



**Executive MBA  
Class of September 2017**

# Executive MBA Profile Book

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

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

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

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

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

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

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

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

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

### **Oxford Business Networks**

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

### **Student Projects**

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

### **Case competitions**

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

### **Further information**

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

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## Rob Asplin UK

[Robert.Asplin.emba-s17@said.oxford.edu](mailto:Robert.Asplin.emba-s17@said.oxford.edu)

Institute of Chartered Accountants of England and Wales (ICAEW), UK, ACA; Association of Chartered Certified Accountants, UK, FCCA; ICAEW, UK, Diploma Corporate Finance; SII, UK, Certificate Corporate Finance; Durham University, UK, BA Business Finance

### Managing Director, Better Capital, UK

Head of investment team; lead transactional partner for special situations PE fund

Part of core team that established a new-start investment fund, raised c£600m AUM in four fundraising cycles and executed over 25 transactions

Various portfolio company non-executive directorships

Participant in investor relations activity

### Associate Director, BDO, UK

Lead staff member for the special situations team within Corporate Finance

Buy/sell-side and fundraising deal leader, executing many transactions across wide range of sectors

### Manager, Jasper Corporate Finance, UK

Junior buy/sell-side and fundraising executive at mid-market M&A boutique

### Executive, Lloyds Banking Group, UK

Member of graduate programme with national placements in collateral management, due diligence and business development

Trainee accountant

### Career interests

Private equity; venture capital; corporate finance; entrepreneurship



## Gopal K Bajaj USA

[Gopal.Bajaj.emba-s17@said.oxford.edu](mailto:Gopal.Bajaj.emba-s17@said.oxford.edu)

Johns Hopkins University School of Medicine, USA, Chief Resident Radiation Oncology; Harvard Medical School / Beth Israel Deaconess Medical Center, USA, Internship Internal Medicine; University of Kansas School of Medicine, USA, MD (Alpha Omega Alpha); University of Kansas, USA, BA (Hons) Biology, BS (Hons) Genetics

**Languages:** Hindi

### Chairman and Medical Director of Radiation Oncology, Inova Schar Cancer Institute, USA

Clinical lead for strategic development, patient safety and care standardisation across five clinical sites

Lead multidisciplinary medical team and manage all aspects of radiation oncology services

Led clinical initiative to implement US\$100m regional proton therapy service line

Oversee clinical quality improvement initiatives and programme accreditation requirements

Involved in cancer centre design, layout and equipment selection

Oversee onsite graduate medical education and mentoring

### Vice President, Radiation Oncology Associates, USA

Involved in strategic growth and operational leadership of large, single-specialty physician practice

Provide interface between clinical teams and contracting administrative entities and hospitals

Involved in doubling of clinical service line over last five years

### Associate Professor, Radiation Oncology, Virginia Commonwealth University, USA

Involved in mentorship and education to support the medical school curriculum

### Instructor in Radiation Oncology and Medical Oncology, Sidney Kimmel Comprehensive Cancer Center at Johns Hopkins, USA

Oversaw resident education and clinical research within the head and neck cancer service line

Author and lecturer on head and neck cancer and advanced radiation technologies

### Career interests

Healthcare management; medical technology development; global health disparities; medical consulting; social entrepreneurship; pharmaceuticals; research and development; education



## Charles Tad Bohannon USA

[Charles.Bohannon.emba-s17@said.oxford.edu](mailto:Charles.Bohannon.emba-s17@said.oxford.edu)

Washington University, USA, LLM Taxation; William H Bowen School of Law, University of Arkansas at Little Rock, USA, JD; Hendrix College, USA, BA Political Science

### Chief Executive Officer, Central Arkansas Water, USA

CEO of largest public drinking water utility in the state, serving over 435k customers in 18 cities and communities

Responsible for annual operating and capital improvement budget of more than US\$64m

Modernised employee training and leadership development programmes; improved employee morale and job satisfaction

Negotiated and oversaw acquisition of neighbouring water utilities to expand geographic presence, increase economies of scale and improve financial sustainability

### Chief Legal Counsel, Central Arkansas Water, USA

Responsible for all legal and legislative issues faced by a large regulated utility

Oversaw negotiation and adoption of nationally recognised comprehensive watershed protection subdivision and zoning regulations

### Attorney, Wright, Lindsey and Jennings LLP, USA

Built leading practice serving as outside counsel to water and wastewater utilities

Advised clients on more than US\$600m in real-estate transactions

Advised franchise businesses with multistate operations

Advised clients on, and negotiated numerous mergers and acquisitions for, public and private entities

Represented clients in international transactions

Named Outstanding Business Lawyer each year from 2008–13 by The Best Lawyers in America and Chambers USA, America's Leading Lawyers for Business

### Adjunct Professor, William H Bowen School of Law at UALR, USA

Taught two courses: Local Government and Real Estate Transactions

### Career interests

Potable water supply; sustainability; regionalisation of governmental and civic services; renewable energy; business strategy; mergers and acquisitions; public finance; social impact and investment; executive/board leadership; public service



## Mihai Bonca Romania

[Mihai.Bonca.emba-s17@said.oxford.edu](mailto:Mihai.Bonca.emba-s17@said.oxford.edu)

The Economic Studies Academy Bucharest, Romania, MSc Marketing Policies, BSc Economics (Major: Marketing)

**Languages:** Romanian

### Founder, Brand Architects – Boutique of Strategy, Romania

Consult and train companies to build their brand or corporate strategies, as one of the key drivers to enhance market success.

Key products: brand positioning, communication strategy, employer branding

Main clients: Bitdefender (leader in global IT securities systems); GiK (leader in research industry); Hochland (leader in dairy products); Romanian Football Federation; Trend Consult Group (leader in training and consultancy business)

Marketing Professor, The Entrepreneurship Academy, Romania

### Group Marketing Director, eMAG, Bulgaria, Hungary, Poland, Romania

Consolidated leadership position in online and e-commerce industry in CEE

Developed from scratch the eMAG marketing way, communication strategy for HQ and countries, integrated activity planning, co-op strategy, marketing department structure

Managed +€30m marketing budget and 40 people in four countries, with objective of €1bn in revenue in three years

### Marketing Director, Molson Coors, Romania (Bergenbier SA)

Achieved remarkable business transformation in the beer industry, accelerating results from last place in Europe in the Molson Coors countries, to second after the UK

Key drivers: leadership mentality of marketing department; portfolio strategy; reposition key brands; innovation strategy

Managed +€12m marketing budget and team of 13, with objective of achieving +€100m in revenue

### Senior Brand Manager, SABMiller, Romania (Ursus Breweries)

Built, over a nine-year period, three of the most successful Romanian brands – leaders in equity, revenue and profitability in the Romanian beer industry

Managed an average of €6m to €10m marketing budgets, and team of three to six

### Career interests

Business strategy; organisational culture; brand positioning; decision making; behavioural economics; entrepreneurship



**Alexander S Chen** Scotland, China

[Alexander.Chen.emba-s17@said.oxford.edu](mailto:Alexander.Chen.emba-s17@said.oxford.edu)

University of Oxford, UK, PGDip Financial Strategy; University College London, UK, BSc (Hons) Economics

**Languages:** Mandarin, Cantonese

**Vice President, Bright Scholar Education Holdings, China**

British Business Award winner

Responsible for successful NYSE IPO listing at US\$2bn valuation

Responsible for group's strategy setting and global M&A initiatives

Managing 52 schools, 6,500 teaching staff and over 30k students worldwide

**Co-founder, Kirkcaldy Family Office, UK**

Providing services for families of China Fortune 500 companies and industry leaders

Responsible for (heirs) education and family wealth management services

**Managing Director, FEISHANG Group, UK**

Feishang Group, RMB¥100bn turnover investment holding company

Responsible for overseas investment opportunities within insurance, healthcare, education, technology and emerging sectors

**Founding Principal, Yinghao College (International School), China**

Opened one of China's first international schools as youngest founding principal

**Committee Member, All China Youth Federation, China**

Represented China on diplomatic conventions at national level

#ACYC is a political organisation at national level. Former members include past presidents and general secretaries of China

**Career interests**

Resolving global education issues



**Hugh Courtney** UK, Ireland, South Africa

[Hugh.Courtney.emba-s17@said.oxford.edu](mailto:Hugh.Courtney.emba-s17@said.oxford.edu)

University of Oxford Saïd Business School, UK, PGDip Financial Strategy; Institute of Chartered Accountants of England and Wales, UK, ACA; South African Institute of Chartered Accountants, South Africa, CA(SA); University of the Witwatersrand, South Africa, HDip Accounting; University of Johannesburg, South Africa, BCommerce Accounting

**Co-founder and Director, Nesa Capital, South Africa**

Conceptualised and launched innovative social impact fund providing loan capital to growth-stage SMEs

Conceptualised and launched renewable energy S12J (tax deductible) fund providing solar rental solutions to SME clients and property management clients

Achieved average return of 15.224% in fixed income fund with no defaults from inception (three years)

**Founder, Southern Resources, South Africa**

Successfully sourced, developed and monetised portfolio of greenfield bulk mining assets from pre-feasibility to mine development stage

As non-executive director, implemented and executed sale of listed junior mining company to industry competitor

Advised, drafted and executed ZAR1bn DMTN for listed manufacturing client; placed the first ZAR100m tranche

Advised listed clients on, and executed acquisitions in, mining and manufacturing sectors in excess of ZAR500m

**Manager: Debt Capital Markets, Standard Bank, South Africa**

Worked as deal originator, sourcing, developing and executing debt capital market transactions in banking, mining and public sectors

Raised capital in excess of ZAR5bn whilst serving on top-ranked DCM team

**Manager: TOPP Program, Standard Bank, South Africa**

Acquisition finance, property, asset management, global markets, group finance and investor relations

Top-performing article clerk; received non-managerial excellence award

Chaired social responsibility committee

**Career interests**

Impact investing; entrepreneurship; credit risk assessment; corporate finance; strategy

D



**Marwan Elaasar** Egypt, UAE

[Marwan.Elaasar.emba-s17@said.oxford.edu](mailto:Marwan.Elaasar.emba-s17@said.oxford.edu)

Middlesex University, UK, MSc Business Information Technology; Cairo University, Egypt, BSc Civil Engineering

**Languages:** Arabic

**SVP Strategy, Network International, United Arab Emirates**

Developed corporate strategy aimed at meeting shareholders' aspiration, driven by regional opportunities and organisation's assets

Led transformation projects agreed as part of strategy to achieve these goals

**Acting CEO, NI Egypt, Egypt**

Led company in meeting its targets; set grounds for restructuring and integration with HQ

Successful services repricing and addition of new business lines to achieve targets and assure future growth

**SVP Product and Innovation: Network International Dubai**

Responsible for evaluation of new technologies and innovations to be added to company suite of products, expanding its value chain and services to our clients

**Director, Business Development: Network Processing Company, NPC**

Part of team that started first electronic payment processor in Egypt – from early business planning, investment pitch and anchor client acquisition up to technical and operational implementation; then responsible for ongoing business and product development, and client management

