulation and documents necessary for the constitution of the fund.
Prepared commercial material for fund- raising and analysed potential investments.

Financial Analyst, Nexus Banca de Inversion, Colombia
Advised and financed infrastructure projects for more than US$1bn

Career interests
Private equity, entrepreneurship, startups, investment banking, infrastructure.

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Career interests
Corporate finance, management consulting, strategy, operations.

Alexis Porbén Polanco
Dominican Republic
alexis.porbenpolanco.mba2016@said.oxford.edu

Santo Domingo Institute of Technology, Dom. Rep., MS
Corporate Finance, Monterrey Institute of Technology, Mexico, BEng (Hons) Industrial Engineering
Languages: Spanish

Plant & Operations Manager, National Cancer Institute, Dominican Republic
Managed day-to-day plant operations of a 110-bed public cancer center, overseeing a team of 135 and a US$1m budget.
Conducted installation of first Cyclotron Centre in the Dom. Rep., with a US$20m government investment, to improve cancer diagnosis.
Collaborated with senior leadership to develop a value-based care analysis, increasing hospital’s profit by 12%.

Radiation Oncology Coordinator, National Cancer Institute, Dominican Republic
Enhanced service efficiency by balancing bottlenecks, expanding daily capacity by 20%.

Led cross-functional team of five to perform in-house commissioning of three linear accelerators.

Career interests
Healthcare, biotechnology, pharmaceuticals, operations; social entrepreneurship.

Tanmai Puri
India
tanmay.puri.mba2016@said.oxford.edu

Ohio State University, USA, BSBA (summa cum laude honors) Major: Logistics and Aviation Management
Languages: Hindi

CEO & Promoter, And More Stories, India
Headed business development and marketing.
Achieved turnover of US$850k from maiden retail store during first year.
Acquired distribution rights for four top European furniture brands for Western India.

Marketing Analyst, FedEx Express, India
Headed reporting and customer behaviour analytics when FedEx acquired two companies.
Formulated business case for launch of 25 new retail outlets in 10 cities with US$4m annual revenue potential.
Recognised with three Bravo Zulu awards for outstanding performance.

Transport Executive, DHL Supply Chain, India
Devised Pan India transportation strategy for Dell and Acer key accounts.

Career interests
E-commerce, corporate strategy, consulting, consumer goods, technology.

Daniela Postarini Medina
Colombia, Italy
daniela.postarimmedina.mba2016@said.oxford.edu

Universidad de Los Andes, Colombia, BS Economics, BS
Industrial Engineering
Languages: Spanish

Investment Director at Nexus Infraestructura FCP, Nexus Capital Partners, Colombia
Managed 3 of 7 assets of the fund, with total investments equating to more than US$300m.
Structured a new vehicle that will provide financing for infrastructure projects.

Investment Director at Nexus Inmobiliario, Nexus Capital Partners, Colombia
Advised the financial structuring and fund consecution of a real estate project with investments totaling US$230m.
Prepared the regulation and documents necessary for the constitution of the fund.
Prepared commercial material for fund- raising and analysed potential investments.

Financial Analyst, Nexus Banca de Inversion, Colombia
Advised and financed infrastructure projects for more than US$1bn

Career interests
Private equity, entrepreneurship, startups, investment banking, infrastructure.

Alexis Porbén Polanco
Dominican Republic
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Recognised with three Bravo Zulu awards for outstanding performance.

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Devised Pan India transportation strategy for Dell and Acer key accounts.

Career interests
E-commerce, corporate strategy, consulting, consumer goods, technology.
Tillesh Purohit

MBA Class of 2016/17

ILM, India; PGDBM(Finance), Mumbai University, India; B.Com.
Languages: Hindi, Marathi, Marwari

Head of Logistics & Registry, NCDEX, India

Launches India’s 1st warehouse booking app
Increased customer satisfaction by 37%
Increased pledge business by 500%
IM-A case study on crisis management by us

National Head CCMG, IOIC, India

Underwrote & managed loan worth US$ 3.5bn
Formed team to reduce delinquency to 0.08%
Twice DNA award for organisation capability

Finance Manager, Ghana Nuts Ltd, Ghana

Negotiated with banks to get 6 times more loan
Guided vendors to reduce cost by 25%

Career interests

Consulting, banking and financial services; private equity; start-ups

Siddharth Ragoowanshi

MBA Class of 2016/17

Birla Institute of Technology and Science, UAE, BEng (Hons)
Electrical and Electronics Engineering
Languages: Hindi

Key Account Consultant, Grundfos, UAE

Led sales team of four, generated over 100% growth for three key accounts
Revamped segment sales strategy; secured management buy-in for related investment with NPV of US$4m and payback of nine months
Increased customer satisfaction index by 20%
Collaborated with teams in Germany, Hungary, Denmark and the UK

Sales Engineer – Projects, Grundfos, UAE

Achieved 10% growth in project sales
Implemented SAP CRM across 13 countries

Application Engineer, Grundfos, UAE

Conducted internal commercial and technical training programmes for 12 team members
Redesigned technology-commercial offer process; boosted department throughput by 20%

Career interests

Consulting, business development; project management; energy and resources

Danilo Pusceddu

MBA Class of 2016/17

Politecnico di Torino, Italy; MSc Management Engineering; Politecnico di Torino, Italy; BSc Civil and Environmental Engineering; CFA Level 2
Languages: Italian, Russian

Associate, MTS SPA – London Stock Exchange Group, Italy

Evaluated feasibility of implementing a new indicator to detect quoting anomalies in trading flows; achieved a 64% reduction of errors
Created a tool to check bond analytics adopted company-wide; reduced processing time by 90%

Senior Analyst, EuroMTS LLC – London Stock Exchange Group, UK

Collaborated with EMEA relationship managers on meeting top clients in Italy, Germany, Luxembourg, Belgium, Netherlands, and the UK

Analyst, MTS SPA – London Stock Exchange Group, Italy

Executed comprehensive analysis to support over 350 institutional clients of fixed income markets; reached 99.8% customer satisfaction

Career interests

Investment banking, dcm, portfolio management; management consulting

Alexis Radjabi

MBA Class of 2016/17

Supelec, France; MSc Economics (Distinction)
Supelec, France; MEng Grande Ecole
Languages: French

Deputy Head of Investor Relations, Unibail-Rodamco, France

Responsible for investor relations and financial communication of the world’s 2nd largest listed real estate firm (€260bn MC)

Led company’s results presentations, annual reports, press releases and organised international roadshows with sell-side analysts, shareholders and target investors

Group Valuation Manager, Unibail-Rodamco, France

Managed the valuation of a €33bn RE portfolio; traveled frequently in Europe to visit assets, review appraisals and train new hires

Supervised €2m worth of contracts with RE advisers

Valuation & Control Analyst, Unibail-Rodamco, France

Performed and controlled budget modeling, 5yr plan and appraisals of 90+ group’s properties

Statistics Intern, European Central Bank, Germany

Conducted quantitative and qualitative data controls for publications

ALM Analyst, Société Générale Bank, France

Controlled Quarterly Structural Risks Of 15 Subsidiaries and Developed New Stress Testing Models

Career interests

Private equity, real estate, asset management, relationship management, corporate finance

Nina Ravi

MBA Class of 2016/17

Georgetown University, USA, Certificate Budget & Finance; Georgetown University, USA, BS Foreign Service (Major: Regional & Comparative Studies; Minor: International Development)

Special Assistant to the Vice President, Georgetown University Office of Advancement, USA

Managed projects on employee engagement/retenion, financial system implementation, and strategic planning

Created new methodology for principal gift donor management process, from devising cultivation strategies to tracking stewardship

Contributed to exceeding US$1.5bn capital campaign, including US$429m for scholarships, ten months ahead of schedule

Research Assistant, International Initiatives, Georgetown University Office of the Provost, USA

Built faculty/staff partnerships and student exchange programmes with higher education institutions in Brazil, China, and India

Career interests

Corporate social responsibility; hospitality; marketing; non-profit and development work; relationship management

Devin Rebello

MBA Class of 2016/17

Boston University, USA, Certificate Nonprofit Management and Leadership; Northeastern University, USA, BA Communication Studies

CEASE Network Operations Specialist, Demand Abolition, USA

Managed operations of an 11 city anti-trafficking initiative by collaborating daily with over 20 external stakeholders, facilitating bi-weekly webinars, and writing over 50 grants

Developed five training conferences for over 350 law enforcement

Analysed emerging city trends to advise Network focus and funding

Strategic Initiatives and Research Associate, Demand Abolition, USA

Led CEASE Network launch by designing and managing comprehensive application process and onboarding 11 city teams

Analysed quantitative and qualitative monthly reports from Network cities

Partnered with sex trafficking researchers to identify critical data and determine baseline metrics

Career interests

Social impact; consulting; sustainability; organisational change management

Danilo Pusceddu

MBA Class of 2016/17

Politecnico di Torino, Italy; MSc Management Engineering; Politecnico di Torino, Italy; BSc Civil and Environmental Engineering; CFA Level 2
Languages: Italian, Russian

Associate, MTS SPA – London Stock Exchange Group, Italy

Evaluated feasibility of implementing a new indicator to detect quoting anomalies in trading flows; achieved a 64% reduction of errors
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Analyst, MTS SPA – London Stock Exchange Group, Italy

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Alexis Radjabi

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Supelec, France; MSc Economics (Distinction)
Supelec, France; MEng Grande Ecole
Languages: French

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Career interests

Social impact; consulting; sustainability; organisational change management
Ben Redden
USA, Poland
ben.redden.mba2016@said.oxford.edu
Virginia Tech, USA, BA Communication
Languages: Mandarin (Business Professional)
Senior Project Manager, HighTeam Marketing Communications, China
Managed a US$700,000 budget to plan Volkswagen’s Family Day for 3,500+ attendees
Ran Bentley China’s Dealer Conference to the UK: US$450,000 budget for 80 guests
Events & Marketing Manager, The Bookworm, China
Organised a Literary Festival for 80+ authors from 25 countries, personally raising US$4,500
Coordinated year-round events, doubling event frequency to an average of five per week
Generated PR coverage and professionally served as the face of the company
Account Manager, DMG Media, China
Key player on FAW-Volkswagen’s US$3.4m CC launch campaign, with 1,000+ pre-orders
Planned the China marketing strategy for Tourism Fiji, raising online followers by 32%
Responsible for creative oversight on FAW-Volkswagen’s First brand campaign in China
Career interests
Emerging technology, product management, strategy, entrepreneurship, marketing

Ahmed Refaat
Egypt
ahmed.refaat.mba2016@said.oxford.edu
Care University, Egypt, BSc Mechanical Engineering
Languages: Arabic
Account Manager, Schlumberger, Egypt
Won key tenders, contract extensions and rollovers with over US$6m annual revenue
Collaborated with sales team to help regain top position in market share and revenue share in 2014 and maintained position in 2015
Identified current contracts’ revenue leakage articles, re-wrote new proposal to prevent revenue loss of > US$4m per year
Technical Sales, Schlumberger, Egypt
Led sales and Technical teams to deliver cross-segment packaged services worth US$1m
Analysed competitors’ strategies and conducted market watch analysis, resulting in regaining top market share
Field Engineer, Schlumberger, Egypt
Acted as Field Service Manager for Egypt’s highest revenue generating location in Apr-2013 managing 40+ employees
Led Wintel Operations for 3 offshore rigs, Egypt’s largest gas producer, performing services worth US$8m per year
Career interests
Management consulting, energy management, business development, entrepreneurship

