



# INTERNATIONAL MBA CV BOOK



Enhance Skills for the Global Market

# EDITORIAL



For more than 50 years, IÉSEG's mission has been to prepare students to become complete and international managers who initiate change. In our pursuit of excellence, we have obtained three international accreditations, EQUIS, AACSB and AMBA, and our Master in Management is ranked 17<sup>th</sup> in the Financial Times global ranking of the top Masters in Management programs.

The School is growing quickly and continues to develop internationally. 84% of our permanent faculty members are international and we welcome more than 2000 international students to the School this year. Our aspiration for the future is to continue to improve our skills in managing international talent.

We believe that our multicultural teaching and learning environment is one of our biggest strengths and that our International MBA participants will be a real asset to your company. Therefore, we are ready to partner with you and share our talents to help you grow your business. We can also adapt our different services to meet your needs.

We look forward to working with you!



**Sophie GUÉRIN,**  
**CORPORATE**  
**RELATIONS DIRECTOR**  
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## SUMMARY

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International MBA team	5
Connect with diverse student body	6
Enhance skills for the global market	7
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# IÉSEG KEY FACTS

**3**  
International  
Accreditations  
EQUIS, AACSB,  
AMBA

**6<sup>th</sup>**  
French Business  
School

**4800**  
Students

**+100**  
Nationalities

**262**  
Partner universities  
in **66** countries

**2**  
Campuses  
Paris & Lille

**+6000**  
Alumni

**100%**  
of the Permanent  
Academic Staff  
holds a PhD

**2500**  
Partner Companies

# INTERNATIONAL CAREER SUPPORT

The Corporate relations Department at IÉSEG assists our students' search for international career opportunities by offering active support across all our programs.

**30**

professional coaches\*

## Professional Development Support

IÉSEG programs provide participants with the tools to develop their skills, knowledge, and expertise for your next professional challenge. Alongside your peers you will receive guidance through small group workshops and interactions with corporate professionals. On a personal level, accredited coaches and tutors will support you throughout, using a program developed to meet your specific needs. They use proven tools and techniques to prepare you, not only for your next position, but for your entire career.

## Career Opportunities

Throughout the year IÉSEG's Corporate Relations Department organizes a wide range of events attended by company representatives from various business sectors. Corporate talks, on campus recruitment sessions, and Career Fairs are examples of the types of activities offered to participants. Access to online job listings provides additional sources for management positions.

**1000+**

companies on campus through the year

**25000**

jobs listed

**16000**

hours of coaching\*

The IÉSEG Talent Program is available to support participants as they prepare for their post program recruitment process. Professionals from various firms in talent-acquisition discuss their work, their recruitment processes, and the type of profile that gets noticed. Additionally professionals give workshops to help participants prepare the first steps in the recruitment process: identification of skills and experience, refinement of their 'elevator pitch', explanation of networking options, preparation for tests and assessments, and a review of cover letters and CVs in both French and English. One-on-one mock interviews and training sessions provide practice for participants for recruitment sessions in March. The Talent Program team supports participants throughout the year to ensure they maximize the impact of their unique talents and skills in the recruitment process.

## IÉSEG NETWORK

IÉSEG's Alumni Association has a strong international network of 5,000 graduates in 78 countries with local branches all over the world. It provides our graduates with continuous support for professional advancement and contacts to expand their networks. Members also connect with current students to organize events and provide valuable mentorship through career advice and facilitating connections with well-positioned professionals.

**5000**  
graduates

**78**  
countries

### TOP INTERNSHIP LOCATIONS

France: **52%**  
Luxembourg: **8.70%**  
China: **8.70%**

### JOB LOCATIONS

Outside their home country: **69%**  
Inside their home country: **31%**

Average post MBA salary:

**79 160€/ year**

**88%**  
work

in an international company

\*These figures apply to all students at IÉSEG

# INTERNATIONAL MBA TEAM



**Dr. Gwarlann DE KERVILER,**  
Academic Director,  
PhD in Management



**Dr. Jacob VAKKAYIL,**  
Academic Director,  
PhD in Management

**Marie-Anne BARAULT,**  
Career Services Manager  
MBA Programs



**Damien GUILLAUD,**  
Program Coordinator



**Émilie LAGORSSE,**  
International Recruitment  
& Admission Coordinator

# CONNECT WITH DIVERSE STUDENT BODY

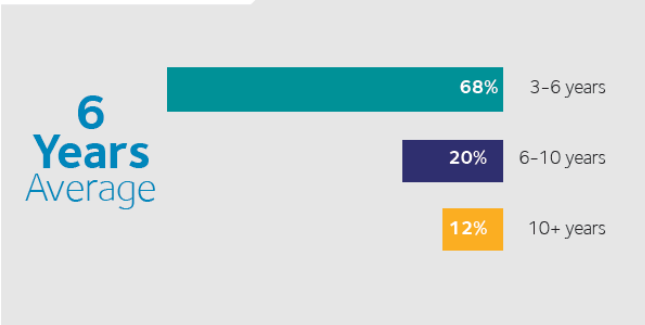
2016 Class Profile

The international MBA attracts a wide range of people with diverse perspectives, reflecting cultures, opinions and talents from different regions of the world. The typical participant in the program is a talented individual who shows a significant degree of potential for excellence in multiple settings and who foresees an international career.

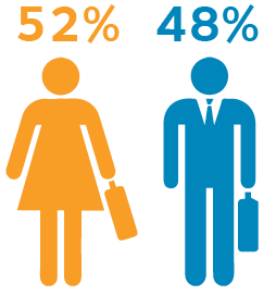
## Academic Background



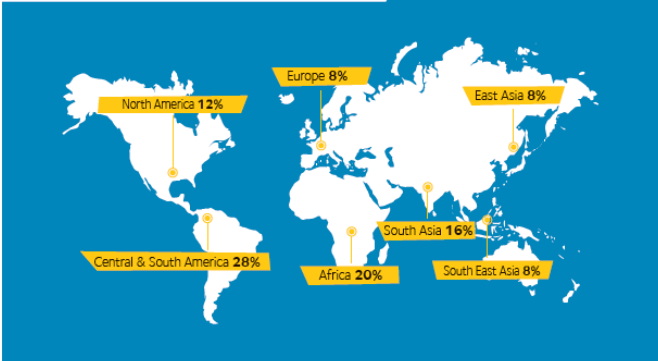
## Work Experience



## Gender



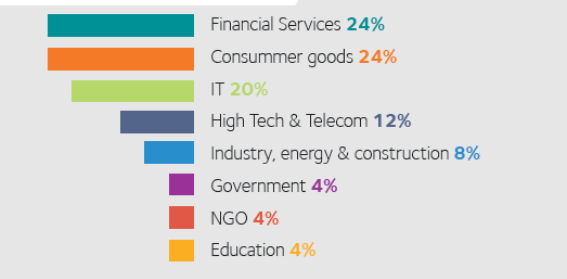
## 16 Nationalities



## Age



## Pre-MBA Industries



## Pre-MBA Functions



# ENHANCE SKILLS FOR THE GLOBAL MARKET

## OVERVIEW

Format: Full-time

Duration: 1 year

Language: English

Campus: Paris-La Défense

Intake: September

**The International MBA – IMBA is aimed at young managers with the potential of being global business leaders.**

The program equips participants with an in-depth understanding of the European business context. They develop the skills necessary to excel in complex international settings in top management positions or to start their own companies. The IMBA program design combines theoretical understanding with practical experience and skill development. Thus, through the curriculum, participants acquire essential knowledge in management together with the ability to apply it in concrete business situations.

PREPARATORY MODULE	CORE MODULE	ADVANCED MODULE	ELECTIVE MODULE	APPLICATION MODULE
September 4 Preparatory Courses	October – December 11 Core Courses	January – February 8 Advanced Courses	March – May 5 Electives	From June Onwards
Preparatory Workshops to help you plunge into an intensive learning experience	Acquire a robust foundation of key business and leadership competencies	Deepen your understanding of complex issues in the business world	Choose 4 electives to develop your interests and according to your career goals	Opportunity to apply learning in real and simulated business settings
<ul style="list-style-type: none"> <li>• Learning approaches</li> <li>• Learning tools and techniques</li> <li>• Mastering Excel</li> <li>• Learning with Cas</li> </ul>	<ul style="list-style-type: none"> <li>• Business Economics</li> <li>• International Accounting</li> <li>• Global Corporate Finance</li> <li>• International Marketing</li> <li>• People and Organizations</li> <li>• Managing Transnational Operations'</li> <li>• Strategic Management</li> <li>• Business Analytics</li> <li>• Entrepreneurial Manager</li> <li>• Responsible Management</li> <li>• Quantitative Methods</li> </ul>	<ul style="list-style-type: none"> <li>• Consultancy Management</li> <li>• Innovation Management</li> <li>• International Human Resources Management</li> <li>• Project Management</li> <li>• Group Decision Making and Analysis for Managers</li> <li>• International Negotiation</li> <li>• Information System Management</li> <li>• Leadership and Change</li> </ul>	<ul style="list-style-type: none"> <li>• Advanced Operations</li> <li>• Customer Relationship Management</li> <li>• European Union Lobbying and Negotiation</li> <li>• Luxury Marketing</li> <li>• Consumer Behaviour</li> <li>• Sales and Distribution Management</li> <li>• Financial Markets</li> <li>• Firm Valuation</li> <li>• Advanced Accounting</li> </ul> Non-exhaustive list	<ul style="list-style-type: none"> <li>• Internship OR Consulting Project OR Master's Thesis</li> </ul>