**Career interests**

Leadership; entrepreneurship; mergers and acquisitions; consulting

F



**Mark Darius Frank** USA

[Mark.Frank.emba-s17@said.oxford.edu](mailto:Mark.Frank.emba-s17@said.oxford.edu)

University of Southern California, USA, BA Cinema-Television Production

**Senior Facilities Contracts Manager, Los Angeles World Airports, USA**

Management of contracts team with portfolio of over 300 contracts valued at US\$200m for Los Angeles International Airport (LAX)

Partnered with financial system analysts and created business intelligence reporting tools to help forecast spend rates of contracts

Improved contracting by streamlining unnecessary bureaucratic functions and creating more efficient processes

**Senior IT Contracts Manager, Los Angeles World Airports, USA**

Procured and managed contracts team for over 80 IT contracts, valued at US\$100m, at LAX

Recruited entire contracts and budget team (over 10 high-achieving analysts)

Created centralised contracts database and financial forecasting tools

Negotiated and resolved numerous contracts disputes with vendors/consultants

**Contracts Manager (Airport Development), Los Angeles World Airports, USA**

Procured and managed 20 design and construction project contracts valued at US\$800m

Created new procurement processes and templates, implemented organisation-wide

Negotiated and resolved numerous contractor disputes

Successfully proposed policy changes to executive management

**Operations Manager, Los Angeles World Airports, USA**

Managed Airport Guide programmes (250 employees)

Created reorganisation proposal which would expand the employee career ladder while reducing operating costs by US\$1m annually

**Human Resources Analyst, Los Angeles World Airports, USA**

Conducted Labor Relations interviews and procedures including intake and interview re sexual harassment complaints

Represented HR in Union negotiation meetings

**Career interests**

Executive leadership strategy; finance entrepreneurship; consulting; business process improvement



## Tom Grand UK

[Tom.Grand.emba-s17@said.oxford.edu](mailto:Tom.Grand.emba-s17@said.oxford.edu)

Durham University, UK, LLB (Hons) Law;  
University of Westminster, UK, MA, International  
Liaison and Communication

**Languages:** French

### Regional Director, Achilles Information, UK and Ireland

Sales Region Award 2015; exceeded £20m budget following tender and negotiating retention of largest global customer

Designed and implemented revised sales strategy and structure

Promoted to Executive Management Team, 2016

### Enterprise Sales Manager, Symantec, EMEA

Sales leadership for direct and channel sales, US\$12m TCv and £2m ARR budget, YoY performance >100%

Achieving alignment and financial integration of multiple cyber security service and SAAS business units

Commercial management of US\$4m joint operational investment

### Account Manager, MessageLabs, UK

Consistently achieved and exceeded quota, 117% FY08, 167% FY09, 132% FY10

Secured largest global customer US\$9m ARR, >US\$50m TCv

### Officer, Army, UK and France

Various leadership and command positions of up to 40 personnel on operations and in training for operations

Brevet commando moniteur

### Career interests

Academia; consulting; business development; business strategy; mergers and acquisitions; civil service and government; corporate strategy; private equity; relationship management; entrepreneurship; sales; sustainability; hedge fund; information technology; venture capital; innovation



## Nishant Grover Thailand

[Nishant.Grover.emba-s17@said.oxford.edu](mailto:Nishant.Grover.emba-s17@said.oxford.edu)

University of Pune, Symbiosis Law College,  
India, Bachelor of Social Sciences, LLB

**Languages:** Hindi, Bahasa Indonesia

### Chief Operating Officer, Asset World Corporation (TCC Group), Thailand

Overall Profit and Loss responsibility for hospitality and residential business

Managing asset size of US\$20bn, covering 46 hotels in 7 countries with 7,500 employees and several residential projects; over 50 new projects in pipeline

Direct reports: Finance, HR, Operations, Operational Excellence, Asset Management, Property Management, Legal, Government Affairs, Sales and Marketing, and Business Development

Over 30% YoY growth for 2015-16 and 2016-17

### Chief Operating Officer – Asia Pacific, Lixil Water Technology (Lixil Group), Singapore

Profit and Loss responsibility for projects business of US\$600m

Executed merger of various businesses across Asia Pacific, covering people and processes

Delivered double-digit YoY growth

### Senior Vice President, Projects – Asia Pacific, Grohe, Singapore

Profit and Loss responsibility for projects business

Instituted and implemented industry-leading processes

Established industry-best relationships with key customers in the region

Projects business grew to 50% of overall business, creating major value for company

### Regional Vice President – Indonesia, Korea and ANZ, Grohe, Indonesia

Overall Profit and Loss responsibility for the markets of Indonesia, Korea and ANZ

Quadrupled the business in Indonesia in four years, making it the third-largest business in Asia Pacific, after China and India

Transformed the market of Korea to register double-digit growth from decline in previous three years

Chalked out five-year plan in ANZ market to double the business

Developed and implemented channel and pricing strategy in all markets

### Career interests

Private equity; consumer goods; real estate



## Pervaiz Gul Australia, Pakistan, Singapore Work Authorisation

[Pervaiz.Gul.emba-s17@said.oxford.edu](mailto:Pervaiz.Gul.emba-s17@said.oxford.edu)

**Languages:** Pushto, Urdu

### Chief Digital Advisor, Microsoft, Australia

Head of Strategy for Microsoft's strategic partnership with an ASX 10 listed company – the partnership would result in >AU\$500m/yr in additional revenues for Microsoft within the next five years (5x increase)

Led Microsoft leads teams from product engineering, research, business development, sales and professional services while working closely with legal team

Led business, sales, partner and execution strategy for large and complex transformation programmes across Asia Pacific, Middle East and ANZ with >AU\$100m budgets

Led digital advisory team to help CxOs envision and launch new business and operating models in FSI, Telecom, Retail, FMCG and public sector

Led team to improve World Bank ranking for ease of doing business by transforming policies, organisational structure and tools for Labour, Immigration, Home Affairs and Manpower departments for a country in the APAC region

### Strategy Advisor, Microsoft, Singapore

Strategic Engagement Lead for public sector in Asia Pacific coaching sales, presales and IT project delivery leads

Created new engagement, sales and operation models to improve deal velocity, decrease cost of sales and target strategic customers

### Solution Sales Manager, NCS, Singapore

Led sales, presales, partner and delivery teams to win and execute large programs of change

### Solution Manager, CrimsonLogic, Singapore

Led sales, operations, IT architecture and delivery teams to execute on >US\$50m nationwide programme, which won second place at UN Public Service Awards in 2010

Planned, negotiated and executed large national transformation programmes on Public-Private Partnership and Build-Operate-Transfer models with government agencies in Asia Pacific, Middle East and Central African countries

### Career interests

Digital transformation; innovation strategy; business model innovation; entrepreneurship; strategy; management consulting



## Mike Hindi Lebanon, France, Swiss Work Authorisation

[Mike.Hindi.emba-s17@said.oxford.edu](mailto:Mike.Hindi.emba-s17@said.oxford.edu)

ETH Zürich, Switzerland, MSc Management Technology and Economics; Stanford University, USA, Business Administration; Bocconi University, Italy, Management; Ecole Polytechnique Federale de Lausanne, Switzerland, BSc Mechanical Engineering

**Languages:** French, Arabic, Spanish, German, Italian

### Senior Manager, Novartis, Switzerland

Member of Global Procurement IT Commercial negotiations and implementations of Global Master Service Agreements with strategic vendors (yearly spend of approx US\$450m)

Development, consolidation and negotiation of new rate card (approx 25k datapoints) with strategic vendors and across IT functions

Design of Supplier Management Operating Model Strategic programs and cross-divisional projects

### Business Change Manager, Bank Julius Baer, Germany

Member of PMO office responsible for Merger and Integration of bank Julius Baer and bank Merrill Lynch

Business process management, change management, project management

### Senior Consultant, Open Web Technology, Switzerland

Consulting services in digital transformation

Project management, business process management, strategic marketing, multichannel research and analysis

### Business Transformation and Integration Project Specialist, Ecolab, Switzerland

Member of Business Transformation office responsible for merger, integration and restructuring (ie acquisition of Nalco for US\$6bn and EMEA restructuring for US\$250m)

Design and implementation of processes to track, analyse and report all transformation projects across EMEA region

### Volunteer in Exporting Strategy, Bairexport (NGO), Argentina

Research, analysis and consultancy for Argentinian SMEs (luxury goods, machines and healthcare) to develop export markets

### Financial Advisor, Swisslife, Switzerland

Business development, relationship management and financial advisory to private clientele

### Career interests

Mergers and acquisitions; private equity; venture capital; strategy; business development; business transformation



## **Kevwe Ijatomi** Nigeria, UK

[Kevwe.Ijatomi.emba-s17@said.oxford.edu](mailto:Kevwe.Ijatomi.emba-s17@said.oxford.edu)

University of Oxford, UK, PGDip Financial Strategy; Chartered Institute of Management Accountants, UK, ACMA, CGMA; UWE Bristol Business School, UK, MSc International Management; Delta State University, Nigeria, BSc (Hons) Accounting

### **Head of EMEA Business Operations, Hitachi Vantara, UK**

Created business operations practice for EMEA  
Responsible for providing sales management with internal consultancy service and analytical rigour to support decision-making  
Achieved US\$12m reduction in working capital by optimising loan process  
Supporting operating model transformation from a product business to IoT and data solutions

### **EMEA FP&A Manager, Hitachi Data Systems, UK**

Oversight and delivery of annual financial plan for US\$610m business unit across 21 countries  
Responsible for financial modelling to support strategic decision-making, including new product launches, sales incentives, quota setting, and investment allocation  
Finance business partner to two sales executives responsible for analysis

### **Specialist Finance Analyst, Hitachi Data Systems, UK**

Financial management and planning for corporate functions; US\$110m OPEX  
Advanced modelling techniques to build financial plan for 21 countries  
Hitachi Sapphire Award for innovation

### **Finance and Service Delivery Analyst, EE, UK**

Commercial support on bids and tenders over £5m  
Lead for new system launch – Ariba  
Supported integration of Orange PCS and T Mobile to meet £3.5bn synergy targets  
Service delivery manager for 15 analysts

### **Settlement Analyst, EE, UK**

Responsible for interconnect settlements of £1bn  
Led process improvements that reduced exposure to bad debt by £5.4m annually  
Supported commercial negotiations and modelling for new channel partners

### **Internal Auditor, Jumekt, Nigeria**

#### **Career interests**

Information technology; internet of things; emerging markets; strategy; strategic planning; entrepreneurship; finance



## **Martin Kaasgard** Denmark

[Martin.Kaasgaard.emba-s17@said.oxford.edu](mailto:Martin.Kaasgaard.emba-s17@said.oxford.edu)

Aalborg University, Denmark, MSc Engineering, Industrial Management; Aarhus University, Denmark, GDBA Organisation and Leadership

**Languages:** Danish

### **Vice President, Vestas Wind Systems A/S, Denmark**

Rotor engineering  
Control engineering  
Transport and handling  
Building highly motivated, capable and performing management teams