Annemieke Reijngoud
Netherlands
annemieke.reijngoud.mba2016@said.oxford.edu
University of Amsterdam, Netherlands, MSc (Hons) Logic; Utrecht University, Netherlands, BSc (Hons) Cognitive Artificial Intelligence
Languages: Dutch
Project Manager, Sustainable Investment Forum VBOO, Netherlands
Developed and conducted benchmarks on corporate social responsibility, coordinated team of 5 analysts, annual revenue: £180k
Engaged with 100+ public companies globally to improve their environmental, social and governance performance
Strategy Consultant, McKinsey & Company, Netherlands
Co-developed new strategies for ten different clients in the transport, logistics, banking, and other sectors in Switzerland, Germany, UK, Netherlands, Belgium, and USA
Supported, structured and challenged client’s thinking
Coached clients on project management, communication style, and problem-solving skills
Career interests
Strategy consulting, asset management, sustainability, academia

Erik Riefkohl
Mexico
erik.riefkohlbrown.mba2016@said.oxford.edu
Universidad Iberoamericana, Mexico, BSc Industrial Engineering
Languages: Spanish, German
Corporate Process Engineering Manager, Grupo Calidra, Mexico
Responsible for process control and quality assurance in 12 lime plants throughout Mexico and South America
Designed and executed construction of biomass-processing plant reducing 84,000 tons of CO2 emissions per year
Led commissioning teams and startup of two US$25m greenfield plants in Mexico and Peru
Coordinated team of 10 managers responsible of integrating operations after US$200m merger
Project Engineer, Schaefer Kalk GmbH & Co. KG, Germany
Researched and advised firm in selecting technologies for €10m expansion project
Collaborated with team designing the first ready-mix mortar plant in Mexico
Process Engineer, C alcinar S. A., Spain
Managed commissioning of €15m greenfield project in Morocco and trained personnel.
Career interests
Energy and resources, engineering, operations, business strategy, business

Arfa Rehman
India
arfa.rehman.mba2016@said.oxford.edu
University of Oxford, UK, MSc Sociology; New York University Abu Dhabi, UAE, BA Social Research & Public Policy, BA Visual Arts
Languages: Urdu, Kashmiri, Hindi
Management Intern, Urban Point, Qatar
Recruited 9 global e-learning companies and increased number of e-learning products on Urban Point platform by 60%
Optimised audience engagement on social media platforms by executing marketing strategies across three platforms
Design Intern, Wolff Olins, UAE
Conducted multi-site analyses on brand implementation for one of UAE’s emerging banks and produced recommendations
Collaborated with 5-member team on branding project for university in Oman, designing visual identity concepts
Marketing Intern, The Supply Education Group, USA
Designed promotional materials and produced infographic animation video for fundraising campaign, raising over US$35,000
Career interests
Brand consulting, marketing, advertising, non-profit, social entrepreneurship

Nicholas Roberts-Huntley
UK, South Africa
nicholas.roberts-huntley.mba2016@said.oxford.edu
University Of Oxford, UK, MSc Evidence Based Social Policy Evaluation, Cardiff University, UK, MBChB Medicine
Doctor, NHS, UK
Experienced in a variety of surgical specialties as well as acute medicine with a research and study focus around arthroplasty and surgical training
International presentations
European Bone and Joint Infection Society September 2015: Patella Tendon Injuries Secondary To Cement Spacers Used At First-Stage Revision Of Infected Total Knee Replacement
The European Federation of National Associations of Orthopaedics and Traumatology May 2015: Total Knee Replacement for the management of intra and extracapsular hip fractures
International Poster
European Bone and Joint Infection Society September 2015: Total Knee Arthroplasty In Patients With Prior Adjacent Multi-Organism Osteomyelitis
Career interests
Healthcare, pharmaceuticals, biotech, strategic planning
Richard Rogers
USA
richard.rogers.mba2016@said.oxford.edu
University of Oxford, UK, MSc Pharmacology; Florida State University, USA, BS (Honors) Biochemistry
Researcher, Wang Neuroscience Lab, USA
Published work on the biology of paternal behavior
Performed surgical, behavioral, molecular biological, and chemical techniques
Wildlife Management Volunteer, Seacrest Wolf Refuge, USA
Responsible for care of wild wolves
Conducted tours and encounters with the public at the preserve
Chief Technology Officer, GEOSAT, USA
Designed, produced, edited and starred in educational modules by university undergraduates for young academics.
Assisted in the organization and execution of events with academic celebrities such as Bill Nye the "Science Guy.”
Career interests
Consulting; energy and resources; healthcare; marketing; project and product management; strategy

Prateek Ruhail
India
prateek.ruhail.mba2016@said.oxford.edu
University of Pune, India, LLB Laws & BLS. Sciences Languages: Hindi
Manager (Business & Legal), Smarten Group of Schools, India
Drove 70% increase in margins through multifunctional initiatives – brand management, leadership modules, procurement strategy
Formulated & trained core team of 15+; snowballing group revenue to INR40m
Executed optimal financing for doubling infrastructure to 18,000 Sq. Ft within 1 year
Associate Advocate, Link Legal – India Law Services, India
Spearedhead US$113m worth debt transactions – 20+ project finance deals
Developed legal debt and equity structuring solution (US$ 223m in investment) for India’s first Theme Park Project – Adlabs Imagica
Architected US$137m of debt restructuring
Legal Intern, Paras Kuhad & Associates, India
Part of core team of Senior Counsel in 10+ legal matters at Supreme Court of India
Career interests
Entrepreneurship; education; manufacturing

Yusuke Sakuyama
Japan
yusuke.sakuyama.mba2016@said.oxford.edu
Rikkyo University, Japan, BS Mathematics; Chevening Scholar, U.S. CPA, Certified Member of Japan Association for CFO Languages: Japanese
Manager, Barclays, Japan
Managed a 20-person team with 10 cross-functional divisions globally in Asia and the UK to improve the execution process
Assistant Vice President, Barclays, Japan
Devised original business strategy, increasing Barclays’ competitiveness and investment profile by originating a new financial product
Marketed and achieved US$100m Barclays’ first mandated deal in a new product and won the President’s Award
Achieved company’s first sole book-runner deal of US$330m convertible bond; won 3 awards
Assistant in writing a $1.5m business plan for a Japanese fishery technology implementation
Teaching Assistant, NTU, Singapore
Taught >20+ courses to 1000+ Engineering students; implemented a group teaching strategy, resulting in >97% pass rate
Attained 2013 Teaching Assistant Award by maintaining >94% teaching scores
Acted as an intern Lab Manager, managing 10 student- assistants and 150 students
Career interests
Entrepreneurship; real estate; management consulting

Juraj Sabol
Slovakia
juraj.sabol.mba2016@said.oxford.edu
University of St Andrews, UK, MMath Mathematics Languages: Slovak, German
Junior Associate, McKinsey and Company, Prague, Czech Republic
Led a company wide transformation in an industrial plant in Central Europe
Designed sales improvement initiatives and set up governance for a telecom player in CEE
Led Prague office’s recruitment in the UK
Business Analyst, McKinsey and Company, Prague, Czech Republic
Led a call centre transformation delivering 30% increase in sales
Developed a micro market sales strategy for a telecom company in CEE
Designed new multi-channel customer journeys for a bank in the Czech republic and developed a blueprint for the whole group in CEE
Career interests
Entrepreneurship; real estate; management consulting
David Sanders USA, EEA work authorisation
david.sanders.mba2016@said.oxford.edu

Union College, USA, BA (Hons) (Major: Political Science; Minor: Environmental Science & Policy)
Languages: German

Associate, New Business Initiatives, Haverford Holdings Limited, Switzerland

Led P&C insurance expansion research and analysis for affiliate, exited in trade sale
Assisted due diligence undertaking for £10m Lloyd’s of London syndicate acquisition project
Developed A.M. Best credit rating materials

Business Analyst, HaverfordHoldings Limited, Switzerland

Replaced Deloitte (Zurich) to deliver solution for defective insurance software build
Directed Tuck (Dartmouth) MBAs on due diligence for US$5m investment in Indian dairy

Research Analyst, Emerging Markets Private Equity Association (EMPEA), USA

Led PE fundraising and investment research for Sub-Saharan Africa and Southeast Asia
Conducted primary research on 12 Latin American institutional LP investors

Career interests
Tech, venture capital, private equity, management consulting, transport, family office

Naman Sanghvi India
naman.sanghvi.mba2016@said.oxford.edu

VIT University, India, B Tech-Mechanical Engineering (Major: Energy)
Languages: Hindi, Gujarati, Marwari

Deputy Manager Business Development (Renewables), CLP Wind Farms, India

Managed team of 12 and ~$70k budget to evaluate commercial feasibility of solar project resulting in ~$120m investment
Designed commercial contracts with equipment/service providers, worth ~$90m, for CLP’s first solar project
Promoted to become Youngest Deputy Manager in company history

Assistant Manager Business Development (Renewables), CLP Wind Farms, India

Managed team of 5 across 3 countries to assess techno-commercial feasibility of ~$250m wind projects CLP invested in
Led team of 9 to certify ~1m tons of CO2 emission offsets into CCs, capturing ~5% worldwide market share of global ‘Voluntary CCs market’ in 2015 and growing CLPi into market’s largest Indian supplier

Career interests
Management consulting, corporate strategy, renewable energy, sustainability

Yaman W Saqqa Jordan
yaman.saqqa.mba2016@said.oxford.edu

Northwestern University, USA, MS Predictive Analytics; La Roche College, USA, BS Computer Science Languages: Arabic

COO, Info2Cell.com FZ LLC, UAE/Jordan

Lead a team of 40 cross-disciplined professionals across 3 cities working with 40+ mobile network operators and partners in MENA generating US $10m
Cut down operations cost by 20%

CTO, Info2Cell.com FZ LLC, UAE/Jordan

Transformed project management methodology to improve product delivery time scale from months to weeks
Revamped IT team and processes to boost service uptime to 99.99% levels

Technical Manager, Info2cell.com JV, KSA

Soled Riyadh branch rolling out technical infrastructure, establishing business ties, and cultivating a team of ten to generate US $4m

Career interests
Financial technology; entrepreneurship; product management; analytics; telecommunications

Sophie Kin Seong Singapore
sophie.kinseong.mba2016@said.oxford.edu

CPA, McGill University, Canada, BComm International Management, Accounting

Manager, African Business Institute, Japan

Assisted in creating business incubator in Uganda focused on launching socially conscious firms that hire locally

Design, M&E Fellow, International Justice Mission, Uganda

Implemented first evaluation framework with 67 indicators; analysed five years of data to refine programme strategy
Led anti-corruption, efficiency initiatives with support of six public justice system divisions
Designed first quantifiable assessment adopted by Uganda Police Force for quality and training

Manager, EY, USA

Managed financial reporting consulting projects, including US$190m REIT IPO and US$200m mining spin-off
Conducted currency analysis for Fortune 100 client, found accounting policy inconsistency, increased project revenue by 150%

Career interests
Not for profit, development work; social impact consulting; investing, business consulting