**INTEGRATION MODULE**  
 January – May  
 2 integration courses  
 Integrate your learnings through simulation oriented courses ; Business Plan Development ; Business Simulation

TALENT : Intensive Professional Career Development program

French Language Classes

# MEET OUR INTERNATIONAL MBA PARTICIPANTS



# THEMATIC SUMMARY

NAMES	DESIRED FUNCTION	
ALFARO POBLANO Yazmin Paulina (Mexico)	Audit/consulting	Page 11
BETINA Nardjes (Algeria)	Sales/ Business development	Page 12
BULBULDERE Mehmet (Turkey)	Pre-Sales/ Project Management	Page 13
CAITA MORINO Vanessa (Colombia)	Sales/ Project Management	Page 14
ELIAS Maria (Peru)	Marketing	Page 15
MONTEIRO Luiz Felipe (Brazil)	Finance/Audit	Page 16
FANG Yan (China)	Marketing	Page 17
HOA Thi Thanh (Vietnam)	Finance/ Audit	Page 18
HUYNH Thi Tha Thao (Vietnam)	Sales/ Marketing	Page 19
KAGARAKIS Alexis (USA)	Marketing/communication	Page 20
KALAISELVAM Keerthana (India)	IT/consulting	Page 21
KURUP Nishant (India)	IT/consulting	Page 22
LAWENDY Ahmed (Egypt)	Sales/ Business development	Page 23
LEE Yi Hsuan (Taiwan)	Supply Chain	Page 24
LILLYWHITE Cerys (England)	Marketing	Page 25
LOPEZ IBARRA Andres Eduardo (Mexico)	IT/consulting	Page 26
MANOUK Andrew (Canada)	Sales/ Marketing	Page 27
NIJIL Mohammed (India)	IT/consulting	Page 28
NGOBENI Siphwe (South Africa)	PMO	Page 29
RAJ Vishnu (India)	IT/consulting	Page 30
RAMOTHIBE Salaminah Mmule (South Africa)	Audit/consulting	Page 31
RUFEN BLANCHETTE Olu (USA)	Finance	Page 32
SAYED AHMED Mohamed (Egypt)	Operations/ Project Management	Page 33
UPPILIPALAYAM Sree Vardhan (India)	Supply Chain/ Procurement	Page 34
URDANETA Glauco (Venezuela)	Operations/ Project Management	Page 35
ZIMMER Simon (Colombia)	Operations/ Project Management	Page 36





## PROFILE

Trilingual and experimented certified forensic auditor with more than 3 years of experience in the fraud investigation and anti-corruption practice acquired in Mexico City.

## YAZMIN ALFARO

+33 (0)6 411 878 67

Yaz\_minap@hotmail.com

Date of Birth : March 2nd, 1990

Nationality : Mexican

### CAREER OBJECTIVES

Continue my professional career in the fraud investigation, anti-Corruption and anti-bribery practice in an audit firm in France or abroad.

### EDUCATION

INTERNATIONAL MASTER IN BUSINESS ADMINISTRATION  
IÉSEG School of Management in Paris, France.

Sep 2016- Currently

CERTIFICATION AS FRAUD EXAMINATOR  
Association of Fraud Examinators « ACFE »

2015

BACHELOR IN PUBLIC ACCOUNTING AND FINANCE  
Instituto Tecnológico y Estudios Superiores de Monterrey "ITESM". Mexico City Campus.

2009-2014

INTERNATIONAL UNIVERSITY EXCHANGE SEMESTER  
Université Jean Moulin Lyon 3. Lyon, France.

2012

### EXPERIENCE

Senior Forensic Auditor at Ernst and Young Mexico City

April 2014 – July 2016

Supervisor in various fraud investigation and anti-corruption projects through different industries such as Pharmaceutical, Automotive, Construction, Public Sector, Telecommunication and Manufacture. Leader and assistant in projects related to different scale investigations involving engagements related to embezzlement, misappropriation and financial statement misrepresentations. Wide experience in the following activities:

- Financial analysis/accounting and data base analysis focused to fraud investigation.
- Elaboration of fraud check-ups.
- E-Discovery procedures.
- Internal control reviews.
- Forensic interviews to suspects directly involved with the irregularities.
- Development and implementation of anti-fraud and anti-corruption programs.
- Due Diligence procedures.
- FCPA Risk Assessments and ABAC Due Diligence.
- Distributor anti-corruption assessments.
- Bidding/tendering process review for several types of industries.