### **Vice President, Factory Manager, Vestas Wind Technology (China) Co Ltd, China**

300% growth in three years  
Leading two factories with 900 people  
Building a highly motivated, capable and performing management team  
Building a worldwide supply chain

### **CEO, Various, Dubai**

Building two businesses from scratch

### **Quality Manager, Bang & Olufsen, Denmark**

Sourcing of development and production in Asia and Central Europe  
Implementing TS16949 in the company

### **Career interests**

Strategy; business development; renewable energy; entrepreneurship; mergers and acquisitions



## **Arshak Karapetyan** Armenia

[Arshak.Karapetyan.emba-s17@said.oxford.edu](mailto:Arshak.Karapetyan.emba-s17@said.oxford.edu)

Yerevan State University, Armenia, PhD Law

**Languages:** Armenian, Russian

### **Director, Yerevan My Love Foundation, Armenia**

Managing seven-figure projects  
Developed and implemented 'Doing more with less' strategy, resulting in more than 20% reduction of project costs  
Building and maintaining relationships with charities, donors, benefactors and supporters  
Leading financial, contracting, logistic, procurement and other operational functions

### **Managing Director, Armenia, Rasia FZE, UAE**

Concession agreement with Government of Armenia on construction and further exploitation of 305km railway connecting China with Europe and Persian Gulf with Black Sea; estimated cost US\$3.2bn

Contact with Government of Armenia

Working closely with president of company to establish and maintain relationships with international financial institutions, international construction companies etc

Assisted completion of Railway Feasibility Study; coordinated translations and submission to Armenian Government

### **Lecturer, Yerevan State University, Armenia**

Chair of Theory and History of Law (main subjects: Philosophy of Law, Legal Theories)

### **Advocate, Investment Law Group, Armenia**

Drafting contracts, legal opinions, legal due diligences (OPIC, Citibank, Black Sea Trade and Development Bank etc)

Correspondence of foreign investment projects (Fortune Resources iron mine project – estimated investment US\$400m)

Reorganisation of legal entities, restructuring, mergers and acquisitions (PepsiCo Armenia, RusAl etc)

### **Career interests**

Large-scale infrastructure projects; PPP; entrepreneurship; business development; strategy; start-up; investments; emerging markets



## **Edward Keelan** UK

[Edward.Keelan.emba-s17@said.oxford.edu](mailto:Edward.Keelan.emba-s17@said.oxford.edu)

University of Oxford, UK, PGDip Financial Strategy; CII, UK, Certificate Discretionary Investment Management; CFA, UK, Investment Management Certificate; CII, UK, Diploma in Financial Planning; University of Hertfordshire, UK, BA (Hons) Business Studies

### **Investment Director, Octopus Investments, UK**

Originating deals, leading commercial and legal negotiations, creating and reviewing financial models, presenting opportunities to investment committee

Focus on flexible debt and minority equity into established UK SMEs, agnostic of sector

Representing Octopus as a Non-Executive Director on the boards of investee companies (Countrywide Healthcare Supplies and Anglo European Group)

Led successful investments into Premiership football clubs and county cricket clubs

Originated and led creation of Reserve Power investment team (£250m invested in 400mw of peaking gas power plants)

Led an entrepreneurial project into the development of and investment in solar energy sites, which totalled £40m of investment across 20 sites in the UK

### **Operations Manager, KorteQ, UK**

Founding employee of the Rolls-Royce spin-out, reporting directly to the CEO

Responsible for development of business and marketing strategy, helping to grow turnover from £0m to £1m in three years

Responsible for consulting projects on the management of knowledge in FTSE 250 companies including British Energy (now EDF) and BAE Systems

### **Commercial Manager, Rolls-Royce, UK**

Responsible for ensuring Rolls-Royce, suppliers and customers adhered to commercially agreed contracts

### **Membership Manager, British American Chamber of Commerce, USA**

Assisted CEO to help promote British trade in Northern California

Increased sales of British standards by 100%

Formalised the recruitment of interns, which saw a tenfold increase in applications

### **Career interests**

Behavioural finance; business strategy; corporate finance; corporate strategy; private equity; entrepreneurship; venture capital



### Shahrez Khan Pakistan

[Shahrez.Khan.emba-s17@said.oxford.edu](mailto:Shahrez.Khan.emba-s17@said.oxford.edu)

The University of Western Ontario, Canada, BA Economics; University College Lahore (University of London International Programme), Pakistan, Diploma Economics

**Languages:** Urdu, Punjabi

#### Director, Cotcom Sourcing, Pakistan

Led development of high-performance textiles for Wal-Mart, Kohl's, Macy's, Bloomingdales, Ralph Lauren, and Kate Spade

Captured 15% of Australian bed linen and towel market through partnership with Simba Global

Established quality monitoring in 14 textile mills to build fabric order capacity of 48 million metres

Reduced production costs by 20% through innovative product development and improved production efficiencies by 5% at 14 textile mills

#### Chief Strategy Officer, Namal University, Pakistan

Namal University, envisioned to be Pakistan's first Knowledge City by 2030, is the only rural higher education institute in Pakistan providing financial assistance to over 90% of its student body

Initiated 25-year plan for land acquisition, corporate strategy and funding

Led key negotiations with Pakistan's higher education regulating body to secure degree-awarding status for Namal University

Designed global fundraising campaigns across 100 cities to raise 30% of the US\$10m target, through donations and annual membership drives, to finance infrastructure expansion and operations

#### Partner, Winthorpe Valentine LLC, US

Partnered with real-estate tech company to set up worldwide vacation rental model for properties in key cities

Managed 30 centrally located properties worth US\$9.5m in NY, LA, Melbourne and Dubai through a calendar management system with an annual turnover of US\$1.5m

#### Merchandise, Macy's Merchandising Group, Hong Kong

Led design and sourcing of US\$60m bed linen from across China with on-time shipment of 98%

Streamlined online supply chain management that reduced vendor errors and cut costs

#### Associate Merchandise, Synergies Worldwide, New York

Revamped quality assurance systems across South Asia; 98% inspection pass rates

#### Career interests

Entrepreneurship; technology; real estate; venture capital; retail; e-commerce; emerging markets; global trends

L



### Khaled Lababidi Canada, United Arab Emirates (Work)

[Khaled.Lababidi.emba-s17@said.oxford.edu](mailto:Khaled.Lababidi.emba-s17@said.oxford.edu)

University of Toronto, Canada, BSc Computer Engineering; Wilfred Laurier, Canada, Masters Strategy and Finance

**Languages:** Arabic

#### Advisor, Knockri.com, Canada

Focus on sales and strategy for Artificial Intelligence video recruitment start-up; secured contracts within GCC, Turkey and Pakistan

#### Regional Manager – Natural Resources and Utilities Clients, HSBC, United Arab Emirates

Currently establishing a team across GCC, Egypt, Algeria and Turkey, focused on corporate banking

#### Director of Energy and Natural Resources Clients, National Bank of Abu Dhabi, United Arab Emirates

Led origination of debt capital markets, project financing, corporate financing, and global markets products in relation to a portfolio of large oil and gas, power, and water clients

#1 growth sector for the bank with portfolio revenues increasing 38% within three years

Arranged and closed over US\$20bn in financing activities within the UAE, Bahrain, Saudi Arabia and Kuwait

#### Vice President of Strategic Oil, Gas and Power Clients, BNP Paribas, Canada, US, Bahrain

Led origination of investment banking products (mergers and acquisitions, debt capital markets and project financing advisory) in relation to a portfolio of large energy and commodities clients

Completed transactions in over 15 countries across Canada, US, South America, UK and Africa

Leading/managing teams of bankers in origination, execution and monitoring of various forms of lending and equity investments in Eastern Europe and the CIS

Lending experience includes appraising and structuring; secured short- and long-term debt, on/off-balance sheet lending including project finance, working capital and structured trade finance, acquisitions and restructurings

#### Career interests

Entrepreneurship; renewable energy; artificial intelligence; venture capital; private equity; fintech



### Robb Lakritz USA

[Robb.LaKritz.emba-s17@said.oxford.edu](mailto:Robb.LaKritz.emba-s17@said.oxford.edu)

Emory University Law School, USA, JD; University of Michigan, USA, BA (Hons) Political Science

#### Chief Executive Officer, LaKritz Holdings, USA

Oversee privately held investment fund with diversified property holdings across various asset classes in multiple jurisdictions

Authorise all new acquisitions and the redevelopment of existing assets; approve all annual entity-level operating budgets, reporting, and tax compliance

Supervise performance of all real-estate development professionals, architects, designers, accountants, legal counsel, sales and leasing agents, and property managers

#### Chairman and Founder, LaKritz Adler Development, USA

Founded award-winning property development company based in Washington DC; served as chief executive officer from 2004–14, and currently as chairman

Acquired, planned, developed, built and operated residential, office, retail and institutional real-estate assets valued in excess of US\$400m

Joint venture partner with UK-based Grosvenor on US\$75m mixed-use development in Washington DC

Named among the most influential business leaders under 40 in the US capitol

#### Advisor to the Deputy Secretary, US Department of Treasury, USA

Senior-ranking US economic official, appointed by President George W Bush

Managed broad portfolio of international economic policy initiatives at the US Treasury, working with other G8 finance ministries, the World Bank and the IMF

Named by The Wall Street Journal to its Future of Finance Initiative in 2009, alongside other senior-ranking economic officials from five other US presidential administrations

#### Attorney, Baker Donelson, USA

Legal counsel to the firm's multinational clients on all aspects of international project acquisition, development and finance

Vast experience underwriting, negotiating, arranging financing for and closing cross-border transactions in Europe, Asia and Latin America

#### Career interests

Real estate; private equity; board governance; portfolio management; corporate leadership



### Sophie Landry France, UK

[Sophie.Landry.emba-s17@said.oxford.edu](mailto:Sophie.Landry.emba-s17@said.oxford.edu)

CFA Institute, UK, CFA Charterholder; University of Strasbourg, France, MSc (Hons) Management and Finance; Sciences Po Lyon, France, BA Philosophy, Politics and Economics

**Languages:** French, German

#### Managing Director, Financing and Risk Solutions, NatWest Markets (RBS), UK

Led strong increase in Flow Rates and Solutions client revenues for Germany, Austria and Switzerland, up 48% in first year and 20% in second with a leaner team

Delivering solutions defined by high-value custom-tailored client opportunities through insight and relationship

Flow Rates transformation into high-volume low-cost client transactions via efficient execution and e-commerce

IMF and World Bank annual meetings with C suite and senior finance leaders

2015 Award for Thinking Long Term; ongoing involvement in strategic projects and talent management

#### Managing Director, Credit Suisse, UK

Divestments of legacy portfolios of structured products, leveraged and distressed loans

Capital management, secured funding, derivatives and collateral optimisation, driven by Basel III

#### Co-head of Fixed Income Structured Sales Germany and Austria, Nomura, UK

Managed sales team of nine, responsible for banks, insurers, pension funds and asset managers