Vandini Seth India
vandini.seth.mba2016@said.oxford.edu

University of Delhi, India, BComm (Hons)
Languages: Hindi

Senior Analyst, KPMG, India

Collaborated with consultants spanning 15+ countries on multiple strategy consulting projects, managed 5-10 analysts
Formulated market expansion strategy for a dairy company with US$1bn revenue
Assisted a beer company to devise strategy to increase sales by 20%
Received two promotions in two years and three leadership awards (top 2%) for consistently exceeding performance targets

Business Associate, KPMG, India

Analysed future demand trends in consulting industry, for KPMG’s C-suite to explore business opportunities
Trained/mentored 80% of new team hires

Analyst, KPMG, India

Benchmarked performance of ~50 banks in India; results reported in national publications

Career interests
Strategy consulting, corporate strategy, organisation development

Jorge Santin USA
jorge.santin.mba2016@said.oxford.edu

Duke University, USA, BA Mechanical Engineering and Cert Energy and Environment Languages: Spanish

Lead Manufacturing Engineer, GE OEC Surgery, USA

Upgraded and maintained manufacturing processes for Refurbishing Operations doubling annual revenue to US$20m
Created harvesting process for Refurbishing Operations which recovered over 10% value from US$10m of obsolete inventory

Production Supervisor, GE Healthcare, USA

Coached production supervisors and team leaders to optimise constraining resources and increase plant third quarter output by 33%
Managed team of 30 associates for three ultrasound probes product lines

Sourcing Leader, GE Healthcare, USA

Directed two transfer projects of over 100 parts worth ~$315k in material productivity
Negotiated terms for three supplier contracts worth US$11.2m in annual material purchases

Career interests
Development work, social entrepreneurship, education, environment, consulting

Languages: Hindi, German, Spanish, Energy and Environment

David Sanders USA, EEA work authorisation
david.sanders.mba2016@said.oxford.edu

Union College, USA, BA (Hons) (Major: Political Science; Minor: Environmental Science & Policy)
Languages: German

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Sophie Kin Seong Singapore
sophie.kinseong.mba2016@said.oxford.edu

CPA, McGill University, Canada, BComm International Management, Accounting

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Assisted in creating business incubator in Uganda focused on launching socially conscious firms that hire locally

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Career interests
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Vandini Seth India
vandini.seth.mba2016@said.oxford.edu

University of Delhi, India, BComm (Hons)
Languages: Hindi

Senior Analyst, KPMG, India

Collaborated with consultants spanning 15+ countries on multiple strategy consulting projects, managed 5-10 analysts
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Assisted a beer company to devise strategy to increase sales by 20%
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Business Associate, KPMG, India

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Trained/mentored 80% of new team hires

Analyst, KPMG, India

Benchmarked performance of ~50 banks in India; results reported in national publications

Career interests
Strategy consulting, corporate strategy, organisation development

Languages: Hindi, German, Spanish, Energy and Environment

Jorge Santin USA
jorge.santin.mba2016@said.oxford.edu

Duke University, USA, BA Mechanical Engineering and Cert Energy and Environment Languages: Spanish

Lead Manufacturing Engineer, GE OEC Surgery, USA

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Created harvesting process for Refurbishing Operations which recovered over 10% value from US$10m of obsolete inventory

Production Supervisor, GE Healthcare, USA

Coached production supervisors and team leaders to optimise constraining resources and increase plant third quarter output by 33%
Managed team of 30 associates for three ultrasound probes product lines

Sourcing Leader, GE Healthcare, USA

Directed two transfer projects of over 100 parts worth ~$315k in material productivity
Negotiated terms for three supplier contracts worth US$11.2m in annual material purchases

Career interests
Development work, social entrepreneurship, education, environment, consulting

Languages: Hindi, German, Spanish, Energy and Environment
Lusine Shahmuradyan
Armenia, Germany

work authorisation
lusine.shahmuradyan.mba2016@said.oxford.edu

Hamburg University of Technology, Germany, PhD in Mathematics; University of Hamburg, Germany, MSc Industrial Mathematics; University of Nice Sophia Antipolis, France, MSc Industrial Mathematics; University of L'Aquila, Italy, MSc Industrial Mathematics; Yerevan State University, Armenia, BA Radiophysics

Languages: Armenian, Russian, German

Research Scientist, Hamburg University of Technology, Germany

Reported 80% improvement in computational efficiency in developed algorithms for big data
Collaborated with 30 German universities to develop scientific software deployed in industry
Published three scientific papers and a doctoral thesis analysing and solving big data problems
Erasmus Mundus Association (EMA)
Established contacts with over 15 EU Delegations and Embassies for joint projects
Organised over 20 promotion and networking events in 12 countries of the Eurasian Chapter

Career interests
Information technology; project management; renewable energy; social entrepreneurship

Alex Shapland–Howes
UK
alex.shapland–howes.mba2016@said.oxford.edu

University of Warwick, UK, BA (Hons) Politics, Philosophy and Economics

Managing Director, Future First, UK

Led one of UK’s fastest growing education charities – now works with 10% of secondary schools nationwide (was 14 in August 2011)
Led creation of new delivery and business models to enable rapid, sustainable expansion
Managed variety of external stakeholders, including trustees, MPs, peers, civil servants, donors and national press

Head of Maths, Petchey Academy, UK
Led team of thirteen teachers to help 75% of students achieve A*-C grades (average = 57%)
Rated by Maths staff as ‘very good in leadership appraisal'

Head of Year 10, London Academy, UK
Trained to teach in 6 weeks through Teach First programme – rated ‘Outstanding’
Promoted to Head of Year after 1 year teaching
Managed pastoral care of 180 13-15 year-olds

Career interests
Charity, not for profit, education; entrepreneurship; social enterprise; civil service and government

Chris Sharwood
Zimbabwe
christopher.sharwood.mba2016@said.oxford.edu

University of Oxford, UK, MSc Biodiversity, Conservation and Management; University of Exeter, UK, BSc (Hons) Mathematics with Finance

Volunteer Consultant, RSSAF, UK
Member of a consulting team for a non-profit organisation operating in Cape Town, South Africa
Developed an intended Impact Assessment and a Theory of Change for the organisation
Science Volunteer, Blue Ventures Group, Madagascar
Led teams to collect and analyse scientific data used for monitoring sustainable fish populations
Organised, coordinated and led dive teams of 6-12 people

Career interests
Impact investing; international finance; social entrepreneurship

Atsushi Shimada
Japan
atsushi.shimada.mba2016@said.oxford.edu

Keio University, Japan, BA Economics

Languages: Japanese

Manager, Mitsui & Co., Ltd., Japan
Worked as a strategist for the COO of the Iron & Steel Products Business Unit which is responsible for 4,000 employees
Managed a team of four junior associates and formulated the Business Unit’s annual business plan for three consecutive years
Evaluated as top 20% employee for three consecutive years

Management Trainee, Steel Technologies LLC, USA
Assisted the sales team which sold automotive steel to Japanese auto manufacturers by bridging American staff and Japanese sales
Managed procurement, production and logistics in a big project to process 100 steel products in multiple factories in the US for exporting to Asia

Sales Manager, Mitsui & Co., Ltd., Japan
Marked top sales of construction steel in the region overseeing 30 clients and marked US$100m annual turnover

Career interests
Business strategy, consulting, operations; social entrepreneurship; entrepreneurship

Olivier Siegelaar
The Netherlands
olivier.siegelaar.mba2016@said.oxford.edu

University of California, Berkeley, USA, BSc Mechanical Engineering, Languages: Dutch

Trader/Quantitative Researcher, Roca Markets, the Netherlands
Developed statistical arbitrage strategy based on the cointegration relation of index-futures
Optimised trading algorithms and volatility models used for HF option market making
Traded DAX, STOXX and SMI options and futures as licensed Euros trader

Summer Analyst, Goldman Sachs, USA
Gained insight into operations of sales and trading arm of firm through three rotations across division

Intern Structured Products, Kempen & Co, the Netherlands
Gained experience in developing 20+ index-linked structured products

Elite Rover, Dutch Olympic Committee, the Netherlands
Competed in 3 Olympic Games, awarded an Olympic Bronze medal in 2016

Career interests
Private equity; venture capital; technology; entrepreneurship

Sarthak Sharma
India
sarthak.sharma.mba2016@said.oxford.edu

University of Lancaster, UK, MSc Finance; University of Mumbai, India, B.Com Business Management Languages: Hindi

Associate, Divitas Capital, India
Managed and led transactions, engaged with existing and potential clients, pitched for M&A mandates
Coordinated administrative and tech functions, managed analysts and interns in the team
Completed deals include: strategic investment by a Swedish company in a fire protection EPC co. (~US$10m); financial investment in an online food destination; majority stake sale in a PR firm to a large advertising multinational (~US$4m)

Junior Associate, Copal Amba, India
Jointly led Asia region: interacted with bankers, organised workflow, prepared specialised research & analysis
Supported clients on industry and market analyses, company reports, capital structure analyses, trading & transaction comps, transaction modelling, valuation, competitive benchmarking

Career interests
Private equity, investment banking, asset management; entrepreneurship
Prjina Singh  India
prjina.singh.mba2016@said.oxford.edu

Delhi School of Economics, Delhi University, India, MA Sociology; Christ University, India, BA Psychology; Sociology
Languages: Hindi

Managing and HACCP Consultant, Amir Singh And Sons, India
Developed monitoring protocols for HACCP Certification and its compliance; customized content for a new website and lead a team for online marketing and sales.
Formulated strategies and led the Social Audit initiative for year 2015-16
Mentor in Residence: Impact Measurement, IDEX, India
Delivered one on one mentoring, conducted capacity building workshops and webinars
Anchor: Impact Assessment and Monitoring, Dream A Dream, India
Managed Impact Assessment and Monitoring function for all three programmes, coordinating with three different teams
Collected Impact Assessment data with a total outreach of 10,000 children

Career interests
Business strategy; impact investing; sustainability; business development; consulting

Kaikaran Singh  India
ja.singh.mba2016@said.oxford.edu

Warwick Business School, UK, BSc Business Management
Languages: Hindi

Investment-Associate, Interim, FIRE Capital, India
Evaluation of potential investments - 5 star hotel (USD 100 Mn)
Helped third party raise debt USD60mn for IT-Park Project
Senior-Analyst, KPMG, Management Consulting and Deal Strategy, India
Lead market-assessment and entry-strategy assignments for mid-market consumer firms
Developed financial/business plans and information-memos for 2 real-estate clients raising debt
Conducted commercial due-diligences and built valuation models for private equity acquisitions
Identified and closed USD150,00,000 revenue generation opportunity
Analyst, KPMG, Risk Advisory, India
Lead internal audits in revenue, finance, inventory processes to identify operational risks. Revised standard operating procedures
Managed material procurement, project bottlenecks, customer handovers at residential project
Received ‘super-team’ accolade

Career interests
Strategy; transaction advisory; private equity; corporate finance; project finance

Ruan Siratanapanta  Thailand
ruampon.siratanapanta.mba2016@said.oxford.edu

National University of Singapore, Singapore, BA Economics (with Merit)
Languages: Thai, Mandarin