Wide experience in FCPA Compliance with the most important companies in the pharmaceutical industry.

Junior Forensic Auditor at Ernst and Young Mexico City

March 2013– April 2014

### PROFESSIONAL SKILLS

RELATIVITY (E-DISCOVERY)

MICROSOFT OFFICE

### PERSONAL SKILLS

EFFICIENT

ADAPTABLE

ANALYTICAL

AMBITIOUS

COMPETENT

### LANGUAGES & INTEREST

FRENCH (FLUENT)

ENGLISH (FLUENT)

SPANISH (MOTHER)

PHOTOGRAPHY

TRAVEL

EXERCISING



## PROFILE

Business developer & Marketer with over 10 years of experience in sales and marketing, building and maintaining client relationships. Creative and dynamic with expertise in penetrating new markets. High communication skills working in multicultural environment.

## NARDJES BETINA

+33 (0)6 26379549  
Nardjes.betina@mail.com

Date of Birth : June 13, 1984  
Nationality : Algerian

### CAREER OBJECTIVES

Willing to work in an international environment that will challenge me further while allowing me to contribute to the continued growth and success of the organization in the European market. Available in June 2017

### EDUCATION

- INTERNATIONAL MBA- IESEG SCHOOL OF MANAGEMENT PARIS Sep 2016- Present
- BACHELOR OF FINANCE – ECONOMY UNIVERSITY ALGIERS Sep 2001 – Jun 2005

### EXPERIENCE

- Regional Business Development & Marketing Executive Middle East & North Africa at Pyramid Engineering Jun 2015 – Jul 2016  
Work across Middle East & North Africa accounts to generate new businesses and increase the client portfolio. Study the Market and Identify key local partners in the region. Build and Develop in collaboration with advertising agencies the corporate communication plan and website to increase
- Regional Business Development & Contract Coordinator Middle East & North Africa at Nabors Industries Oct 2013 – May 2015  
Prospect new customers and opportunities within the Middle East, North Africa region and other international areas (Congo, Italy). Analyze the International Market intelligence and identify competitors to improve the organization market position. Prepare technical and commercial proposals working across with different departments
- Business Development Responsible at Borusan Lojistik Jan 2011 – Sep 2013  
Generate new sales increasing the business by 20% and improve relationships with current customers. Lead and manage Ericsson SPMS Telecom project.
- Senior Project Specialist at Borusan Lojistik Aug 2006 – Dec 2010  
Manage the relationship with the client for the pipeline projects. Prepare costs & sales forecast and monthly, Quarterly analysis report to HQ. Evaluate and negotiate supplier's contracts.

### SKILLS

#### NEGOTIATION

#### STRATEGIC PLANNING

#### MARKET RESEARCH

#### DATA ANALYSIS

#### MOTIVATION FOR SALES

### COMPUTER SKILLS

#### MICROSOFT OFFICE

#### SALESFORCE

### LANGUAGES & INTEREST

#### FRENCH (FLUENT)

#### ENGLISH (FLUENT)

#### ARABIC (MOTHER )

#### MOVIES

#### TRAVEL

#### NEWS



# PROFILE

Result-focused, highly motivated engineer with strong communication skills to address technical subjects to technical and non-technical audiences.

Educational background in telecommunications (MSc and BSc degrees) combined with 5 years of working experience in business development and project management activities for international projects. Proficient at completing tasks on time.

# MEHMET BÜLBÜLDERE

+33 (0)6 50 06 69 77

mehmetbulbuldere@gmail.com

Date of Birth : December 5, 1988

Nationality : Turkish

## CAREER OBJECTIVES

I am interested in pre-sales engineering, project engineering and business development positions especially in telecommunications and IT sectors to combine my managerial and marketing skills with my technical background. Available as from June 2017

## EDUCATION

- MASTER OF BUSINESS ADMINISTRATION (Sep 2016- June 2017)
IÉSEG School of Management, Paris/FRANCE
MASTER OF SCIENCE (WITH THESIS) (Sep 2011- Jan 2015)
Middle East Technical University, Ankara/TURKEY
BACHELOR OF SCIENCE (Sep 2011- Jan 2015)
Middle East Technical University, Ankara/TURKEY