Trustee of The Nomura Charitable Trust

#### Managing Director, Fixed Income Division, Lehman Brothers, UK

Worked on the rescue sale of SachsenLB to LBBW and negotiated the US\$23bn ABS portfolio asset management mandate awarded to LBAM in 2008, one of the first bad banks in Europe

Cross-divisional teamwork with investment banking, DCM and asset management

#### Director, Structuring and Sales, Société Générale, UK and Germany

Structured and traded interest rate derivatives and credit products, based in London and Frankfurt

2002 SG Debt Finance Innovation award

Launched and set up fixed-income structured product distribution in Eastern Europe

Knowledge sharing tour to SG Tokyo and Asia

#### Career interests

Financial markets; private equity; strategy; corporate governance; management; executive leadership

**Conrad Lee** UK, Canada**Conrad.Lee.emba-s17@said.oxford.edu**

Imperial College London, UK, MEng Mechanical Engineering; CFA Institute, USA, Chartered Financial Analyst; CMT Association, USA, Chartered Market Technician

**Managing Director, Stifel Nicolaus, UK**

Head of European high-yield bond trading

Responsible for revenue production from management of credit risk, generating trade ideas for institutional clients, working with a research and sales team of 45 people

Won mandate to unwind €300m bond portfolio for institutional client

Managed transition to new electronic trading systems and integration of new technology vendors

**Vice President, Royal Bank of Scotland, UK**

Trader for European high-yield consumer and retail sectors

Responsible for risk management and hedging with credit derivatives and capital structure arbitrage

Helped create and manage electronic trading systems for high-yield bond market, leading to team being no 2 in Euromoney survey for high-yield electronic trading

Worked with sales and research to draft trade ideas, and price new issuance for syndicate and market capabilities to institutional clients across Europe

**Associate, Dresdner Kleinwort, UK**

Trader on the European convertible bond and high-yield market-making desk

Responsible for daily review of repo and financing arrangements for desk's bond inventory

Managed unwind of the desk's €1.5bn synthetic derivatives portfolio during the financial crisis

**Career interests**

Asset management; business development; corporate finance; credit investment; entrepreneurship; financial markets; fintech; hedge funds; portfolio management; private equity; start-ups; restructuring; venture capital

**Aymeric Leruste** Belgium**Aymeric.Leruste.emba-s17@said.oxford.edu**

Sciences Po Lille, France, Master Political Science; Charles de Gaulle University, France, Master History; Potsdam University, Germany, Erasmus program, Political Science

**Languages:** French, German**Manager, Market Access Transcatheter Therapies Europe, Edwards Lifesciences, Belgium**

Securing early adoption of innovative heart valve therapies in key European markets

Price negotiations with reimbursement authorities

**Communications and Public Affairs Manager, Edwards Lifesciences, Belgium**

Defending access to innovation in health against backdrop of increasingly restrictive legislations

Securing media coverage in key French, English and German publications on heart valve therapies

Issue management: preventing escalation and possible reputational crisis over blocked negotiations on medical device prices

Advocacy: setting up a constructive working relationship with patient associations

**Senior Consultant, European Affairs and Media Relations, Aspect Consulting, Belgium**

Client portfolio: energy and raw material (BHP Billiton, Eesti Energia, DSM); telecommunications (Cable Europe); food (FoodDrinkEurope); institutions and governments (EuropeAid, Ukraine, Georgia)

European and national public affairs campaigns

Media relations activities leading to extensive coverage in key publications

Organisation of international conferences

**Senior Consultant, Public Affairs and Market Intelligence, IPA Network, Germany**

Client portfolio: defence and aerospace (Rohde & Schwarz, Lockheed Martin, Diehl); energy (Areva, Bulgargaz, Flüssiggas); development assistance (GAVI Alliance/Unicef); construction (Bouygues)

Public affairs strategies

Reports and studies on European defence industry and military engagement

**Career interests**

Health and health economics; commodities; energy, energy efficiency and renewables; aerospace and defence industry

**Curtis Linton** USA**Curtis.Linton.emba-s17@said.oxford.edu**

University of Southern California, USA, MFA Cinema and Television Production; Brigham Young University, USA, BA Humanities

**Languages:** French**CEO, Curious School, USA**

Founded company 2017

Consulting services for school principals and educational leaders

Launched Growth and Equity Leadership Institute

Organising network of Experts in Equity and Curious School Expos

Developing micro-learning app for constant accessible support and professional development

**Chief Officer of Education, School Improvement Network, USA**

Part owner and board member

Provided online media-based professional development for >1m K-12 educators

Led product and content development teams

Produced >3,000 media learning segments

Grew company from US\$2m to US\$43m over 10 years

**CEO, Domino Foundation, USA**

Founded in 2006

Serves families who have adopted transracially with educational classes and social experiences

Provided services for over 1,000 families

Run annual multi-cultural summer camp for adoptees

**Author, Corwin Press, USA**

Wrote and published best-selling Equity 101 series for K-12 educators

Co-authored best-selling national book of the year: *Courageous Conversations About Race, Version 1*

Presented hundreds of keynotes and workshops to educators throughout North America

**Career interests**

Education; media; entrepreneurship; technology; consulting; strategy; social entrepreneurship; hospitality

**Igor Liski** Ukraine**Igor.Liski.emba-s17@said.oxford.edu**

Taras Shevchenko National University of Kyiv, Ukraine, MSc Law; Volodymyr Dal East Ukrainian National University, Ukraine, MSc International Economy

**Languages:** Ukrainian, Russian**Founder and CEO, Effective Investments, Ukraine**

Created investment-holding Effective Investments LLC in 2007; company has grown from a corporate centre of mining industry into a multi-asset business

Fundraising into Ukrainian economy as well as the implementation of major investment projects

Leading a US\$100m revenue corporation with ~800 employees

Attracted foreign investments in paper industry; increased production volume by four

Raised €10m Austrian investments in honey plant construction

**Member of the Board of Directors, EastCoal Inc, UK**

Responsible for strategy development

Representation of a company in Eastern Europe

Attracted Canadian investment US\$67m for coal mining projects in Ukraine

**Member of the Board of Directors, Canada-Ukraine Chamber of Commerce, Ukraine**

Promoted and facilitated trade and investment between Canada and Ukraine

**Managing Director, Ukraine Energy, Ukraine**

Developed and executed the company's business strategy

Assured independent supplies of the first European gas for the largest Ukrainian industrial enterprises

**CEO, Krasnoluchskaya Processing Plant (coal processing), Luhansk, Ukraine**

Coordination and control of company assets

Analysed problematic situations and occurrences and provided solutions to ensure company survival and growth

Discharged enterprise from bankruptcy; more than 300 people were employed at the plant

**Career interests**

Asset management; business development; business strategy; innovation strategy; corporate governance



**Sipho Malaba** South Africa

[Sipho.Malaba.emba-s17@said.oxford.edu](mailto:Sipho.Malaba.emba-s17@said.oxford.edu)

University of Harvard, USA, Senior Executive Program; University of Witwatersrand, South Africa, PGDip Banking; Chartered Accountant (SA); National University of Science and Technology, Zimbabwe, BCom Accounting (Hons)

**Executive Partner, KPMG, South Africa**

Head, Financial Services Audit South Africa

Executive Head, Global Mobility South Africa

Head, Developmental Funding Interest Group

Strategic and Operational Management of Financial Services Audit Practice – South Africa  
Support and drive the firm's strategy

Manage key relationships with financial services clients

Manage partner and staff quality

**Head Internal Audit: Africa, Alexander Forbes, South Africa**

Strategic and operational management of internal audit function for Africa and the UK

Implemented forensics department in internal audit

**Career interests**

Retail banking; developmental finance; entrepreneurship; start-ups



**Elena Mariotti** UK, Italy

[Elena.Mariotti.emba-s17@said.oxford.edu](mailto:Elena.Mariotti.emba-s17@said.oxford.edu)

ENI University, Italy, MEng (Hons) Safety and Environmental Management in Oil and Gas (Major: Operational and Business Risk Management); La Sapienza University, Italy, MEng (Hons) Environmental Engineering (Major: Technology Innovation Strategies), BEng (Hons) Environmental and Civil Engineering

**Languages:** Italian

**Manager / EALA Leader of Digital Corrosion Management, Accenture, UK**

Developed E2E digital solutions – leveraging IoT, artificial intelligence, predictive analytics – helping energy clients reduce operational costs by 20%, increase production by 12%

Led go-to-market strategy of new digital solutions across UK, Europe, Latin America, Middle East, Africa; portfolio of ~30 exec clients, digital road-map definition

Several digital and operational multimillion transformation programmes in energy; managed multi-disciplinary teams; relationships with exec clients; helped clients deliver on strategy and improve business performance

Committee Member of Confederation of British Industry 35 Under 35 Leaders, Innovation Focus; advise businesses on innovation and business planning

Leader of World Energy Council's Digitalisation in Oil and Gas Taskforce; led development of paper presented at Annual WEC Congress in 2016

**Business and Operations Risk Management Consultant, DNV GL, UK**

Managed Innovative Joint Industry Project (JIP); developed and owned relationships with 40+ senior clients; successfully reached cut-off number of partners needed to fund JIP

Helped develop company's three-year business development strategy; proposed new service, which was created

Chair of Energy Institute's Young Professionals Network London; leading a committee of 13, increased membership base by 41%, established partnerships with and got funding from FTSE100 companies

**Project HSE Dep Manager, Saipem, Italy**

Optimised projects' management of change

Developed new operating procedures to increase safety and efficiency on field

**Career interests**

Innovation; digitalisation; business and corporate strategy; change management; business development; new business models; marketing; sales; consulting; entrepreneurship; partnerships and ventures; relationship management; portfolio management; product management; project management; energy and resources; new energy; renewable energy; leadership



**Fiona Marsh** UK

[Fiona.Marsh.emba-s17@said.oxford.edu](mailto:Fiona.Marsh.emba-s17@said.oxford.edu)

Association of Chartered Certified Accountants, UK, FCCA; London School of Economics and Political Science, UK, MSc Housing; Leeds Metropolitan University, UK, BA (Hons) Social Policy and Administration

**Strategy and Finance Consultant, Mayor's Office for Policing and Crime (MOPAC), UK**

Providing strategic oversight and challenge to the Metropolitan Police Service (MPS) to ensure efficient and effective use of their £3.3bn annual budget

Leading on supporting the governance process for major investment decisions and large complex procurements for the MPS

Working with Deputy Mayor for Policing and Crime and senior management team of MPS to ensure business cases submitted to MOPAC are robust, provide value for money and support delivery of the Police and Crime Plan

**Finance and Procurement Lead, Transport for London, UK**

Led on delivery of financial and procurement advice services for TfL Online

Improved the financial and budget management of TfL Online; developed processes and controls that enabled budgets to be devolved

Led on preparation of annual budget and monthly financial reporting

**Treasury and Investment Accountant, London Borough of Ealing, UK**

Managed investment portfolio of £230m and loan portfolio of £486m

Managed daily cash balances and short-term investment of surplus cash balances, while consistently exceeding investment targets