Marketing and Ground Team Manager (AirPay), Garena Online, Thailand
Initiated marketing campaigns to achieve 300% increase in transaction volume
Led the marketing, sales, and customer support team of 400+ to acquire and serve more than one million users
Managed product branding, including content and communication for all channels
Country Head (BeatTalk), Garena, Thailand
Spearheaded marketing campaigns with £2m budget to acquire 1.2 million users
Built team of 20 and established procedures for product operation to ensure the best UK
Management Associate, Garena, Singapore
Planned and executed the launch of TalkTalk, a live-streaming platform in Thailand
Launched Point Blank Thailand, an FPS game

Career interests
Brand management; business development; charity, not for profit; and development work; innovation strategy; technology

Kim Siriyakul  Thailand
kim.siriyakul.mba2016@said.oxford.edu

Thammasat University, Thailand, BA Business Administration
Languages: Thai

Senior Business & Risk Assessment Officer, TISCO Bank, Thailand
Conducted feasibility and business viability, developed financial model, identified risk, and designed optimal financing structure of clients (loan size >100M)
Specialised in project finance; handling more than twenty clients in various sectors i.e. Construction Materials, Energy, Logistics, Petrochemicals, Real Estates, and Telecommunications
Managed bank’s top three biggest clients with total loan exposure of more than £500m, Bank’s biggest loan portfolio

Career interests
Venture capital; private equity; banking

Cara Skikne  South Africa
cara.skikne.mba2016@said.oxford.edu

Rhodes University, SA, BA Journalism and Media Studies (Hons)

Senior Producer, Business Day TV, SA
Drove the development of a new small business channel for entrepreneurs in Sub-Saharan Africa
Designed new systems to boost quality and quantity of live programming
Created internal coms and training website for Innovation Media Consultants, for over 1,000 employees at the Times Media Group
Producer, CNBC Africa, SA
Part of the original team to launch CNBC Africa – the first pan-African financial news channel
Pioneered the international coverage of multiple African stock markets
Producer, SAFM Radio: SABC, SA
Produced news content for one of SA’s most influential radio shows, AM Live
Launched the first weekend current affairs programme on SAFM, for the South African public broadcaster

Career interests
Media and communications; education; social entrepreneurship; development work; project management

**Dustin Skinner**  
**USA**  
dustin.skinner.mba2016@said.oxford.edu

- Brigham Young University, USA, MAcc Professional Accounting, Brigham Young University, USA, BSc Accounting
- **Languages:** Spanish

**Senior Manager of Finance, Infusionsoft, USA**

- Owned the consolidated financial model for US$100m+ in annual recurring revenue
- Managed a team of 3 in providing company-wide financial planning and analysis

**Manager of Finance, Infusionsoft, USA**

- Supervised analytical support in securing US$55m funding from Bain Capital
- Managed a team of 2, providing all business partnering with S&M executive leadership

**Financial Analyst, Infusionsoft, USA**

- Created a revenue forecasting model; reduced forecasting error from 10% to 1%
- Led a team of 5 on an engagement with a company with market cap of US$1.9bn

**Career interests**

Fintech, entrepreneurship, strategy, corporate finance, technology

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**Ojasvi Soni**  
**USA**  
ojasvi.soni.mba2016@said.oxford.edu

- National Institute of Technology, Kurukshetra, India, BE Electrical Engineering, Lucknow University, India, Bachelors in Indian Classical Music

**Assistant Manager, PepsiCo India**

- Lead the strategy execution for Productivity - a significant Global Strategic Imperative (CTG) for India region delivering ~6.5% YoY productivity across 2014–2015 (vs. the target <4%) on the Manufacturing Base Spend through cross functional teams on the shop floor leveraging global best practices tools
- Collaborate with the Supply Chain and Plant Teams in analyzing the adherence to Production Plan during season to support delivery of volume and mitigate the shortfall in CSD PET SKUs
- Achieved >90% Demand Compliance against YAGO & M7%

**Project Co-ordinator - Start up, Green Field Project PepsiCo India Holdings, India**

- Lead the team for Commissioning, Qualification and verification of the line equipments - PepsiCo’s Global tool, resulting in early management of issues leading to vertical start up of the line at an efficiency of ~70% against an expectant of ~55%

**Manufacturing Co-ordinator, PepsiCo India**

- KPIs - Production Planning, Demand Compliance monitoring, Line efficiency, Product Quality, Raw Materials and finished goods yields, JH, Kaizen, OPLs, Compliance tracking and People management
- Site Expert Trainer on Bottle washer certified by the Global PepsiCo Quality Team

**Career interests**

Consulting, corporate strategy, consumer goods, operations, digital marketing, logistics

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**Adithya Sreekumar**  
**New Zealand, UK work authorisation**  
adithya.sreekumar.mba2016@said.oxford.edu

- University of Canterbury, New Zealand, BE (Hons) Civil Engineering

**Idea Developer, Self-Employed, New Zealand**

- Researching market entry options for electric vehicles and charging stations in New Zealand
- Creating a social enterprise to track end-to-end supply chains of clothing using QR codes and social media

**Divestments Project Manager, Transpower, New Zealand**

- Identified core assets for National Grid and assigned non-core assets for divestment
- Formulated divestment strategy for next phase, with a contractual book value of NZ$50m

**Customer Solutions Analyst, Transpower, New Zealand**

- Managed three successful divestment projects, with a total contractual book value of NZ$30m
- Led a team equating to four full time employees per annum, spread across twenty-five employees in seven company divisions

**Career interests**

Financial research, energy, entrepreneurship

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**Ashish Srivastava**  
**India**  
ashish.srivastava2.mba2016@said.oxford.edu

- Indian School of Mines, India, B Tech Mining Engineering
- **Languages:** Hindi

**Vice President, Truckmandi (startups), India**

- Built operation processes and KPIs to handle US$136k of monthly transactions
- Led restructuring across core and support teams to reduce burn by 24%
- Co-conceptualised an alternate model - from product visualisation to pilot run

**Instructor, Schlumberger (SLB), US**

- Managed and delivered 3x 224 hours of classroom training programme, generating US$924k in annual revenue
- Prepared 42 engineers – representing 5 continents, 17 nationalities and 1.5 yrs of SLB experience – to become standalone engineers

**Project Lead, Schlumberger, Angola & India**

- Started first of its kind project by setting up new advance equipment in Angola and South Korea thus generating US$3.6m in annual revenue
- Led entire deepwater cementing services in India and Sri Lanka, from providing consulting to 3 major clients to spearheading operations, generating US$6.6m in annual revenue

**Career interests**

Energy, consulting, operations

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**Daniel Stokley**  
**USA**  
daniel.stokley.mba2016@said.oxford.edu

- Occidental College, USA, BA (Hons) Economics
- **Languages:** Spanish

**Consultant, Vulcan Inc, USA**

- Researched and proposed impact investments for Paul G Allen’s philanthropy group
- Portfolio of investments approved for improved cooking solutions in Sub-Saharan Africa

**Director, Global Partnerships, USA/Nicaragua/Kenya**

- Executed first US$3m of investments in off-grid solar companies across five LAC countries
- Started Nairobi office along with newly hired VP of lending East Africa
- Managed relationships with investors, supervised three field-based staff

**Program Coordinator, Washington State Department of Commerce, USA**

- Deployed and monitored $15m annually to 31 community action agencies
- Trained agency management in ROI framework to demonstrate results of anti-poverty programmes

**Career interests**

Social entrepreneurship, impact investing, renewable energy, consulting, technology
Miguel Alexander Strobel, Germany
miguel.strobel.mba2016@said.oxford.edu

Hamburg School of Business Administration, Germany, BA Business Administration
Languages: German, French

Founder & Consultant, Digital-Pilot.com, Germany
Consulting 3 European clients on performance-driven and harmonised digital marketing
Won assignment to build and train a  FTE digital team for a Swedish customer

Digital Manager Pharmacy Brands, Beiersdorf AG, Germany
Introduced performance advertising and social media; streamlined agency & process structure
Lead 2 FTE team and managed € 1m+ budget

Brand Manager Aquaphor, Beiersdorf AG, Germany
Developed German brand turnaround strategy which got adopted for entire Europe

Junior e-Commerce Manager NIVEA, Beiersdorf AG, Germany
Grew sales with Amazon de tenfold in 2 years; turned Amazon from dormant to top 10 client

Career interests
Consulting, sustainability, entrepreneurship, marketing, digital

Jin Tan, USA
jin.tan.mba2016@said.oxford.edu

Claremont McKenna College, USA, BA Economics
Languages: Mandarin

Associate, Mercer, USA
Co-led complete talent review at a leading academic healthcare and hospital
Supervised and delivered key compensation and employment agreement analyses related to major transactions (POs and M&A)

Senior Associate, Semler Brossy Consulting Group, USA
Advised boards and executives at several Fortune 30/500 companies on variety of remuneration and talent strategy issues
Collaborated with C-Suite executives to diagnose and address shareholder concerns
Co-designed and presented key elements of recent CEO contract negotiations at Target Inc. and Microsoft Corporation

Career interests
Management consulting, technology, renewable energy, luxury

Armand Tchengou, Cameroon
armand.tchengou.mba2016@said.oxford.edu

Tshwane University of Technology, South Africa, BTech Mechanical Engineering
Languages: French

Co-Founder, Kipepeo Inc., Cameroon
Management consulting firm focused on optimisation and maintenance systems
3 employees and 4 clients
Deployed a maintenance strategy that reduced equipment breakdown by 40%

Operations Engineer, Transocean, USA
Managed offshore drilling rig operations improving profit margin by US$2 5m
Created a company-wide standard drilling rig stacking plan to preserve vessels through the industry downturn

Operations Analyst, Transocean, Switzerland
In-charge of company’s corporate data analysis and key performance indicators and management reports
Conceived and systematised the company benchmarking process to provide individual performance targets to drilling rigs fleet

Career interests
Consulting, operations, corporate finance, energy and resources, private equity

George Thalheim, USA, UK, Germany
george.thalheim.mba2016@said.oxford.edu

Princeton University, USA, BSE Mechanical and Aerospace Engineering
Languages: Portuguese

Field Engineer, Schlumberger, USA
Provide well integrity, production monitoring and perforation ofshore Brazil
Supervise team and run operations on US$600k/day rigs, including logistics, explosives, and radioactive materials

Project Manager, American Unmanned Systems, USA
Supervise and run all operational aspects of US$1.2m drone helicopter project for USMC, including contractors and subcontractors
Plan and execute test programme for drone helicopter
Evaluate new propulsion options

Career interests
Transport, technology, energy, strategy

Zhong Khoo Teo, Singapore
zhongkhuo.teo.mba2016@said.oxford.edu

National University of Singapore, Bachelor of Arts, Major in Economics
Languages: Mandarin

Director, See Hoy Chan Sdn Berhad Group, Singapore
Managing a budget of US$20m, increasing previous return of investments by 90%
Established family office, creating a system of management for cash and investments
Planning of philanthropic activities

Senior Associate, Deloitte & Touche Restructuring Services, Singapore
Handed the first ever successful Judicial Management Appointment, restructuring a company which was in debt of over US$100m
Team for 7 liquidation projects comprising of clients from various industries
Assisted on litigation support and dispute resolution projects

Officer in charge of 22 full-time servicemen and 7 reservist teams

Career interests
Entrepreneurship, private equity, financial advisory, corporate finance

Michael Tefula, UK
michael.tefula.mba2016@said.oxford.edu

Institute of Chartered Accountants in England and Wales, UK, ACA; University of Birmingham, UK, BSc (Hons) Accounting and Finance