## EXPERIENCE

- Business Development and Project Engineer at ASELSAN (April 2014 – July 2016)
System Design Engineer at ASELSAN (July 2011 – Mar 2014)
Intern at LCC INTERNATIONAL (July 2010 – Sep 2010)
Intern at Robert BOSCH GMBH (June 2009 – July 2009)

## PROFESSIONAL SKILLS

### PRESENTATION SKILLS

### IBM DOORS

### MATLAB

### SQL DATABASE ADM.

### KEY CREATOR

### C PROG. LANG.

## PERSONAL SKILLS

### DETERMINATION

### STRONG COMMUNICATION

### LEADING

## LANGUAGES & INTEREST

- TURKISH (NATIVE)
ENGLISH (FLUENT)
FRENCH (INTERMEDIATE)

- SWIMMING
MUSIC & CINEMA
SOCIAL RESPONSIBILITY



## PROFILE

Result-focused, highly motivated engineer with strong communication skills. Background in chemical engineering (BSc degree) combined with the experience in business development and project management activities for international projects. Proactive, dynamic, continuous learning and teamwork skills.

Positive attitude and persistent in achieving their goals.

## VANESSA CAITA M.

+33 (0)6 62 25 57 04

vanessa.caita.m@gmail.com

Date of Birth: June 19, 1984

Nationality: Colombia

### CAREER OBJECTIVES

I am interested in sales, project management and business development positions especially in multicultural environments to combine my managerial and communication skills with my engineering background. Available from June 2017

### EDUCATION

**INTERNATIONAL MBA** Sep 2016- Sep 2017  
IÉSEG School of Management. Paris, France

**CHEMICAL ENGINEER** Jan 2008 – Ago 2013  
La Sabana University. Bogotá, Colombia

### EXPERIENCE

**Project Coordinator / KAM at LA SABANA UNIVERSITY** Feb 2014 – June 2016  
Coordinate several tasks simultaneously ensuring the value offer. Prioritize and operate proactively all activities required for successful project management.

**Intern – Lab Analysis at MEXICHEM COLOMBIA** Feb 2013 – Aug. 2013  
Active participation in research projects and technological development in the laboratory of raw materials. Logistics and production planning in pipe plant, controlling compounds in stock as well as plant mixtures. Coordinate strategies to reduce the amount of compounds stationed.

**Consultant Apprentice at VISION OTRI** Mar 2012 – Jul 2012  
Support the different processes of planning, budgeting, documentation, implementation and management of several projects, ensuring compliance with the scope, time and budget.

**Senior Sales Manager at RENA WARE INTERNATIONAL** Jun 2008 – Jul 2010  
Dictate tactics including training seminars for sales, recruitment and training. Share the benefits of the business, product and dynamics.

**Vice-President and Founder of the Chapter of Chemical Engineering Students at La Sabana at LA SABANA UNIVERSITY** Sep 2010 – Oct 2011

**VOLUNTEER EXPERIENCE.** Promoting human development, scientific, academic and cultural spaces where the students acquire integral and professional training in their academic process.

**Communications Coordinator at ACEIQUIP** Jun 2009 – Jun 2010  
**VOLUNTEER EXPERIENCE.** Colombian Association of Chemical and Production Engineers Students. Implementation of communication mechanisms, such as a fast and efficient website, public hearings about the activities of the Association.

### PROFESSIONAL SKILLS

ASPEN PLUS



HYSYS



### PERSONAL SKILLS

COMMUNICATION

PERSUASION

ORGANIZATION

### LANGUAGES & INTEREST

SPANISH (MOTHER)

ENGLISH (FLUENT)

FRENCH (INTERMEDIATE)

PHOTOGRAPHY

TRAVEL

SOCIAL RESPONSIBILITY



## PROFILE

International MBA from IESEG and Marketing Certificate from Cornell University. Active, practical and creative with willingness to work in a team. Extensive experience in relationship marketing with the aim to attract, retain and create loyalty in customers.

## MARIA ELIAS

+33 (0)6 234 505 60

elias.marita@gmail.com

Date of Birth : April 4, 1986

Nationality : Peruvian

## CAREER OBJECTIVES

I am seeking a company where I can apply my marketing experience to help the company reach and excel their goals in a challenging environment where innovation and creativity are expected.