Negotiated additional 1% interest rate on £20m short-term investment

Preparation of the prudential indicators used to ensure the London Borough of Ealing's four-year capital investment programme of £617m was affordable, prudent and sustainable

**Financial Analyst, Department for Media, Culture and Sport, UK**

Finance Lead for Broadband Delivery UK (BDUK), which had responsibility for delivering superfast broadband across the UK; four-year budget was £1.08bn

Identified significant variances in the BDUK's funding plan; negotiated with HM Treasury to ensure the programme was accurately funded

**Career interests**

Social policy; public policy; public finance; social finance; social justice; leadership and governance; social entrepreneurship; public-private partnerships; consulting



**Stanislas Mlatac** France

[Stanislas.Mlatac.emba-s17@said.oxford.edu](mailto:Stanislas.Mlatac.emba-s17@said.oxford.edu)

Institute of Chartered Accountants of England and Wales, UK, ACA; French ACA – Diplôme d'Expertise Comptable (DEC), France; Master Accounting and Finance, France

**Languages:** French, German

**Head of Finance, Banque Transatlantique SA London Branch, UK**

Acting as CFO and managing all financial aspects of private bank

Set up financial department of new commercial bank

Creation of tax efficiencies (R&D Relief)

Process implementation and improvements

**VP Internal Audit, GE Capital, UK**

Part of HQ internal audit team covering different areas and businesses through assignments in Europe, Asia and North America

Development of new audit dashboard to monitor tax risks in the group

**Country Head of Accounting and Tax, Schlumberger, Malaysia**

Responsible for accounting and compliance of all French entities within the Schlumberger Shared Service Center; covering a complex accounting scope, totalling US\$1.8bn revenue and 14 entities with worldwide branches

Building, leading and mentoring team of >10 qualified accountants from seven different countries

Process improvements and dashboards

**Senior Financial Analyst – Group Tax Reporting, BNP Paribas, France**

Based at BNP Paribas HQ, focused on financial analysis of investment banking division in Asia and Americas; working with strategic team to optimise structure of bank

Development of group tax dashboard

**Senior Financial Auditor and Consultant, EY, France**

Part of chartered accounting degree (PhD equivalent) required undertaking a role in practice in France

Statutory audit and consultancy projects

**Management Accountant for the Austrian Branch, Air France, Austria**

Accounting, control management, process improvements

Excel training for other financial departments

**Career interests**

Leadership; strategy; venture capital, technology and innovation; private equity; mergers and acquisitions; corporate finance; entrepreneurship; hedge funds; renewable energy



### Solomon Obange Kenya

[Solomon.Obange.emba-s17@said.oxford.edu](mailto:Solomon.Obange.emba-s17@said.oxford.edu)

University of Oxford Said Business School, UK, Certificate, Oxford Advanced Management and Leadership Programme; Harvard University KSG, USA, Executive Certificate, Senior Executive Fellows, Certificate, Senior Executives in National and International Security; IDC Herzliya, Israel, Certificate, Counter Terrorism Studies; Moi University, Kenya, EMBA Aviation Management, BSc Statistics and Computer Science

**Languages:** Kiswahili

#### Chief, Security and Safety Services, National Parliament, Kenya

Adviser to CEO on formulation, interpretation and implementation of security and safety policy

Led team that successfully set up US\$19m integrated security management system (ISMS)

Responsible to CEO for effective and efficient management of ISMS in consistency with the requirement of National Security Agency

Maintained stable and secure environment despite heightened security threat levels in the country

#### Serjeant-at-Arms, Senate, Kenya

Responsible to CEO for planning and coordination of functions and services

Led team that successfully set up the second House of Parliament, The Senate, into full operation

#### Head of Corporate Security Services, Kenya Airways, Kenya

Responsible to CEO for formulation, interpretation and implementation of company security programme

Led security team that saw company through second successful International Air Transport Association Operational Safety Audit (OSA) on one attempt, the first airline in sub-Saharan Africa to achieve this

#### Career interests

Entrepreneurship; information technology; consulting; consultancy; corporate strategy; civil service and government; telecommunications



### Oladedi B Charmel Ognin Benin, Eu Right To Work

[Oladedi.Ognin.emba-s17@said.oxford.edu](mailto:Oladedi.Ognin.emba-s17@said.oxford.edu)

INSEA, Morocco, MSc (Hons) Actuarial Science and Finance; University of Marrakech Cadi Ayyad, Morocco, First Degree (Hons) Mathematics and Physics

**Languages:** French, Yoruba, Fon, Ewe

#### Managing Director/Chief Executive Officer, Union Bank of Cameroon PLC, Cameroon

Governance, general management and turnaround strategy of bank (160 staff, 11 branches located in 7 towns)

#### Director on the Board, EDC Investment Corporation (Ecobank Group), Cameroon

Oversee activities of corporation (capital markets and investment banking) with other board directors; provide assistance on deal structuring to mitigate risk exposure on lenders' balance sheet

Contributed to success of facility arrangement/syndication of US\$1bn, managing all underlying FX transactions

#### Regional Treasurer Central Africa, Ecobank, Cameroon

Oversaw group's fixed income, currencies and commodities activities across seven countries, and managed total balance sheet of US\$2bn

Increased Treasury net revenues by US\$22bn (96% growth) over four-year period

Helped in influencing monetary policy in Central African Economic and Monetary Community through proposals and lobbying, which led to favourable adjustments to regulatory framework

#### Country Treasurer, Ecobank, Cameroon

Responsible for fixed income, currencies and commodities activities and teams' supervision

Structured and led a Tier 2 capital fundraising

Increased Treasury net revenues by US\$12m (476% growth) over three-year period

#### Head of Treasury and Financial Institutions, Ecobank, Benin

Oversaw fixed income, currencies and commodities activities of bank; responsible for managing relationships with Fis, IOs, NGOs, and diplomatic missions

Increased Treasury net revenues by US\$3m (40% growth) over two-year period

#### Head Treasury, Banque Atlantique, Togo

Achieved successful turnaround of treasury department and enhanced trade finance business

#### Career interests

Strategy; private equity; mergers and acquisitions; development banking; social finance; financial regulation; entrepreneurship



### Christopher Olds UK, South Africa

[Christopher.Olds.emba-s17@said.oxford.edu](mailto:Christopher.Olds.emba-s17@said.oxford.edu)

South African Institute of Chartered Accountants (SAICA), CA(SA); Stellenbosch University, South Africa, BComm Financial Accounting; UKZN, South Africa, BComm (Hons) Financial Accounting; London Business School, UK, Mergers and Acquisitions Programme

**Languages:** Afrikaans

#### Director of Capital Markets, IP Group plc, UK

Advise quoted and unquoted portfolio companies' executive management teams on equity fundraising processes and strategies

Head of UK investor targeting

Management of two venture capital funds

Investment Committee member for technology and cleantech divisions

#### Non-Executive Director (Investor Director), Cloud Sustainability, UK

Preparation of business plan, financial model, internal opportunity analysis and sponsorship of opportunity at investment committee

Remuneration Committee

Worked with key stakeholders to develop turnaround strategy which resulted in sale of company and exit of investor equity positions

#### Group Financial Controller, IP Group plc, UK

Managed finance team including statutory reporting, management reporting, treasury, tax, portfolio analysis and reporting, fund administration, fund reporting and compliance

Valuation of portfolio companies and intangible assets

Collaborated with leadership team in preparing investment appraisals, financial modelling and due diligence reviews for portfolio company investment opportunities

#### Supervisor – Technical Division (Financial Reporting Team), PKF, UK

Performed technical financial statement reviews and provided financial reporting guidance on all PKF's clients that fell within the scope of the AIU and FRRP, which included LSE listed, AIM traded and private clients

Presented at internal financial reporting updates and trainee training sessions

Previously senior business advisor in PKF's audit division in both the UK and South Africa

#### Career interests

Venture capital; financial structuring; financial advisory; mergers and acquisitions; corporate strategy; private equity; entrepreneurship; technology; corporate finance



### David Orlic Sweden

[David.Orlic.emba-s17@said.oxford.edu](mailto:David.Orlic.emba-s17@said.oxford.edu)

Uppsala University, Sweden, BSc Literature; Berghs School of Communication, Sweden, Diploma (Hons) Media Communications

**Languages:** Swedish, Croatian

#### Deputy CEO and Head of Innovation, Prime Weber Shandwick, Sweden

Deputy CEO of 150-strong creative consultancy consisting of the communications agency Prime and the business intelligence company United Minds

Head of innovation unit Prime Development, specialising in data-driven analysis and digital transformation services

#### Chairman of the Board, The Swedish Association of Communications Agencies, Sweden

Chairman of KOMM – The Swedish Association of Communications Agencies – representing 300 companies in nine disciplines of marketing communication

Responsible for KOMM's long-term strategy, the board's ongoing work and evaluating CEO performance

#### Founding Partner and Chief Operating Officer, Volontaire, Sweden

Founder of one of Sweden's most talked-about communications agencies with over 100 Swedish and international awards, including a Cannes Lions Grand Prix

Strategy director and senior advisor to the agency's key clients: IKEA, Electrolux, SCA and Visit Sweden

#### Creative Strategist, Social Democratic Party, Sweden

Head of the in-house communications agency for Sweden's largest political party in the Stockholm region during the EU, national and local elections of 2014

Part of strategic team in Stockholm and creative lead in the election campaign that resulted in a social democratically led administration both locally and nationally

#### Career interests

Change management; social innovation; business strategy; technology; leadership; sustainability; design; media; politics



### Hasmukh Patel Canada

[Hasmukh.Patel.emba-s17@said.oxford.edu](mailto:Hasmukh.Patel.emba-s17@said.oxford.edu)

University of Aberdeen, UK, MBChB Medicine

**Languages:** Gujarati

#### Co-founder, CEO, AgeCare Group, Canada

Opened our first seniors' care facility in 1998; have grown business to 2,500 seniors' care and housing units today; employ over 2,300 staff

#### Founder, CEO Hestia Construction, Canada

Hestia is a vertically integrated construction company with in-house design team, focusing on mid-rise concrete construction

#### Founder, CEO Salus Pharmacare, Canada

Salus is a speciality pharmacy service company providing single-use packaged prescription drugs for seniors in care facilities, dispensing over 4,500 prescriptions daily

#### Career interests

Entrepreneurship; wealth management



### Ruhy Patel UK

[Ruhy.Patel.emba-s17@said.oxford.edu](mailto:Ruhy.Patel.emba-s17@said.oxford.edu)

Royal College of Physicians, UK, MFFLM Forensics and Legal Medicine; University of Cardiff, UK, LL.M Medical Law; University of Kent, UK, MSc Surgical Practice; Royal College of Surgeons, UK, MRCS; University of London, UK, MBBS

#### Vascular Surgeon, NHS, UK

Responsible for management of patient care, team leadership and service delivery

Structured, developed and led quality improvement projects, enhancing patient experience and outcomes

Responsible for managing and supporting teams in audit, research and clinical governance

#### Forensic and Legal Medicine Doctor, Metropolitan Police Service, UK

Lead multidisciplinary teams in managing aspects of forensic, general and legal medical care services