Investment Intern, Savannah Fund, Kenya
Completed due diligence on 2 target investments in FinTech market
Reviewed seed investment opportunities ($25,000 - $500,000) in wide range of sectors

Research Analyst, BGF, UK
Generated and established contact with over 25 investment leads, one of which turned into an £8m investment

Assistant Manager, Deloitte, UK
Coordinated sales process of c. £500k worth of distressed assets during an insolvency project
Performed working capital analysis on a team project that identified over £5m in savings
Won Deloitte limeight award

Author, Palgrave Macmillan, UK
Author of 3 books, one of which has been translated into Chinese and Arabic

Career interests
Venture capital, private equity, impact investing, corporate finance, entrepreneurship
Ashley Thomas  USA  
ashley.thomas.mba2016@said.oxford.edu

Massachusetts Institute of Technology, USA, BS Mechanical Engineering, University of Oxford, UK, MSc Water Science, Policy and Management

Senior Product Development Consultant, M-Kopa LTD, Kenya

Responsible for the delivery of 5 new solar products
Managed product design across 3 technical departments
Developed shared technical document management system

Evidence Action, Manager: Engineering, Supply Chains and Innovations, Kenya

Designed chlorine dispenser system currently being used by 5 million people
Grew manufacturing capacity by 8x in 2 years
Established Innovations team to expand Human Centered Design practices within organisation

Harewelle International LTD, Consultant: Water and Environment, UK

Project manager on over 50 projects with total value of £1.3m
Delivered strategy for climate assessment compliance to Dept of International Development head of Climate and Environment

Career interests

Business intelligence; energy finance

Nicholas Thomas  Australia  
nicholas.thomas.mba2016@said.oxford.edu

University of Melbourne, Australia, BEng (Hons), BCom (Majors: Management, Finance)

Senior Cost Engineer, WT Partnership, Australia

Led a team on a A$1.6bn infrastructure project, providing strategic cost and risk management advice, and presented reports at meetings to the company’s biggest client

Created an alternate project portfolio funding strategy for a client with a A$500m p.a. capex. This strategy is estimated to optimise funding allocation by 10–15%

Initiated and conducted a seminar to 100 staff on airport infrastructure – estimating challenges and solutions

Cost Engineer, WT Partnership, Australia

Managed financial reporting for a portfolio of 20 civil and aviation projects with a combined value in excess of A$3bn.
FY15 capex was within 2% of forecast spend ($800m)

Presented commercial procurement strategies to a client during delivery of a A$260m project and negotiated over A$2.5m of cost reductions

Career interests

Management consulting, strategy, infrastructure, energy and resources; transport

Laura Thompson  USA  
laura.thompson.mba2016@said.oxford.edu

University of North Carolina at Chapel Hill, USA, BA International Studies

Languages: French

Associate Director, Year Up, USA

Launched new strategic business ventures to help national non-profit achieve greater scale and impact

Built and led new consulting service, advised more than 175 employer clients on entry-level talent strategies

Managed national media campaign to drive awareness of the economic value of underserved youth in the workplace

Programme Associate, Ashoka, Singapore

Founding team member of new country office in Singapore

Created partnerships with major multinationals to connect business community with social entrepreneurs

Advised more than 50 social entrepreneurs from across the globe on organisational vision and strategy

Business English Instructor, Xinyu University, China

Developed new curriculum focused on practical use of English in the workplace

Mentor and coach

Career interests

Social impact; entrepreneurship; strategy and innovation; general management

Sreyas Tirunagari  India, greencard holder USA  
sreyas.tirunagari.mba2016@said.oxford.edu

National University of Juridical Sciences, India, BA LLB (Humanities and Law)

Languages: French, Telugu, Hindi

Legal Consultant, Siram and Associates, India

Designed legal strategy for 20 + clients across real estate, finance and energy sectors
Negotiated legal settlements totaling >US$4m
Mentored and trained 3–member research team

Consultant, Ministry of Finance, India

Co-authored India’s leading Shadow Economy Study tabled in the Indian Parliament
Collaborated with stakeholders to identify 100+ legislative flaws enabling black money

Judicial Clerk, Supreme Court of India

Analysed and briefed on appellate memos submitted to Supreme Court at ~30/week
Assisted in the drafting and editing of appellate decisions with significant policy impact

Career interests

Business intelligence; energy finance

Rohan Tripathi  India  
rohan.tripathi.mba2016@said.oxford.edu

Nanyang Technological University, Singapore, BEng, (Major: Electrical and Electronic Engineering, Minor: Business)

Languages: Hindi

Consultant, Capco Consulting, Singapore

Advised American Investment Bank on operational transformation strategies that allowed compliance with G20 Financial Reform under their US$500m Interest Rate Swap portfolio in Asia
Modeled credit exposure scenarios for OTC swaps through cash-flow compression, leading to a 40% reduction in required capital cost
Identified and implemented operational strategies for new derivative products resulting in increased annual revenues of US$2.5m

Lead Business Analyst, Standard Chartered, Singapore

Led a team of 4 in implementing new settlement and reporting processes for securities services across Asia and Africa as part of US$35m programme
Created a new security pricing function used across asset classes, resulting in a 30% cost reduction equivalent to US$80k a month

Career interests

Management consulting, business strategy, private equity, mergers & acquisitions

Filip Trnka  Czech Republic  
filip.trnka.mba2016@said.oxford.edu

Harvard Law School, USA, LL.M, Charles University, Faculty of Law, Czech Republic, Master in Law

Languages: Czech, German

Junior Associate, McKinsey & Co., Czech Republic

Worked internationally on projects across Europe and in South Africa

Worked on a merger management project for US$20bn pharmaceutical industry-shaping deal

Trained senior bank managers and their teams on an innovative tool to increase profitability & managed pilot programme

Co-organised a charitable auction among colleagues, raising GBP ~15,000

Junior Associate, Glatzova & Co., Czech Republic

Dealt with various corporate law and litigation matters

Junior Associate, Welt, Gotshul & Manges, Czech Republic

Dealt with commercial law matters of a top-10 energy company in Europe (including US$750m acquisition)

Career interests

Entrepreneurship, social entrepreneurship, consulting
Allison Trowbridge  USA  
allison.trowbridge.mba2016@said.oxford.edu

Westmont College, USA, BA (Hons) Communication Studies  
Communications & Partnerships, The Freedom Fund, USA  
Managed communications and partnerships for first private donor fund to end slavery  
Hosted high-profile gatherings of thought-leaders and influencers  
Advised fundraising strategy for second half of US$100m fund  
Partner, Just Business, USA  
Incubated and invested in social enterprises  
Managed brand and investor relations  
Raised US$300k for a portfolio company  
VP of Brand & Communications, Not For Sale, USA  
Developed brand, marketing, and media of anti-slavery NGO  
Raised US$150k for a portfolio company  

Career interests  
Social entrepreneurship, not for profit, impact investing, relationship management

Sasha Truong  USA  
sasha.truong.mba2016@said.oxford.edu

Cornell University, USA, BS (Hons) Urban and Regional Studies  
Project Manager, Skid Row Housing Trust, USA  
Completed over US$100 million in financial transactions in loans, investments, grants, and philanthropic donations  
Completed approx. 400 affordable housing units, including the first prefabricated modular multifamily development in Los Angeles  
Managed lease-up and first partnership with Department of Health Services in City of Los Angeles to provide referrals for 100 homeless hospital patients to live in newly constructed independent apartment units and receive home-care  
Redevelopment Analyst, The Ometeotl Group, USA  
Analyzed financial feasibility and development timeliness for 4 redevelopment transactions consisting of residential and commercial uses  
Created RFP template for development team to use for development site in City of Monrovia  

Career interests  
Olympics planning, real estate finance, capital markets, social impact finance, entrepreneurship, healthcare

Amranikunj Upadhyay  India  
amranikunj.upadhyay.mba2016@said.oxford.edu

IIM Shillong, India, PG Diploma in Mgmt; Hindu College, India, BSc (Hons) Statistics  
Languages: Hindi  
Senior Manager, Yes Bank Ltd, India  
Led project funding and deal structuring worth US$400m for a client in oil & gas industry  
Benchmarked comparable transactions and created restructuring proposal for US$500m deal, generating US$15m of advisory fees  
Conducted extensive diligence to create unique NCD structure for US$150m, successfully syndicated 80% of the bank’s exposure  
EA to CEO, Selective Consultants, India  
Formulated five-year strategy including organic revenue enhancement, cost reduction and identification of inorganic growth opportunities  
Created ‘business expansion’ roadmap in new segments, generating 33% incremental sales  
Senior Manager, ICICI Bank Ltd., India  
Led India’s 2nd largest financial & corporate restructuring mandate worth US$2.5bn for a construction conglomerate resulting in US$25m improvement in bank’s profitability  
Closed US$120m M&A deal in power vertical, reduced US$150m of bank’s exposure and generated US$15m advisory fees  
Core team member credited with US$40m loss reduction on a pharmaceutical exposure (FCCB) by structuring debt-equity swap deal  

Career interests  
Private equity, asset management, investment banking, consulting, corporate strategy, restructuring and turnarounds

Erika Uyen  Peru  
erika.uyenramirez.mba2016@said.oxford.edu

Universidad de Lima, Peru, BA Business Studies  
Languages: Spanish  
Marketing Strategy Analyst, Arellano Marketing, Peru  
Constructed business proposals worth from US$75k to US$50k, with average satisfaction of 4.1 (over 5)  
Performed successfully under pressure and was acknowledged for creativity and innovation on final reports  
Marketing Strategy Analyst, Arellano Marketing, Peru  
Executed research studies worth from US$75k to US$50k, with average satisfaction of 4.1 (over 5)  
Performed successfully under pressure and was acknowledged for creativity and innovation on final reports  

Career interests  
Media & entertainment, art entrepreneurship, not for profit

Amranikunj Upadhyay  India  
amranikunj.upadhyay.mba2016@said.oxford.edu

IIM Shillong, India, PG Diploma in Mgmt; Hindu College, India, BSc (Hons) Statistics  
Languages: Hindi  
Senior Manager, Yes Bank Ltd, India  
Led project funding and deal structuring worth US$400m for a client in oil & gas industry  
Benchmarked comparable transactions and created restructuring proposal for US$500m deal, generating US$15m of advisory fees  
Conducted extensive diligence to create unique NCD structure for US$150m, successfully syndicated 80% of the bank’s exposure  
EA to CEO, Selective Consultants, India  
Formulated five-year strategy including organic revenue enhancement, cost reduction and identification of inorganic growth opportunities  
Created ‘business expansion’ roadmap in new segments, generating 33% incremental sales  
Senior Manager, ICICI Bank Ltd., India  
Led India’s 2nd largest financial & corporate restructuring mandate worth US$2.5bn for a construction conglomerate resulting in US$25m improvement in bank’s profitability  
Closed US$120m M&A deal in power vertical, reduced US$150m of bank’s exposure and generated US$15m advisory fees  
Core team member credited with US$40m loss reduction on a pharmaceutical exposure (FCCB) by structuring debt-equity swap deal  

Career interests  
Private equity, asset management, investment banking, consulting, corporate strategy, restructuring and turnarounds