## EDUCATION

IMBA  
IESEG School of Management  
Paris, France

Aug 2016- Jun 2017

### MARKETING STRATEGY CERTIFICATE

Cornell University  
Online

Aug 2014 – Dec 2014

### BACHELORS DEGREE

Universidad Peruana de Ciencias Aplicadas (UPC)  
Bachelors degree on Communications and Advertising  
Lima, Peru

Aug 2005 – Dec 2011

## EXPERIENCE

### Key Account Manager at BBVA Continental

Jan 2012 – Aug 2016

Establish long-term partnerships with strategic brands and companies for BBVA'S loyalty program for credit and debit card users. Design, create and implement direct marketing campaigns, social media campaigns and loyalty events. Instruct and supervise partner store trainers who conduct mystery shopper evaluations, POP placements and incentives.

### Intern at BBVA Continental

July 2011 – Dec 2011

Part of the team that launched BBVA's first prepaid cards in alliance with blockbuster movies like Transformers, The Smurfs and Alvin and the Chipmunks. Direct coordination with film producers and distributors worldwide for the use of their brand and images. Supervise the development of mass media campaigns (TV Commercial, Radio, Social Media, Web Page and Press).

### Intern at Rimac Seguros

March 2010 – March 2011

Successfully organize, direct and supervise events. Coordinate concerts and theater events at Rimac's Cultural Center during summer season. Develop exclusive and innovative merchandising for VIP clients. Assist in ATL and BTL advertising campaigns.

### Intern at Chirinos, Salinas & Cateriano

Aug 2009 – Jan 2010

Daily monitoring of assigned accounts. Writing press releases. Assist in press conferences and events.

## PROFESSIONAL SKILLS

### PHOTOSHOP



### INDESIGN



### ILLUSTRATOR



## PERSONAL SKILLS

### COMMITTED

### MULTI TASKING

### CREATIVE

## LANGUAGES & INTEREST

SPANISH (MOTHER)

ENGLISH (FLUENT)

FRENCH (BEGINNER)

INTERIOR DESIGN

GRAPHIC DESIGN

TRAVEL

READING



# PROFILE

9 years of inter-cultural working experience in a fast-paced environment, I am highly adaptive, work well under pressure, result-driven, with a solid understanding of Asia market .

# YAN FANG

+33 (0)6 62 04 77 28

Yanmina.fang@gmail.com

Date of Birth: October 17, 1984

Nationality: Chinese

## CAREER OBJECTIVES

Taking a Marketing /innovation position in FMCG, Luxury section, to become a good marketing/operation manager in 3 to 5 years in an international enterprise. Available as from June 2017

## EDUCATION

International MBA, IESEG School of Management, Paris, France 2016 - 2018

Bachelor of Arts in Teaching Chinese, Anhui Normal University, China 2003 - 2007

## WORKING EXPERIENCE

**L’Oréal Asia-Pacific Zone**                      **Cosmetics & FMCG**                      **Shanghai, China**

*Executive Assistant, Consumer Products Division*                      10/2013 – 08/2016

Worked for Brands: L’Oréal Paris & Maybelline New York, Marketing & Commercial Team.

- Compiled Maybelline monthly financial report (Sales & Unit, P&L).
- Consolidated marketing plan and stage plan for both brands.
- Liaised between marketing team and suppliers, using SRM/SAP

*Assistant, Luxe Division*                      12/2012 – 09/2013

Worked for Brands: Lancôme & Kiehl’s, Visual Merchandising & Retail Education Team

- Supported the team on administration tasks (travel booking, budget following up).
- Re-edited the Kiehl’s marketing training material to adapt to the local China market

**Brussels Confucius Institute**                      **Education & Training**                      **Brussels, Belgium**

Chinese(Mandarin) teacher to Belgium working professionals.                      04/2012 – 10/2012

**IMandarin Institute**                      **Education & Training**                      **Shanghai, China**

*Chinese(Mandarin) Teacher*                      10/2007 – 02/2012

- Delivered language classes to international working professionals
- organized the “star teacher” campaign to select the best teacher per month.

**Shanghai World EXPO 2010**                      **Tourism & Government**                      **Shanghai, China**

*Hostess & Communication Coordinator, Algerian Country Pavilion*                      04/2010 – 10/2010

- Provided pavilion guidance to around 5,000 visitors per day.
- Contributed in “Pavilion Day” event to celebrate the success in EXPO
- Supported the pavilion director on visa procedure

## PROFESSIONAL SKILLS

### TEAM WORKING



### BUSINESS ANALYSING



### INTERPERSONAL



### MULTI-TASKING



### NEGOTIATING



### COORDINATION



## PERSONAL SKILLS

DYNAMIC

AMBITIOUS

RESPONSIBLE

## LANGUAGES & INTEREST

CHINESE (MOTHER)

ENGLISH (PROFESSIONAL)

FRENCH (FLUENT)

BICYCLE

LITERATURE

SOCIAL NETWORKING



# PROFILE

Result-focus professional with six years of work experience in tax and advisory services in multiple sectors. Highly adaptive, working under pressure with strong analytical and problem solving skills. Coordination effectively with teams and clients to deliver timely outcomes.