Council Member of the Royal Society of Medicine (Clinical Forensic and Legal Medicine Section), advising on product innovation, education and quarterly training events

#### Board member of the Faculty of Forensic and Medicolegal Medicine (Royal College of Physicians)

Contribute towards policy and change management to improve patient safety and national care standards

Drive education and training standards through the establishment of speciality recognition

Supporting regulation governing clinical practice

Contributing member of annual conference committee, which serves to gather international forensic and legal specialists to increase engagement and awareness of risk areas throughout the community

#### Career interests

Corporate behavioural ethics; strategy; management consulting; entrepreneurship; leadership; healthcare; pharmaceuticals



### Alexander Pavelka USA, Austria

[Alexander.Pavelka.emba-s17@said.oxford.edu](mailto:Alexander.Pavelka.emba-s17@said.oxford.edu)

Turin Polytechnic, Italy, MSc Environmental Engineering; University of Trieste, Italy, MA (Hons) International and Diplomatic Sciences

**Languages:** German, Italian, Spanish

#### Head of Data Supply Chain, Red Bull, Austria

Ideation and implementation of corporate-wide data strategy

Development of group-wide data modelling, analytics and data visualisation capabilities and standards

#### Corporate Controller, Red Bull, Austria

Group financial planning, analysis and shareholding reporting

Definition of group performance indicators across all functions

Implementation of standard data model for integrated reporting, dashboard and reporting tools

#### Area Finance Manager, Red Bull, UAE

Finance Manager for Asia Pacific, Middle East and Africa

Subsidiary setup of Red Bull Japan

Coaching of new and existing finance directors and teams

#### Finance and Operations Manager, Red Bull Asia, UAE

Finance, operations and IT management for the Asian markets

Subsidiary setup

Distribution partner management

Supply chain setup and daily operations

#### Project Manager, Plaut, Austria

SAP R/3 Financials implementation of the Red Bull global SAP rollout project

Full implementation for the subsidiaries in Sweden, Australia, New Zealand, Brazil, Hungary, Switzerland and Poland

#### SAP Financials Senior Consultant, Plaut, Italy

Team leader for international accounts

#### Career interests

Data management; business strategy; innovation; consumer goods, private equity, venture capital



### Andriy Porada Ukraine

[Andriy.Porada.emba-s17@said.oxford.edu](mailto:Andriy.Porada.emba-s17@said.oxford.edu)

Ternopil academy of National Economy, Ukraine, MSc International Economics (Major: European Integration)

**Languages:** Ukrainian, Russian

#### Member of the Executive Board, National Depository of Ukraine, Ukraine

Coordination of core business units (Client service and Operation Departments)

Team member in RFP process for new post-trade IT system

Introduced function relocation between units; led to operational costs decrease by 20%

Developed and implemented new pricing policies; increased income by 35%

#### Head of Custody Department, JSC Raiffeisen Bank Aval, Ukraine

Coordinated custody services for over 120 foreign and 380 domestic corporate clients, and over 2,000 retail clients with US\$800m assets under custody

Introduced service for mass dividend payments and revised pricing; resulted in income increase by 80%

#### Head of Mortgage Asset Management Department, JSC Raiffeisen Bank Aval, Ukraine

Due diligence of 507 mortgage real-estates conducted

Collected real-estate investment portfolio in amount of US\$108m

Procedures for redemption of non-performing mortgage loans developed and implemented

#### Head of Corporate Products Development Department, JSC Raiffeisen Bank Aval, Ukraine

10 lending, 5 deposit and 8 cash management products for corporate clients redesigned in accordance with group standards (Raiffeisen Group, Austria)

Introduced partnership programme with insurance companies; generated US\$4.3m additional income and attracted US\$22m deposits

#### Career interests

Financial markets; corporate finance; financial services; corporate strategy; change management; innovation strategy; project management; product management; operations



### Tim Richards Australia

[Tim.Richards.emba-s17@said.oxford.edu](mailto:Tim.Richards.emba-s17@said.oxford.edu)

University of Queensland, Australia, BEng (Hons) Mining

#### General Manager, Simberi Gold Ltd, Papua New Guinea

Responsible for all company activities in Papua New Guinea, in addition to ensuring the safe operation of Simberi Gold Mine with a turnover of AU\$200m per annum

Restructured the operation, significantly improving production and restoring the mine to profitability

Developed initiatives to provide sustainable business ventures for the local community post mine closure

#### General Manager, Lydian International, Armenia

Managed development of mine from late-stage exploration into the construction phase, ensuring compliance with International Finance Corporation and European Bank for reconstruction and development guidelines

Successfully delivered multiple feasibility studies to underpin financing of project

Assisted CEO in evaluating debt and equity financing options in addition to external corporate development opportunities

#### Director African Mining, Kinross Gold Corporation, Spain

Provided technical oversight of all company operations in Africa

Responsible for technical review of strategic contracts, organic and inorganic growth opportunities and operations optimisation

Coordinated African operations resource and reserve declarations for Toronto Stock Exchange

#### Mine Manager, Redback Mining, Mauritania

Led mining department at Tasiast Mine during transition from contractor to owner-operator

Implemented review of mine operations, leading to procurement of over US\$150m of new equipment

#### Career interests

Mergers and acquisitions; executive management; corporate strategy; energy and resources; engineering; business development



### Danny Rigby UK

[Danny.Rigby.emba-s17@said.oxford.edu](mailto:Danny.Rigby.emba-s17@said.oxford.edu)

University of Exeter, UK, MSc Bioinformatics; University of Birmingham, UK, BSc (Hons) Mathematics

#### Managing Director, Modux, UK

Founder of cyber security advisory practice

Advised global organisations and UK Government on all technical aspects of cyber security

Developed key accounts, leading numerous high-impact engagements internationally

#### Senior Manager, KPMG, UK

Operational leadership of the cyber security risk-consulting practice

Oversight and mobilisation of cyber incident response team, deployed globally

Regular briefing of UK Government on emerging threats

#### Project Manager, ODS Telecom, UK

Led digital transformation projects across EMEA

Designed and delivered innovative network solutions, driving growth in new markets

Partnered with global firms to improve operating capability and efficiency

#### Actuarial Scientist, LV, UK

Managed special calculations team

Performed statistical modelling for pensions and general insurance

Built complex mathematical tools for data analytics

#### Career interests

Entrepreneurship; executive leadership; corporate strategy; technology and innovation; global telecommunications; cyber security



### Monique Rodrigues UK, South Africa, Portugal

[Monique.Rodrigues.emba-s17@said.oxford.edu](mailto:Monique.Rodrigues.emba-s17@said.oxford.edu)

South African Institute of Chartered Accountants, South Africa, CA(SA); University of South Africa, SA, BCompt (Hons) Accounting; Chartered Insurance Institute, CII

#### Languages: Afrikaans

#### Finance Change Manager, Liberty Specialty Markets, UK

Led alignment of processes; automated data feeds; encouraged greater understanding and accountability

Seconded to Capital Modelling Team leading collaboration across multiple departments

Led streamlining of investment accounting, bank statement upload, sub ledger interface and master data cleanse

#### Head of Finance, Platinum Micro Tarsus Technologies, SA

Project-managed successful ERP change implementation

Managed integration of two entities' accounting departments and alignment of accounting and business processes

#### Financial Manager, Channel Capital, SA

Designed and implemented bespoke accounting system to record and account for specialised ABF and Finance Lease transactions (as subject-matter expert)

#### Financial Manager, Printacom Technologies, SA

Managed subsidiary's turnaround by changing FEC policy, inventory re-order policy, improving working capital ie re-negotiating creditors' payment, enforcing strict credit lending criteria, offering early settlement discounts, training staff on commercial awareness and adherence to best practice

#### Financial Manager, Baxter Group of Companies, SA

Negotiated best financing arrangement for fleet of luxury vehicles and helicopters

Project-managed finances of Polo Estate development

Developed tax-efficient restructure, engaged with tax specialists and implemented strategy

#### Audit Senior, BDO, SA

#### Career interests

Cultural change; corporate strategy; corporate transformation; change management; global business development; performance enhancement; entrepreneurship; innovation; mergers and acquisitions



### Teresa Roque Portugal

[Teresa.Roque.EMBA-s17@said.oxford.edu](mailto:Teresa.Roque.EMBA-s17@said.oxford.edu)

SAIS Johns Hopkins University, USA and Italy, MA International Relations; University of Oxford, UK, BA (Hons) Politics, Philosophy, Economics

#### Languages: Portuguese

#### Executive Chairman, Rentipar Group, Portugal

Responsible for investments and disinvestment decisions of group, valued at €500m

Responsible for choosing management teams of various companies where Rentipar had an equity control position

#### Non-executive VP, Banif Financial Group, Portugal, Brazil and Malta

Member of compliance, risk and auditing committee

Responsible for social and environmental policy of financial group

Chaired Advisory and Strategic Committee of commercial and investment bank

Reformed corporate governance of the financial group and chose governing board

#### Non-executive VP, Açoreana Seguros, Portugal

Represented largest shareholder, Rentipar Seguros, on board of directors

Spearheaded closer relationship between Açoreana and Banif Financial group, to promote bancassurance

Negotiated sale of Açoreana to Apollo Investment Fund

#### Executive Chairman of Empresa Madeirenses Tabacos SGPS, Portugal

Oversaw key strategic investment and disinvestment decisions of holding company

Negotiated sale of Savoy Group, Madeira, Portugal, which owned the most prestigious and longest-standing hotel on Madeira Island

Negotiated production agreements with Phillip Morris and British American Tobacco

Oversaw pricing decisions and strategic positioning of own tobacco brands

#### Career interests

Business strategy; entrepreneurship, negotiations; relationship management; academia; social entrepreneurship, education, not-for-profit foundations



### Aneesh Sharma Canada

[Aneesh.Sharma.emba-s17@said.oxford.edu](mailto:Aneesh.Sharma.emba-s17@said.oxford.edu)

Simon Fraser University, Canada, BBA (Hons)

**Languages:** French, Hindi

#### Executive Director, Brand Union, Dubai

Oversee all brand strategy delivery and client relationships for regional business

Lead major client pitches and development opportunities

#### Independent Consultant, Dubai

Provided advisory services on brand and communication strategy for brands across the Middle East, Africa and Asia

#### Head of Strategy, FutureBrand, Dubai

Led strategic development for the UAE nation brand through the Office of the Prime Minister to see the UAE make the global list of top 20 country brands

Led strategic definition and brand creation of the region's first digital bank

#### Strategist, Landor Associates, Dubai

Led brand strategy for regional and locally based global clients

Regional naming head and hospitality sector lead

#### Career interests

Strategy; consulting; entrepreneurship; international and social development; health and wellbeing



### John Shields UK

[John.Shields.emba-s17@said.oxford.edu](mailto:John.Shields.emba-s17@said.oxford.edu)

Cranfield University, UK, MSc Waste and Resource Management; BPP Law School, UK, PGDL, LPC; University of Oxford, UK, MA (Oxon) Classics and Modern Languages