Erika Uyen  Peru  
erika.uyenramirez.mba2016@said.oxford.edu

Universidad de Lima, Peru, BA Business Studies  
Languages: Spanish  
Marketing Strategy Analyst, Arellano Marketing, Peru  
Executed research studies worth from US$75k to US$50k, with average satisfaction of 4.1 (over 5)  
Performed successfully under pressure and was acknowledged for creativity and innovation on final reports  
Marketing Strategy Analyst, Arellano Marketing, Peru  
Executed research studies worth from US$75k to US$50k, with average satisfaction of 4.1 (over 5)  
Performed successfully under pressure and was acknowledged for creativity and innovation on final reports  

Career interests  
Media & entertainment, art entrepreneurship, not for profit
Surabhi Vaidya
India, UK, UAE
work authorisation
surabhi.vaidya.mba2016@said.oxford.edu

Lady Shri Ram College for Women, Delhi University, BA (Hons) Economics
Languages: Hindi, Marathi

Consultant, Vodafone Foundation, India
Part of 2-member team managing projects in women empowerment and education strategy vertically worth approximately INR 450m
Featured as key team member in Vodafone India’s second coffee table book - Women of Pure-Strength
Led ecommunication initiative that received matching funding of INR 25m, creating education opportunities for 58000 girls

Research Analyst, Council of Scientific & Industrial Research, India
Performed industry-wide research of petroleum refining catalysts.
Analysed industrial data to calculate socio-economic impact of refining catalysts in all major refineries in India

Career interests
Consulting, social entrepreneurship; development work; social finance

Brad Vanderford
USA
brad.vanderford.mba2016@said.oxford.edu

University of South Carolina, USA, BS (Hons) Business Administration
Languages: Spanish

Director of International Operations Snapis Group, Kenya
Executed strategy, led team and secured partnerships, resulting in 200% earned revenue growth, US$2.5m in growth capital and 25% YoY improvement in yield metrics
Executed pivot to scalable model, built the products, systems and capacity to enable scale
Selected new country expansion targets and performed in-depth market feasibility studies

Product Development & Programme Manager Snapis Group, Kenya
Managed Snapis Capital investment portfolio, including value addition and fund modelling
Designed and managed 6-month accelerator
Supported agro-processor in US$2.2m raise

United States Peace Corps, Paraguay
Technical advisor for financial services and agricultural cooperative with US$25m in assets

Led national-level entrepreneurship programme

Career interests
Impact investing, private equity; consulting, international development, social enterprise

Sharanya Venkatesh
India
sharanya.venkatesh@mba2016.sbs.oxford.edu

Illinois Institute of Technology, USA, MS Marketing Communications, Bhaban’s Rajendra Prasad Institute, India, PGD Marketing & Advertising, Bangalore University, India, BA Communicative English, Psychology, English Literature
Languages: Kannada, Hindi, French, Spanish

Marketing/Process Consultant, Transpeed Logistics/ Proquip Technologies, India
Custom pitch presentations for five new clients
Streamlined RFQ process to cut down response time from 72 to 24 hours

Project/Marketing Manager, Asia TV USA Ltd, USA
Project managed new product development, delivering website and apps in 9 months, from conception
Planned multimillion dollar launch campaign for USA, Canada and the Caribbean

Digital Marketing Specialist, Multimedia Solutions, USA
Controlled marketing efforts for the Multimedia Solutions brand, increasing original content posts by 90%.
Designed social media strategy, analysed campaign impact and engagement for clients such as Paul Weiss, Provident Bank, etc.

Manager Digital Marketing & Public Relations, Asia TV USA Ltd, USA
Generated 1000% increase in web traffic within two months of taking on new role

Career interests
Consulting, social entrepreneurship; development work; social finance

Shashank Verma
UK
shashank.verma.mba2016@said.oxford.edu

Brunel University, UK, BEng (Hons) Electronics and Electrical Engineering
Languages: Hindi

Principal Engineer, Jaguar Land Rover, UK
Technical lead, of a team of 14, for design and validation of network architecture for vehicle lines coming under JLR branding
Responsible for streamlining the design and validation process which allowed a decrease in time-line from 16 to 10 weeks
Wrote the design and validation manuals for network design for all vehicles designed by the teams

Guest lecturer at Warwick University teaching automotive network design

Graduate Engineer, SoSound, UK
Provide technical consultation services to other firms for reducing electronic components present in the design involved in recruitment of graduate engineers from Brunel University

Career interests
Corporate strategy; management consulting; operations; automotive; technology

Charuphan Viboonchan
Thailand
charuphan.viboonchan@mba2016.sbs.oxford.edu

Thammasat University, Thailand, BA (Hons) Business Administration (Major: Finance), CFA Level 2
Languages: Thai

Investment Banking/Senior Associate, Krgn Thai Bank, Thailand
Executed syndicated loan for the acquisition of second largest hypermarket operator in Thailand worth £4.5bn
Advised client on tender offer process worth £1.8bn

Manager, Thoresen Thai Agencies, Thailand
Conducted a long-term business partnerships with a French-based multinational

Structured Convertible Bond for potential investment in the largest Chinese local fruit juice producer company in China

Investment Banking/Associate, Siam Commercial Bank, Thailand
Completed £50m M&A of a food & apparel conglomerate
Performed the £400mm m IPO of leading low-cost airline in Thailand

Career interests
Private equity, venture capital; consumer goods; technology
Rebecca Wardell | Ireland
---|---
rebecca.wardell.mba2016@said.oxford.edu
Chartered Institute of Bankers of Scotland, UK; Chartered Banker; University of Edinburgh, UK, MA (Hons)
Business Development Manager, Irish Maritime Development Office, Ireland
Created and implemented the Business Development national and international annual strategy, analysing global markets and trends, identifying target counties and companies
Collaborated with business advisory firms to create a ship leasing industry in Ireland
Spoke at national and international events about the sector and benefits of Ireland
Deputy Director, UK Trade & Investment, Ireland
Led team of 5, created 2yr strategy bringing us from 94th to 2nd globally
Events organisation in the UK & Ireland, including events for HM the Queen and the PM
Management Trainee, Royal Bank of Scotland, UK
Developed and launched three new products, analysed trends and created financial models
Career interests
Corporate affairs; government relations; management consultancy; fmcg; strategy

John Kakungulu Walugembe | Uganda
---|---
john.walugembe.mba2016@said.oxford.edu
Makere University, Uganda, Bachelor of Science (Hons)
Senior Green Growth Specialist
Global Green Growth Institute - Uganda
Spearheaded the setting up of a $3 million programme in Uganda for 2015/16
Collaborated with UNDP, PwC and NCE in developing the Uganda Green Growth Strategy
Executive Director Uganda Small Scale Industries Association, Uganda
Appointed by the Prime Minister to lead inter-governmental committee of Skills Development
Grew the organizational income by 10 times from less than $100,000 to over $2 million in 3 years
Grew the staff base from 10 full-time staff to 30 full-time staff in 3 years
Head - Business Development, Uganda National Chamber of Commerce and Industry, Uganda
Established 4 business councils with other African countries (South Africa, South Sudan, Egypt and Mauritius)
Set-up and made functional a network of 100 consultancy firms including PwC and Deloitte offer business advisory services to businesses in Uganda
Career interests
Consultancy; fmcg; strategy

Runfei Wang | China
---|---
rufei.wang.mba2016@said.oxford.edu
Lee Kuan Yew School of Public Policy, National University of Singapore, Master in Public Policy; Sun Yat-sen University, BSc Management
Languages: Mandarin
Assistant Director, China (Guangdong) Pilot Free Trade Zone Shenzhen Administration
Maintained constructive relationships with a range of stakeholders in Beijing, Hong Kong and Shenzhen to keep the momentum for financial innovation
Researcher, Center on Asia and Globalization, National University of Singapore
Coordinated the Center’s flagship Sino-India Project towards Cooperation Project; Published 3 conference papers, 2 commissioned reports by UN-HABITAT and various op-eds including ‘Is China the New World Bank’ in Project Syndicate, reprinted by over 50 media outlets in 6 languages
Short Term Consultant, The World Bank
Designed and conducted questionnaire surveys and semi-structural focus group interviews in Public Participation in Urban Transport Project across four provinces and six cities in China
Career interests
Consulting; development; public policy

Sammy Watto | Germany
---|---
sammy.watto.mba2016@said.oxford.edu
University of San Diego, USA, BBA (Honors)
Languages: German, Spanish
Management Board Member, Gym – UG, Germany
Head of Procurement, responsible for new merchandise for retail stores
Evaluation of Investments (calculated the basis and negotiated the contracts for new retail locations with airports and Deutsche Bahn)
Developed new merchandise portfolio which increased profits by more than 50%
Staff supervision of around 10 employees
Part-time Self-employment, Forex and Commodity Trading, Germany
Developed Investment Strategies for forex and commodity products
Ran ETF book across equity, commodity and fixed income markets
Internship, Communicaid Group Ltd, UK
Carried out due diligence on a successfully completed ~€ 8m private equity deal
Rated ‘outstanding’, awarded the maximum bonus available
Founder & CEO, GraduRates, UK
Founded peer-to-peer lending platform for postgraduate students in the UK
Processed loan notional in excess of £25m
Company acquired by market leader
ETF Trader, Peel Hunt, UK
Rated as ‘outstanding’, awarded the maximum bonus available
Career interests
Management consulting; consulting; retail; trading; entrepreneurship; international finance

Naixi Wang | China
---|---
nai.xi.wang.mba2016@said.oxford.edu
Wesleyan University, USA, BA Economics and East Asian Studies
Languages: Mandarin, Japanese
Research Analyst, International Monetary Fund, USA
Coordinated with 3 depts on Chinese RMB Internationalisation that contributed to the success of the its inclusion in the SDR basket
Managed a macro – financial model that facilitates analysis on linkages between financial and real sectors in 189 countries
Technical assistance to 6 Central American countries on how to mitigate systemic risks
Co-authored a paper where I created the most extensive MFI database and contributed to the development of the economic model
Intern, Citibank, China
Collaborated with relationship managers in establishing tailored solutions for “mission-critical” clients

Joathan Webb | UK
---|---
joathan.webb.mba2016@said.oxford.edu
University of St Andrews, UK, MA (Hons) Economics
Summer Associate, Bryanston Resources, UK
Modelled US$1bn loss quantification for a FTSE 100 company
Carried out due diligence on a successfully completed ~€ 8m private equity deal
Rated ‘outstanding’, awarded the maximum bonus available
Founder & CEO, GraduRates, UK
Founded peer-to-peer lending platform for postgraduate students in the UK
Processed loan notional in excess of £25m
Company acquired by market leader
ETF Trader, Peel Hunt, UK
Ran ETF book across equity, commodity and fixed income products
Obtained professional qualification in technical analysis
Options Trader, Cantor Fitzgerald, UK
Career interests
Private equity; investment banking; alternative asset management
Max Whitacre
USA
max.whitacre.mba2016@said.oxford.edu
Johns Hopkins University, USA, BA Economics; CFA Charterholder, Formal Credit Training, LaSalle Bank
Vice President, Alternative Energy Finance, National Cooperative Bank, USA
Managed due diligence and financial modeling for US$275m in project finance loans to renewable energy projects (primarily solar)
Sourced, structured, and negotiated transactions
Achieved portfolio growth of 77% (CAGR) while maintaining credit quality and yield targets
Recipient of 2015 President’s Award in recognition of outstanding performance
Senior Credit Analyst, National Cooperative Bank, USA
Analysed and modeled commercial (C&I) and project finance loans to assess repayment risk
Presented recommendations to credit committee for formal credit approval
Lease Associate, LaSalle Bank, USA
Rotational schemes include credit, structuring, marketing, and collateral departments
Career interests
Asset management, private equity, renewable energy, infrastructure