# TA THI THANH HOA

+33 (0)7 684 644 78

thanhhoa1501@gmail.com

Date of Birth : January 15, 1988

Nationality : Vietnamese

## CAREER OBJECTIVES

To apply my tax service experiences to financial roles and develop my practice in accounting and finance. AVAILABLE AS FROM JUNE 2017

## EDUCATION

- INTERNATIONAL MBA** Aug 2016- current  
IESEG SCHOOL OF MANAGEMENT, PARIS - FRANCE
- ACCA ACCOUNTANCY QUALIFICATION** Dec 2011- current  
Progressive and professional certificate
- BACHELOR OF COMMERCE** Sep 2006 – Feb 2010  
RMIT INTERNATIONAL UNIVERSITY VIETNAM, HO CHI MINH CITY – VIETNAM  
Exchange Student in RMIT University – Melbourne – Australia (2009)

## EXPERIENCE

- Senior Tax Consultant at ERNST & YOUNG VIETNAM LIMITED, TAX & ADVISORY SERVICES** Oct 2012 – Jul 2016
  - Managed multiple engagements and other tax, financial and accounting related activities
  - Reviewed and analyzing the tax reports and financial information to serve clients' purposes
  - Consolidated the financial data for purposes of analysis
  - Initial led the teams, timely delivering tasks, advices and annual tax returns to all clients during busy season
  - Acted as a first point of contact to my clients for queries related to daily operation
  - Worked under high pressure to provide many advices/reports to the clients in relation to the structuring advices.
- Junior Tax Consultant at ERNST & YOUNG VIETNAM LIMITED, TAX & ADVISORY SERVICES** Aug 2010 – Sep 2012
  - Assisted superiors in projects focused on:
    - Preparation of recurring income tax returns for individuals and corporations
    - Preparation of VAT refund application; notification of tax exemption under Double Tax Treaties, tax audit assistance
    - Consulted on financial statements, accounting system and regulations in accounting activities and various tax issues
- Sale Consultant/ Education Consultant at RAFFLES EDUCATION** Feb 2010 – Jun 2010
  - Co-ordinated activities such as education fairs, workshops and recruiting potential students through one-to-one consultation and presentation
  - Course Consultation to potential students by understanding their interest and recommend the suitable program to them
  - Attended to enquiries through phone, email and walk-in appointments
  - Ensured proper management of enquiry database
  - Conducted telemarketing and followed up on potential students for registration of program
- HR Intern at VIETNAMWORKS** Feb 2010 – Jun 2010
  - Supported team leader to develop an extensive customer database
  - Assisted in ad-hoc projects such as: screening candidate's profiles, phoning candidates to update their CVs, ...

## AREAS OF EXPERTISE

### PROJECT MANAGEMENT

### CUSTOMER SERVICES

### TEAMWORK

### LEADERSHIP

### COMPUTER PROFICIENT

## PERSONAL SKILLS

### DYNAMIC

### AMBITIOUS

### DETAIL-ORIENTED

## LANGUAGES & INTEREST

ENGLISH (FLUENT)

VIETNAMESE (MOTHER)

FRENCH (PRE-INTERMEDIA)

TRAVEL

SOCIAL NETWORKS

MUSIC



## PROFILE

More than 7 years experience working in Pharmaceutical sector with 5 years working in Sales position and 2 years working in Marketing position.

I have Pharmaceutical background as well as Business Management knowledge which I learned at IESEG school of Management.

## THAO HUYNH

+33 (0)623360482  
Thaohuynh1525@gmail.com

Date of Birth : February 15,1985  
Nationality : Vietnamese

## CAREER OBJECTIVES

I would like to work in Europe to globalize my experience, and develop my expertise in Pharmaceutical Sector, mainly in OTC and ETC Market. I will be available as of June 2017

## EDUCATION

**INTERNATIONAL MBA** Sep 2016- May2017  
**IESEG SCHOOL OF MANAGEMENT (FRANCE)**  
Leaning the comprehensive knowledge on Economics, Business and Management. Understand and have the picture on the Europe as well as Global market.