**Languages:** French

**Director, Longcliffe Group Ltd, UK; Energy Director, Longcliffe Quarries Ltd, UK; Director, Ryder Point Wind Limited, UK; Owner-manager, Avochie Estate, UK**

Director-shareholder of UK's leading independent supplier of calcium carbonate and limestone powders, granules and aggregates

Development, finance and construction of wind farm and hydroelectric plant

Planning of CHP, solar and battery storage projects

Energy monitoring, reporting, compliance, training and purchasing for extraction, processing and transport operations

30% reduction over six years in energy usage per tonne, and certification to ISO 50001 energy management standard

Management of holiday and residential lettings, farming, forestry, and rural sporting business

Trustee of workers' pension scheme

#### Assistant solicitor, Withers LLP, UK

Tax, trust and succession planning for landed estates, and for high-net-worth individuals and their families in the UK and abroad

Team consistently top-ranked in its field, both by UK industry bodies and internationally

Other experience in commercial and corporate law, agricultural law, property law, and trust and commercial litigation

#### Career interests

Business strategy; innovation; corporate governance; operations; minerals extraction and processing; renewable energy; agriculture; aquaculture; land management; social entrepreneurship; impact investment



### Daniel Stauthamer USA

[Daniel.Stauthamer.emba-s17@said.oxford.edu](mailto:Daniel.Stauthamer.emba-s17@said.oxford.edu)

University of Colorado, USA, BSc Business Administration

#### VP, Director Human Resources Middle East, Africa, and Asia Pacific, CH2M, UAE

CH2M is a global engineering and consulting business with US\$5.0bn annual gross revenue and over 20,000 employees. Responsible for HR for the MENA/APAC Region which is a US\$500m annual gross revenue business, operating in 11 key countries, with over 2,400 employees

Accountable for US\$5m HR budget of 65 HR professionals who oversee all aspects of Human Capital (Talent Management, Talent Acquisition, Compensation and Benefits, HR Delivery, Public Relations, Immigration etc)

Lead transformation, optimisation and rationalisation of combined regional footprint of MENA and APAC regions within a new organisational structure, including recent acquisitions and leveraging global centres in Poland and India; reorganisation has led to US\$8m-US\$10m improvement to EBITA YoY

#### Director Human Resources, Middle East, North Africa, India/ Integration Program Manager (Dual Hat), CH2M, UAE

Program Manager for HR integration and harmonisation of CH2M's recent acquisitions (Halcrow, VECO), focused primarily in heavy infrastructure, water, oil and gas and transportation markets for the Middle East, North Africa, and India region (MENA)

Led team responsible for the development of a single platform for three different entities and multiple sub-entities operating in over eight countries with 2,400 employees

Integration programme was seen as the biggest success for the year, creating a single culture, lowering overhead costs for EBITA improvements of US\$6m YoY, and optimising workforce and offices. Included new employment contracts for >2,000 employees, establishment of 40 policies, and 100+ process improvements leveraging LEAN principles and Oracle Systems integration

#### HR Global Director, Urban Environment and Sports, Global Project Support (GPS) (Dual Hat), USA

HR Business Partner for global urban environments market as well as running Global Project Support global consulting practice. Projects included: London Olympics 2012, Qatar FIFA World Cup 2022, Dubai Expo 2020

The GPS function is responsible for the pursuit and start-up of major projects and programmes for CH2M globally. The team of senior consultants served as HR project managers on capture teams with responsibility for proposal content, staff and deployment planning, talent acquisition and mobilisation strategies, and general start-up. The function maintained a portfolio of 30-40 projects ranging from US\$20m-US\$500m

Other notable programs: Panama Canal Expansion, Yongsan Korea Base Relocation, Emirates Nuclear Energy Program

#### Career interests

Corporate strategy; M&A; private equity; management consulting; business strategy and transformation; relationship management; sustainability; environment; new energy; natural resources; technology; engineering; urban development



### Robert Sutton UK

[Robert.Sutton.emba-s17@said.oxford.edu](mailto:Robert.Sutton.emba-s17@said.oxford.edu)

London Southbank University, UK, BEng (Hons) Architectural Engineering; Chartered Institute of Building, Lifetime Member; International Location Safety Training

#### CEO, Kairos Construction Ltd, Kenya

Company strategy, contract negotiation, project selection and strategy

Licensed for civil works, roads and general construction (residential/commercial)

Achieved NCA4 (National Construction Authority) and Kenya Federation of Master Builders Accreditation

Diversification strategy and implementation

Joint ventures, county government contracts, private contracts

#### Construction Director, Mission Aviation Fellowship, South Sudan and Liberia

Managing all aspects of new secure compound construction project in Juba; expansion of existing facilities in Monrovia

Consultation on hangar projects

Monitoring, updating, recalculating bills of quantity and budget (US\$0.2m-US\$2m)

Overall responsibility for main contractor liaison, payment certificate sign-off, project direction, change management

#### Managing Director, Kairos Construction Ltd, UK

Registered, pioneered and managed this FMB and TrustMark endorsed company

Company strategy, estimating, budgeting, financial management

Interviewing, hiring, team management

Introduced scheme to help ex-offenders, ex-homeless and long-term unemployed back into work

#### Producer, Sutton-Newman Productions, UK

Overall responsibility for all aspects of theatre show productions

Project vision, negotiating performance rights, appointed design team/crew, auditions

Scheduling, press relations, marketing

Fundraising, financial management and reporting

#### Career interests

Social entrepreneurship; continental expansion; venture capital; diversification; innovation; entertainment industry



## Gabor Tatai Hungary

Gabor.Tatai.emba-s17@said.oxford.edu

University College London, UK, PhD ABT  
Computer Science Artificial Intelligence; Lorand  
Eotvos University, Hungary, MSc Informatics  
(Major: Artificial Intelligence)

**Languages:** Hungarian

### CEO and Consultant, Intelligent Ltd, Hungary-UK

Supervised development of audiovisual system for  
Hungarian Parliament Museum, €2m project

Designed complex entertainment system for  
Budapest Zoo as part of €82m 'Biodome'  
development

### Founder, Director, Hospital in the Rock Nuclear Bunker Museum, Hungary

Founded museum in historical place inside Castle  
Hill, Budapest as a non-profit, public-benefit  
touristic company

Won Tripadvisor Travellers' Choice Best Museum  
in Hungary in 2015 and 2016

Created Atomic Bomb exhibition jointly with  
Hiroshima and Nagasaki Museums, Japan in  
2017 to raise awareness of the dangers of nuclear  
weapons

Museum operates without any state support  
with an annual budget of €1m, serving over 150k  
visitors annually, with a staff of 35

### Founder, CEO and President of AITIA Informatics Intl Inc, Hungary-USA

Created and managed a multi-legged  
international IT company with web development,  
telecommunication and AI divisions, employing  
80+ highly qualified staff

Directed the AI R&D division, focusing on agents  
and multi-agent systems; executed over 30  
research grants and several projects

Clients included Vodafone, T-Mobile, Telenor,  
DHL, universities and government institutions

### Director of Information Systems, Central European University, Hungary-USA

Designed, developed in-house and ran university-  
wide information system including admissions,  
grading, ID cards etc

Member of Academic Board and also supervised  
the Registrar's office

Project Coordinator, Novotrade Software  
Computer Games, Hungary-USA

Supervised eight teams of computer game  
developers and graphic artists (50+), handled  
project progress and budget tracking

Products sold over a million copies for various  
platforms inc PC, Nintendo, SEGA

### Career interests

Consulting; entrepreneurship; artificial intelligence;  
information systems; agile; business development;  
research and development; academia



## Takahiro Tokuyasu Japan

Takahiro.Tokuyasu.emba-s17@said.oxford.edu

Osaka University, Japan, DEng Synthetic  
Organic Chemistry

**Languages:** Japanese

### Manager of Business Sector, Hitachi Chemical, Japan

Responsible for sales budget and financial  
performance of 11 different categories of  
semiconductor materials through management  
and coordination of the related organisations

Development of business strategy, including price  
strategy, capital investment, joint development  
contract, and domestic and overseas operations

Search for new business opportunities with newly  
developed technologies

### R&D Manager, Hitachi Chemical, Japan

Project management of semiconductor and  
display-related materials, including completion  
of market strategy, product design and  
commercialisation phases

Selection and negotiation of joint development  
contracts with key material suppliers

Construction of value-added chain (Hitachi  
Chemical-customer-end user)

### Career interests

Brand management; business development;  
business strategy; corporate strategy; logistics;  
marketing; mergers and acquisitions; risk  
management



## Dumisani Tshuma, South Africa

Dumi.Tshuma.emba-s17@said.oxford.edu

University of South Africa, South Africa,  
B Compt (Hons) Accounting; National University  
of Science and Technology, Zimbabwe,  
Bachelor of Commerce Honours

**Languages:** isiZulu, Ndebele

### Partner, KPMG, South Africa

Joint lead partner on audit of one of big four  
banks in South Africa

Part of team that won audit for KPMG worth  
R100m; presented at the pitch in London

Responsible for Finance Director role in the  
Financial Services Business Unit at KPMG  
Johannesburg Office

### Partner, KPMG, Zambia

As newly promoted Partner, was seconded to  
Zambia to set up new KPMG practice there

Set up KPMG Zambia practice from scratch  
working with two other partners; recruiting  
staff, fulfilling legal requirements and setting up  
reporting and accounting structures

Played an integral role in staff development at all  
levels including mentoring, career guidance and  
performance management

Won significant number of clients for the new  
practice, providing consistent stream of recurring  
fees, which set the tone for growth

Represented KPMG at high-level client board  
meetings, presenting audit findings and  
recommendations for clients

Head of financial services audit for KPMG  
Zambia, responsible for a large number of clients  
in the banking, insurance, and asset management  
businesses

### Audit Manager, KPMG, United Kingdom

Led diverse cross-functional teams to deliver audit  
assignments for KPMG London clients in financial  
services sector

Performed special assignments outside own audit  
specialisation, such as SOX implementation at  
global bank headquartered in London

Worked with multi-disciplinary team providing  
International Financial Reporting Standards  
implementation in London

### Career interests

Entrepreneurship; education; venture capital;  
social investment



## Marian Van Der Walt South Africa, Netherlands

Marian.VanderWalt.emba-s17@said.oxford.edu

Investor Relations Society UK, UK, Certificate  
Investor Relations; University of Johannesburg,  
South Africa, B Comm Law, LLB, Governance  
and Business Leadership Certificates; University  
of South Africa, South Africa, Higher Diploma  
Tax; Witwatersrand University, South Africa,  
Business Leadership; Admitted lawyer and  
conveyancer

**Languages:** Afrikaans

### Executive: Corporate and Investor Relations, Harmony Gold Mining Company Limited, South Africa

Responsible for strategic communication –  
includes investor relations, public relations and  
internal communication

Key player in changing market perceptions of  
company and industry

Implementing value-based internal  
communication strategy

### Group Company Secretary and Executive: Legal, Compliance and Risk Management, Harmony Gold Mining Company Limited, South Africa