Weiyue Wu
China
weiyue.wu.mba2016@said.oxford.edu
Founding Product Manager, PerceptIn, China
Led the development of robotic products from the original value proposition
Collaborated with teams to reach optical trade off among the vision of the product experience, time to market and product cost
Prioritised and delivered multiple projects in a fast-paced environment
Senior Consultant, Deloitte, China
Recognised as ‘Substantially Exceeded Expectation’, (Highest performance, Top 2%)
Delivered and managed several strategic consulting projects for key clients
Auditor, KPMG, China
Executed audits across a broad client portfolio; responsibility for presenting audit approach and key conclusions to management
Career interests
Artificial intelligence, operations, business development, venture capital

Dezhong Xiao
Singapore
dezhong.xiao.mba2016@said.oxford.edu
Nanyang Technological University, Singapore, MSc & BE (Hons) Environmental Engineering
Languages: Mandarin
Senior Industry Marketer, Ecolab, Singapore
Institutional sector development and technical consultant in Singapore & Malaysia, enabled doubling new technology sales
Structured new business model and prepared programme offerings for five-year growth plan
Product Specialist, Ecolab, Singapore
Managed product lifecycle for US$95m cooling water chemicals for Asia Pacific markets
Led new integrated of fering commercialisation and existing product margin improvement
Technology, GE Power & Water, Singapore
Devised new test protocols for GE water treatment membrane product development and new application research
Patented new membrane fabrication method
Supported critical manufacturing troubleshooting and optimised production process, received GE Ecomagination Award
Career interests
Strategy consulting, healthcare, utilities, innovation strategy, impact investing, marketing

Youchen Xin
China
youchen.xin.mba2016@said.oxford.edu
University of Nottingham, China, BA (Hons) Finance, Accounting and Management, CFA Charter Holder Languages: Mandarin
Equity Research Analyst, Shenwan Securities Research, China
Launched equity research and drafted analysis reports for 12 public listed companies with a 4.2% portfolio return above market trend
Planned and successfully executed roadshows for a US$180m private issuing of shares
Performance Manager, Ping An Bank, China
Led cross-functional teams to devise development strategies for total US$10.2bn bank assets of 18 sub branches
Endorsed loan interest assessment of US$3.8bn corporate loans and achieved additional interest earnings of US$1.2m in 10 months by reforming allocation of loan quota
International Trade Manager, Ping An Bank, China
Customised business strategies, carried out compliance scrutiny and recommended financial derivatives for 1,200 cross-border transactions with a total trading volume of US$11m
Career interests
Strategy consulting, private equity, asset management

Wenjie Xu
China
wenjie.xu.mba2016@said.oxford.edu
University of Pennsylvania, USA, MSc Computer Science; Chinese University of Hong Kong, Hong Kong, BSc, Computer Science Languages: Mandarin, Cantonese
Senior Associate, China International Capital Corporation, China
Proposed and built up database and IT system for this US$70bn Fund of Funds
Wrote cash flow analysis and workload analysis of this mother-fund for next 10 years
Participated US$1bn fund financing with Chongqing and Wuhan Government
Led T1 due diligence and 20 interviews with China top-tier internet and Health-care VCs
Associate, Legend Investment, China
Led due diligence for an anti-fraud system provider in China, invested US$9m and Post-price US$70m
Tech Lead, Two Sigma Investment, USA
Overhauled testing system and improved trading platform release process 18 times faster
Developed and supported various trading products, which contributed over US$40m annual PNL
Career interests
Private equity, fund of funds, venture capital

Yan Xue
China
yan.xue.mba2016@said.oxford.edu
CFA Institute, CFA (Chartered Financial Analyst), Global Association of Risk Professionals, FRM (Financial Risk Manager), Beijing Foreign Studies University, China, MBA Translation and Cross-Culture Studies, Jilin University, China, BA, English Languages: Mandarin, German
Bond Trader/Client Manager, Bank of China Limited, Germany
Acted as the project leader and trader of commercial paper and bond issued by Chinese investors, amounting to €10bn in 2014/15
Supported Department General Manager and Vice-President to manage client relationship to secure market share and revenue growth in German Market
European policy and capital market research
Associate Trader/Trade-financing officer, Bank of China Limited, China
Provided financing solutions for clients, including the opening of Letter of Credit and Letter of Guarantee, pricing and structuring of factoring and forfaiting
FX and interest rate derivatives trading for the clients
Career interests
Asset management, corporate Finance, finance analysis
Andranne Yaghi  
Canada, Lebanon  
andranne.yaghi.mba2016@said.oxford.edu

University of Ottawa, Canada; BA Liberal Arts  
Languages: French

Senior Business Analyst, Precoa, USA  
Managed business reporting and custom analysis for 200+ employees  
Led development and company-wide deployment of US$260m sales forecast  
Collaborated on four sprints (Agile) creating real-time reporting on US$500k in bonuses  
Tableau desktop 9 certified professional  

Career interests  
Business strategy, management consulting, social innovation, international development

Jinyoung Yang  
South Korea  
jinyoung.yang.mba2016@said.oxford.edu

University of Virginia, USA; BA Biology  
Languages: Korean

LPG Trader, E1 Corporation, South Korea  
Negotiated liquefied petroleum gas (LPG) contracts with Middle East Suppliers and Western Traders to secure domestic supply and profit through trading activities  
Managed energy derivatives paper trading transactions supervising a task force team with paper operators for physically traded LPG and petrochemical cargos; traded annual volume around 0.8 (Million metric tons) worth US$400m  
Developed marketing & sales strategies advising corporate Future Strategy Office’s investment decisions  
Associate Manager, Samsung Engineering, South Korea  
Drafted and reviewed ITB (Invitation to bid) for overseas petrochemical plant construction project tenders developing concrete marketing strategies  

Company Commander and Interpreting Officer (1st Lt.), Republic of Korea Air Force Logistics Command, South Korea  
Led and managed a company, participating in Korea-US combined military exercises  
Built and maintained effective channel of communication between Korean Air Force and U.S. Air Force Korea by providing interpretation and translation support to high-ranking officers  
Led and coordinated negotiation meetings with companies including Boeing, Lockheed Martin, GE, Rafael  

Career interests  
Business development, trading, marketing, business strategy, product management

Ben Young  
USA  
ben.young.mba2016@said.oxford.edu

Brigham Young University, USA; BA (Hons) Economics  
Languages: Thai

Senior Business Analyst, Precoa, USA  
Managed business reporting and custom analysis for 200+ employees  
Led development and company-wide deployment of US$260m sales forecast  
Collaborated on four sprints (Agile) creating real-time reporting on US$500k in bonuses  
Tableau desktop 9 certified professional  

Career interests  
Technology, business intelligence, big data analytics, strategy

Kyle Zeck  
USA  
kyle.zeck.mba2016@said.oxford.edu

United States Military Academy, USA; BS Economics  
Languages: German

Commander, US Army, USA  
Led a strategic intelligence company of 180 Soldiers that provided 24-hour support to deployed forces  
Deployed and redeployed small teams in support of contingency operations throughout the Middle East  
Executive Officer, US Army, Germany  
Second-in-Command of a 170-Soldier Battery; responsible for maintenance and resupply operations  
Set and managed the requirements for two field exercises in which the organisation supported over 400 Soldiers in austere field conditions  
Collection Manager, US Army, Afghanistan  
Led 28 Analysts while executing a collections plan with Afghanistan and Romanian allies  
Set procedures and directed disclosure requirements in order to increase cooperation between multinational forces  

Career interests  
Management consulting, strategy, project management, operations

Anna Zelenkova  
Russia  
anna.zelenkova.mba2016@said.oxford.edu

MGIMO (Moscow State University of International Relations), Russia; MA Economics  
Languages: Russian, French

Head of RVC Foreign Network, Russian Venture Company, Russia  
Managed activities of RVC foreign subsidiary (RVC USA) and RVC foreign representatives (Israel, Singapore, South Korea) with total budget of >US$1m  
Led business development in China, India, European countries - marketing activities, partnerships, business missions, GR, PR  

PR Director, Maxwell Biotech Venture Fund, Russia  
Developed and realized PR and marketing strategy for MBVF and its 9 portfolio companies  

Corporate Marketing Analyst, Severstal, Russia/Belgium  
Made short-term price forecasts based on analysis of global and regional trends in steel industry  
Selected to represent company as fellow analyst at World Steel Association  

Career interests  
Venture capital, asset management, technology, entrepreneurship, consulting

Norman Yanuar  
Indonesia  
norman.yanuar.mba2016@said.oxford.edu

Bandung Institute of Technology, Indonesia; BSc Mechanical Engineering, PMP  
Languages: Indonesian

Implementation Consultant, McKinsey & Company, Indonesia  
Led a maintenance and procurement transformation programme, identified US$29.3m savings opportunity  
Conducted a feasibility study of a US$700m small-scale LNG distribution project  
Identified and resolved critical productivity issues potentially delaying a pipeline project – equivalent to US$2.3m lost sales  
Manager – Resources Operating Group, Accenture, Indonesia  
Directed a team of 10 to implement a US$2m risk-based maintenance system  
Formulated initiatives to increase rationalisation of production to meet government target  

General Field Engineer, Schlumberger, Indonesia, Yemen, and Qatar  
Established geothermal operations in Indonesia resulting in US$2.5m revenue and 100% market share in 3 years  

Career interests  
Energy and resources, sustainability, business strategy, project management, private equity
Yiming Zeng China
yiming.zeng.mba2016@said.oxford.edu
Wesleyan University, USA, BA (Majors: Mathematics, Philosophy); CFA Level 2
Languages: Mandarin, Cantonese
Credit Analyst, Bank of Tokyo–Mitsubishi UFJ, USA
Performed financial analysis, industry research, and due diligence on corporate/project finance transactions in Latin America
Advised lines of business on client sourcing, country risk evaluation, and terms negotiation
Managed an $18bn portfolio of 25 accounts; prepared monthly portfolio analysis and presented results to senior credit committee
Co-issued Country Strategy on 9 countries semi-annually to advise senior management on regional developments

Business Analyst, Cambridge Advisory Group, USA
Collaborated with actuaries and consultants to analyse claims data representing US$100bn+
Developed techniques to interpret behaviours of institutional clients’ health data and built predictive healthcare models

Career interests
Mergers and acquisitions, investment banking, management consulting

Qi Zhang China
qi.zhang.mba2016@said.oxford.edu
Tulane University, USA, Master of Finance; University of Otago, New Zealand, Bcom (Major: Finance, Minor: Economics)
Languages: Mandarin
Compliance Consultant, Wells Fargo Bank, China
Evaluated and analysed bank transactions; performed due diligence on new customers to prevent finance crimes.
Trained other bank divisions on sanction procedures and AML regulations
Created compliance and sanction procedures for internal banking process
Managing Editor, Dow Jones, China
Managed a team of six to complete state owned company research for thirty countries
Collaborated with managers in other groups and sales team on product enhancement
Mentored and coached twelve new team members during daily work and projects
Research Editor, Dow Jones, China
Conducted comprehensive research on state owned companies in twenty countries
Performed detailed company research and compiled enhanced due diligence reports for over thirty companies