Managing enterprise risk management, legal and  
compliance

Key in securing company's listing on JSE SRI  
index

Attended to various regulatory filings (JSE, LSE  
and NYSE)

Crisis control expert ('fixer')

### Manager (credit, legal, structured finance – commercial properties), Standard Bank of SA; Standard Bank Properties; South Africa

Commercial property foreclosures, vetting of  
security documents

Assessing commercial property credit applications

Knew the business and found solutions within  
legal framework

### Assistant Manager: Deloitte & Touche Trust; and Clerk and Professional Assistant at Kilbours and Hogan Lovells respectively

Dealing with various legal matters in professional  
and efficient manner

Sought solutions and client-focused

### Career interests

Strategy; business development; analytical  
finance; mergers and acquisitions; brand  
management; marketing; education; retail; real  
estate; social finance; sustainability; financial  
markets



## Jesper von Zweigbergk Norway

Jesper.vonZweigbergk.emba-s17@said.oxford.edu

Lund University, Sweden, MSc Business and Economics, BSc Business and Economics

**Languages:** Swedish, Norwegian

### Senior Vice President, Oslo Stock Exchange, Norway

Overall responsibility for Derivatives and Exchange Traded Products

Facilitating both electronic trading and manual brokerage desk

Introduction of new, fast-growing business area

Setting up new trading venue

Restructuring of overall cost base

Setting up new organisation, distribution network, trading system agreements and partnership agreements

### Co-founder, Zolt AS, Norway

Early stage start-up within real-estate transaction services

Cloud-based marketplace

Integrated industry community social media

Expected to go live 2018

### Head of UK Corporate and Private Clients, Saxo Bank, UK

Setting up new sales and sales trading organisation at the London branch

Sales team becoming top-performing within the bank

### Career interests

Entrepreneurship; business development; innovation; change management; business strategy; executive leadership; start-ups; fintech; financial services; consulting

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## Pamela Walker UK, Canada

Pamela.Walker.EMBA-s17@said.oxford.edu

University of Oxford, UK, DPhil Neuroscience and Experimental Psychology; Oberlin College, USA, BA (Hons) Psychology and Law

**Languages:** French

### Director, Head of Health, Incite Marketing Planning, UK

Responsible for starting up and driving profitable growth of the worldwide healthcare practice

Built extensive client base of world-leading pharmaceutical companies and health charities

Developed healthcare consulting offer for pharmaceutical and third-sector clients, driving thought leadership throughout the industry, receiving accolades and appearing in numerous publications

### Strategic Director, Branding Science Group, UK

Responsible for profitable growth of global consultancy arm; expanded research offer within existing business

Built sustainable client base and drove significant growth of pivotal accounts

Innovated research methodologies to offer cutting-edge digital techniques; drove thought leadership within the industry

Led key internal training programmes and the graduate recruitment scheme

### Senior Consultant, Capita Consulting, UK

Led business development and project delivery for private, public and third-sector clients

Managed transformational programmes in the public and third sectors implementing care interventions in cancer

Drove NHS reform within specific PCTs in UK

Significantly grew a core pharmaceutical account

### Career interests

Pharmaceuticals; healthcare; asset commercialisation; product strategy; market and business strategy; patient engagement; consulting; brand management; charity, not for profit, and development work



## Susan Webster, USA

Susan.Webster.emba-s17@said.oxford.edu

University of Virginia, USA, PhD Clinical Psychology, MEd Educational Psychology; Florida International University, USA, BA Psychology

**Languages:** Spanish

### Assistant Dean, University Graduate School/ Assistant Vice President, Research and Economic Development, Florida International University, USA

Responsible for strategic management of professional and career development activities for graduate students (enrolment over 8,000)

Providing oversight of doctoral programmes and international student recruitment initiatives, fellowships, credentialling, and review of international agreements

Key liaison to administrators, faculty and staff throughout the university, serving on university councils and committees

### Director, Training and International Research Initiatives, Florida International University, USA

Principal Investigator on US Department of State projects in leadership, public administration, business and entrepreneurship

Providing leadership and administration of portfolio STEM training, and international projects funded by US federal agencies

### Executive Director, Intellectual Property Management and Resource Development, Florida International University, USA

Providing oversight of patenting, licensing negotiation, technology transfer, marketing, valuation and assessment

Created and developed the first office of intellectual property management/technology transfer

Member of committee responsible for approving use of space and grounds for all campuses

### Director, Grants Administration and Sponsored Programs, SUMMA Health System, USA

Providing organisational effectiveness in management and administration of grants, contracts and compliance

Reviewing social science, drug and device protocols as part of various committees

Chair of Summa Health System Grant Funding Committee

### Postdoctoral Fellow, Case Western Reserve University, USA

Designing and conducting health service research projects

Awarded postdoctoral fellowships, through the University Hospitals of Cleveland health system and through the Mandel School of Applied Social Sciences (funded by the National Institute of Mental Health)

### Career interests

Education; entrepreneurship; healthcare; institutional governance; innovation; international finance; mergers and acquisitions; performance management; research



## Christopher Wilkinson UK

Christopher.Wilkinson.emba-s17@said.oxford.edu

University of Bristol, UK, MSc International Relations, BSc Economics and Politics

### Deputy Head of Political Risk, War and Terrorism Insurance, Lancashire Insurance Company UK Ltd, UK

Direct underwriting strategy; manage product lines and teams in market-leading department

Develop and implement the company's reinsurance purchasing strategy, working directly with Chief Underwriting Officers and CEO; lead purchase of the company's Political Risk reinsurance programme

Set up a new Political Violence product offering from our Lloyd's of London syndicate platform; operate as Class Underwriter for this function

Market Lancashire Group to investors and analysts alongside the Head of Investor Relations

Chair of the Lancashire Foundation, the charitable arm of the Lancashire Group; lead a team defining and implementing the group's charitable strategy and CSR initiatives

Established Lancashire's graduate intern programme; developed course aims and structure, selected candidates and mentored interns during placement

Ran projects assessing the viability of setting up international operations in Singapore and the USA

### Political Risk, War and Terrorism Insurance Underwriter, Lancashire Insurance Company UK Ltd, UK

Joined Lancashire as a start-up; built portfolio of business from scratch and developed Lancashire into a market-leading player in the Political Risk and Terrorism spaces

Led the Political Risk underwriting function with a focus on emerging markets; defined underwriting strategy and managed team resource for this class of business

Built Lancashire's Contract Frustration product offering; identified opportunity and executed new business plan, post financial crisis

Undertook complex risk analysis, pricing and portfolio management

Developed strong relationships with a diverse range of clients across industry types and in different geographies to identify insurance solutions

### Career interests

Insurance and reinsurance; risk management; emerging markets; strategy; international finance; social finance; sustainability; impact investing; entrepreneurship

**Samuel Yeboah Ghana**

[Samuel.Yeboah.emba-s17@said.oxford.edu](mailto:Samuel.Yeboah.emba-s17@said.oxford.edu)

Rensselaer Polytechnic Institute, USA, BSc  
Chemical Engineering

**Languages:** Tiwi

**Founder and CEO, Mirepa Capital, Ghana**

Provide patient risk capital to early-stage  
businesses and SMEs in West Africa

**Founder and MD, ServLed Africa Ltd, Ghana**

Led team to train and support over 200 SMEs in  
Ghana with our interventions

Invested in 13 start-ups, some of which are  
currently achieving 60–90% YoY revenue growth

Developed entrepreneurship programs that  
impacted over 1,000 beneficiaries

**COO, Rancard, Ghana**

Responsible for commercial strategy and  
business operations

Led team to achieve average revenue growth rate  
of over 80% YoY during my tenure

Oversaw deployment of our technology across  
50 mobile network operators in more than 20  
countries in EMEA

Played key role in securing venture capital for the  
organisation

**Senior Engineer, Amgen, USA**

Designed novel manufacturing processes that  
increased production throughput of key drug  
products by 500%

Part of team that developed, optimised and  
scaled manufacturing processes for human  
therapeutic products

**Biochemical Engineer, Merck, USA**

Developed key steps in manufacturing process for  
blockbuster drug Gardasil which currently grosses  
over US\$800m per year

Member of vaccine bioprocess engineering team

**Career interests**

Private equity; entrepreneurship; impact investing;  
fintech; start-up development

**Ting Yuan China**

[Ting.Yuan.emba-s17@said.oxford.edu](mailto:Ting.Yuan.emba-s17@said.oxford.edu)

University of Leicester, UK, MSc Banking  
and Finance; Fudan University, China, BSc  
Economics

**Languages:** Chinese

**Head of London Office, China Re Group, UK**

European footprint expansion

European Region's support of Chinese  
government's The Belt and Road initiative

Organisational structure adjustment of UK  
platform

**Strategic Human Resource, China Re Group, China**

Served as key member of organisation  
restructuring; responsible for strategic human  
resource planning of international business

Engaged in redefining and respecifying our  
internationalisation strategy, responsible for HRM  
of all overseas offices across Europe, North  
America, Singapore, and Asia Pacific

**Reinsurance Manager, Tai Kang Life Insurance, China**

In charge of outwards reinsurance planning,  
structure designing and purchase

**Career interests**

Entrepreneurship; start-ups; innovation

**Rolando Zubiran, Mexico**

[Rolando.Zubiran.emba-s17@said.oxford.edu](mailto:Rolando.Zubiran.emba-s17@said.oxford.edu)

EGAP, Mexico, PhD Public Policy; London  
School of Economics and Political Science,  
UK, MPA Public Economic Policy; Sciences  
PO, France, MPA Public Affairs; Monterrey  
TEC ITESM, Mexico, BA (Hons) International  
Relations

**Languages:** Spanish, French, Portuguese,  
Czech

**Director General, National Institute of Entrepreneurship INADEM, Mexico**

In charge of boosting productivity and  
competitiveness of SMEs, from sectorial and  
regional perspective

Responsible for design and implementation of  
national strategy to foster Strategic Economic  
Sectors

In charge of developing national strategy that  
promotes regional cluster integration

Developing strategic alliances with academic  
institutions and research centres to promote  
inclusion of new technologies in Mexican SMEs

**Secretary of Economic Development, State Government of Nuevo León, Mexico**

Planned and executed overall strategy of  
economic development for State of Nuevo Leon  
2013–15

Designed and implemented energy strategy for  
State of Nuevo Leon

In charge of SME development and policy

**Undersecretary of Foreign Investment and International Commerce, State Government of Nuevo León, Mexico**

Led state efforts in promotion of foreign direct  
investment

Representative of State Governor for economic  
and international policy matters

**International Projects Manager, SIGMA Foods Inc, Mexico and USA**

Developed new growth strategy for company,  
without capital investment on infrastructure

Conducted research studies on population  
growth, spending habits, consumer insight

Assessed new potential markets

**Career interests**

Entrepreneurship; policy planning; academia;  
consulting; regional economic development;  
economics of nutrition



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

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## Taught Programmes

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

## Research Programmes

- DPhil Programme in Management Studies

## Executive Education

### Leadership

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

### Finance

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

## Strategy, Risk and Reputation

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

## Custom Executive Education