Career interests
Anti-money laundering, global compliance, consulting

Xian Zhang China, Italy
work authorisation
xian.zhang.mba2016@said.oxford.edu
Polytechnic University of Turin, Italy, MSc (Hons) and BA Media Engineering
Languages: Chinese, Italian
Key Account Manager, Alibaba Group, China
Conducted in-depth analyses with international firms to start e-commerce in China
Led key accounts to formulate and execute sales targets ($2.5bn in 2016 and improved sales by 50%)
Managed brand strategy and online campaigns with key accounts achieving $2m in three days
International Project Manager, Redstone Haute Couture, China
Led first flagship store (GADA) opening in Italy
Managed corporate and brand publicity
Developed ERP (increased efficiency by 25%)
Coordinated fabric purchasing and procedure optimisation ($0.4m/year budget)

Sales Planning Analyst, Fiat-Chrysler, Italy
Monthly and annual planning aligning logistic, commercial and production functions

Career interests
Luxury, e-commerce, business development, business strategy

Yue Zhang China, UK
work authorisation
yue.zhang.mba2016@said.oxford.edu
University of Bath, UK, BA (Hon) Accounting and Finance Languages: Chinese (Mandarin), English
Head of Operations, Fenician Capital Management LLP, London, UK
Implemented new control framework; beat UCTIS launch deadline by 2 months and AUM target by 50%; increased total managed AUM by 10%.
Managed FX risk for both funds to reduce FX risk exposure by 51%; Build 3 financial models & 4 researches
Designed new investor’s newsletter and presentation leading to 60% increase in response rate, and 12 control procedures led to 100% ODD pass rate.

Director, Morgan Stanley, London, UK
Led EU Trade Support team of 10 FTEs in London and 6 in Mumbai
Coordinated with senior sales & traders to create and dispatch Agricultural Accumulator Swap
Firm representative for industry conferences
Associate Trader, Morgan Stanley, UK
Analysed daily $100m Delta & Kappa risk with scenario analysis and draft hedging proposal
Conducted analysis on daily utilization of $150m collateral cash & $1bn ICS

Career interests
Private equity, asset management, real estate, venture capital, entrepreneurship

Mike Zhang China, UK
 Permanent resident
mike.zhang.mba2016@said.oxford.edu
Imperial College London, UK, BEng Computing; CFA Level 1 Languages: Chinese
Senior Associate, JP Morgan, London
Led development of multiple stress tests and analytics reports for pricing, risk and P&L management for Securitised Product Group
Over saw numerous calculation processes and large-scale backend analytical platform
Supported daily trading activities of Balance-guaranteed swap desk
Senior Consultant, Goldman Sachs, London
Planned and coordinated implementation of strategic big-data platform
Brought latest technologies to enable platform to process millions of trade reports
Specialised in search and knowledge discovery, data virtualisation and integration
Senior Associate, RBC Capital Markets, London
Rates products trading system specialist
Implemented price contribution, auto-negotiation and real-time risk control

Career interests
Technology, entrepreneurship, business strategy, management consulting

Fenglin Zhao China
fenglin.zhao.mba2016@said.oxford.edu
Hamilton College, USA, BA Mathematics and Economics; CFA Charter holder
Languages: Mandarin
Vice President, China International Fund Management, China
Identified and developed relationships with foreign institutional clients globally
Led coverage of over US$ 1 trillion institutional assets; raised over US$400m of QFII assets in both retail and segregated accounts
Initiated and built a multi-million dollar distribution channel in Taiwan-negotiated and won contracts with top banks covering 50% of Taiwanese retail fund market
Led RFP and sales effort in exporting CIFM’s funds with USD12bn in RMB of assets under Manild -HK mutual fund recognition scheme

Senior Client Associate, Russell Indexes, USA
Managed and serviced over 200 asset manager subscribers accounting for over US$2.4m annual revenue in North East
Coordinated with internal teams to drive client satisfaction and resolve high volume and complex client inquiries
Innovated and implemented revenue growth strategies for the wider team

Analyst, JM Morgan Asset Management, USA
Co-Lead coverage of 60 institutional and retail accounts with US$10bn assets invested in 14 equity strategies
Managed and serviced relationship with pensions, endowments, foundations, fund of funds, consultants and sovereign wealth funds in the U.S. with additional international clients
Collaborated with a 20-member U.S. Behavioral finance team in providing portfolio analysis and driving asset growth

Career interests
Asset management; hedge funds; private equity; investor relations; cross-border investments
Yunsi Zheng  China  yunsi.zheng.mba2016@said.oxford.edu

Beijing Foreign Studies University, China, BA Hindi, BEc International Economics & Trade Languages: Cantonese, Mandarin, Hindi

Senior Relationship Manager, Bank of China Mumbai Branch (on preparation), India/China

Prepared and presented branch license application to the Reserve Bank of India, received primary approval within two months

Achieved the Indian Government’s declaration of in-principle approval to BOC’s application in the Joint Statement with China in 2014

Analysed, planned & developed institutional banking business in India, joining syndicated loans of US$500m+ to N Global-Fortune-500s

Relationship Manager (Corporate Banking), Bank of China Head Office, China

Attained “A-Performer” as the dept’s top 5%, managing relationship with 50+ key corporate clients, generating US$195m annual total profit

Won “BOC Product Innovation Award 2013” for developing a product to assist CN Commerce Ministry to regulate retail prepaid card issuers

Supported a China’s state-owned company to issue its 1st US commercial paper of US$200m

Career interests

Investment banking; management consulting; venture capital; private equity; impact investing

Beijing Zhu  China  beijing.zhu.mba2016@said.oxford.edu

Washington University in St. Louis, US, MA East Asian Studies; Fudan University, China, BA Chinese Language and Literature

Languages: Mandarin

Instructional Designer, China Europe International Business School, China

Led Cross Knowledge digital learning project by cooperating with the French lead and localising 40 business management courses

Led CEIBS EMBA Admission Test project to design preparation e-courses for candidates

Worked with CEIBS faculty and designed e-courses on Platform Strategy, Lean Innovation

Editor, SDX Joint Publishing, China

Did market surveys, contacted target authors, edited manuscripts and wrote book reviews

Hosted book release events and invited Ezra Vogel of Harvard and Wu Jinglian of CEIBS

Negotiated with overseas and domestic publishing houses to purchase book copyrights

Journalist, The World of Chinese, China

Conducted exclusive interviews for each issue, i.e., UNHCR’s Honorary Patron for China

Wrote cover stories published in China Daily

Career interests

Digital education; creative consulting; social entrepreneurship

Weiwei Zou  China  weiw.ei.zou.mba2016@said.oxford.edu

Shanghai International Studies University, China, BA Finance and English

Languages: Mandarin

Xijian Art FinTech Co., Communication Intern, China

Standardised procedure of on/offline borrowing and investment based on art assets

Launched and maintained an independent museum touring guiding system

Enhanced corporate profile by social media

Central Hub China, Senior Associate, China

Integral member of a start-up PR agency serving multinational listed companies

Conducted yearly planning and implementation of corporate branding for a French multinational with over 2,800 employees in China

Organised CEO’s first visit to China, leveraged coverage with ad value over CNY1.2m

United Asia Live Entertainment, Interpreter for UK creative team, China

Participated in the Chinese productions of classic musicals, Mamma Mia! and Cats, from audition to premiere

Career interests

Art finance; venture capital; management consulting; theater industry

Adam Zwain  USA  adam.zwain.mba2016@said.oxford.edu

University of Colorado, USA, BA Chinese and International Affairs

Languages: Mandarin

Head Localisation Supervisor, Linguitronics, Taiwan

Led team of 25 employees to provide marketing materials and year-end statements to clients across Asia

Managed department to exceed quota by 40%, achieving top ranking in annual performance review, increasing sales by 20%

Compiled data from projects with clients in 3 regions, streamlining localisation process and reducing project costs by 10%

Teacher, Little Green House, Taiwan

Developed new teaching methodology across 4 classes to increase education program efficacy

Formulated new hiring and assessment policy for 3 new employees to ensure cross-cultural competencies

Teacher, HESS International Educational Group, Taiwan

Founded adult education class to expand target market, increasing overall enrollment by 10%

Designed new student recruitment system, achieving a 90% acquisition rate

Career interests

International business, business development; consulting; social entrepreneurship

Matthias Zwanzger  Chile, Germany  matthias.zwanzger.mba2016@said.oxford.edu

Pontificia Universidad Católica, Chile, BSc (Hons) Industrial Engineering

Languages: Spanish, German

Managing Director, Hamatch Group, Chile

Executed US$0.8m real estate investment with 50% profit in 3 years

Negotiated asset acquisition from partner

CFO, SPITEC Group, Chile

Led sale of a portion of the group in a US$10m successful transaction

Guided a team of 3 in the implementation of two world-class warehouse systems

Developed new business line with US$0.2m in profits in the first 19 months

Performance Analyst, LATAM Airlines, Chile

 Developed methodology to manage 1,283 operation-critical components for aircrafts

Managed inventory of US$90m

Led managerial meetings and developed KPI panel for the Supply Chain VP

Defined and controlled US$10m budget

Career interests

Business strategy; entrepreneurship; corporate finance; management consulting

Beijing Zhu  China  beijing.zhu.mba2016@said.oxford.edu

Washington University in St. Louis, US, MA East Asian Studies; Fudan University, China, BA Chinese Language and Literature

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Editor, SDX Joint Publishing, China

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Career interests

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Weiwei Zou  China  weiw.ei.zou.mba2016@said.oxford.edu

Shanghai International Studies University, China, BA Finance and English

Languages: Mandarin

Xijian Art FinTech Co., Communication Intern, China

Standardised procedure of on/offline borrowing and investment based on art assets

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Languages: Mandarin

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Teacher, Little Green House, Taiwan

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Teacher, HESS International Educational Group, Taiwan

Founded adult education class to expand target market, increasing overall enrollment by 10%

Designed new student recruitment system, achieving a 90% acquisition rate

Career interests

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Matthias Zwanzger  Chile, Germany  matthias.zwanzger.mba2016@said.oxford.edu

Pontificia Universidad Católica, Chile, BSc (Hons) Industrial Engineering

Languages: Spanish, German

Managing Director, Hamatch Group, Chile

Executed US$0.8m real estate investment with 50% profit in 3 years

Negotiated asset acquisition from partner

CFO, SPITEC Group, Chile

Led sale of a portion of the group in a US$10m successful transaction

Guided a team of 3 in the implementation of two world-class warehouse systems

Developed new business line with US$0.2m in profits in the first 19 months

Performance Analyst, LATAM Airlines, Chile

 Developed methodology to manage 1,283 operation-critical components for aircrafts

Managed inventory of US$90m

Led managerial meetings and developed KPI panel for the Supply Chain VP

Defined and controlled US$10m budget

Career interests

Business strategy; entrepreneurship; corporate finance; management consulting
Said Business School

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Taught Programmes
- MBA
- Oxford 1+1 MBA
- Executive MBA
- MSc 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 Investment Management Programme
  - Oxford Private Equity Programme
  - Oxford Real Estate Programme
  - Oxford Impact Investing Programme

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

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