**BACHELOR OF PHARMACEUTICAL** Sep 2003 – Nov 2008  
Ho Chi Minh Medical and Pharmacy University (Vietnam)

## EXPERIENCE

**Junior Product Manager at IPSEN Pharma** Aug 2014 – Aug 2016  
Initiate Operational Plan for both products.  
Implementation of all Marketing Activities as well as analyzing the impacts.  
Operational Planning; Budget Management and reporting to the Board of Directors

**Marketing Assignee at MSD Vietnam** Aug 2013 – Aug 2014  
Project coordinator of two big campaign:  

- Hypoglycemia Campaign of Januvia®, one of Diabetes Product;
- and HEART DAY of Vytarin® one of Hypertension product

**Medical Representative at MSD** Sep 2008 – Aug 2013  
In charge of all activities related to sales at the allocated territories

## PROFESSIONAL SKILLS

### PROJECT MANAGEMENT



### MARKETING



### STRATEGIC ANALYSIS



### PRODUCT KNOWLEDGE



### MARKET RESERACH



### MICROSOFT OFFICE



## PERSONAL SKILLS

**DYNAMIC**

**AMBITIOUS**

**CREATIVE**

## LANGUAGES & INTEREST

ENGLISH (FLUENT)

VIETNAMESE (MOTHER)

PHOTOGRAPHY

TRAVEL

SOCIAL NETWORKS



## PROFILE

Motivated MBA graduate in Paris with experience in political campaigns, event planning and execution, and stakeholder relationship building. Seeking challenging positions in Europe.

## ALEXIS EVA KAGARAKIS

+1 (805) 689-2182

akagarakis@gmail.com

Date of Birth : February 11, 1991

Nationality : American

### CAREER OBJECTIVES

Seeking a management position where I can bring my abilities to help the company thrive and achieve its communication goals. Available as of June 16

### EDUCATION

*Master of Business Administration* Aug 2016- May 2017  
Institut d'Economie Scientifique Et de Gestion (IESEG) in Paris

*B.A. POLITICAL SCIENCE - INTERNATIONAL RELATIONS* Sep 2009 – June 2013  
California Polytechnic State University, San Luis Obispo  
California State University Florence, Italy (third year)

### EXPERIENCE

**Freelance Consulting Services** March 2016 – Present

- **Hemophilia Council of California** – Research partnerships with major pharmaceutical companies; Develop & execute strategic marketing & social media; Manage preparation for week-long annual bike ride fundraiser throughout California
- **Chartered Financial Analyst Society** – Developed & implemented strategic marketing plan to grow client membership & brand recognition; Managed board deliverables & communications; Coordinated member events, social media, outreach and programs

**California Campaign Fellow, Hillary for America** May 2016 – June 2016

- Managed campaign headquarters, volunteers & execution of events
- Coordinated & led GOTV efforts with over 100 volunteers; acted as liaison between VIP guests and local and national news stations
- Trained volunteers to effectively use Vote Builder database

**Account Coordinator, Perry Communications Group, Inc.** Aug. 2014 – Nov 2015

- Planned & executed 3 events uniting 80 legislators, patient advocates, & industry experts
- Developed daily strategic, cutting-edge social media content for six client healthcare initiatives & oversaw social media account activity for 3 patient advocacy organizations
- Presented a briefing to educate stakeholders on a California campaign initiative & activate advocacy efforts at 7 client meetings throughout the state
- Drafted & distributed letters to U.S. Congress on behalf of patient advocates in healthcare sector
- Analyzed daily legislative outcomes & news coverage to determine alignment with client goals

**Event Coordinator & Political Consultant, Public Policy Solutions** Sep 2012 – Nov 2015

- Assisted with logistics & execution during book tour for Secretary of State Hillary Clinton at private events, Google, & Twitter headquarters
- Managed President Bill Clinton’s VIP guests at 4 private & Clinton Foundation functions
- Contributed to the successful campaign of U.S. Congresswoman Lois Capps through daily headquarters duties & constituent outreach; Personally thanked by Ms. Capps for efforts
- Provided logistical support on over 20 campaign events & fundraising efforts on federal, state & local levels
- Acted as liaison between Napa Film Festival & VIP guests; Oversaw event schedule, transportation, meals & press event attendance; Personally thanked by John Travolta & Festival founders

### PROFESSIONAL SKILLS

INTERPERSONAL SKILLS

PROBLEM SOLVER

INFLUENTIAL

EFFECTIVE COMMUNICATOR

TEAM PLAYER

SOCIAL MEDIA PLATFORMS

### PERSONAL SKILLS

COLLABORATIVE

SOCIAL

EMPATHETIC

### LANGUAGES & INTERESTS

FRENCH (B1)

ENGLISH (NATIVE)

TRAVEL

POLITICS

VOLUNTEERING



## PROFILE

Electrical & Electronics engineer with 3+ years experience in IT and PMO consulting.

MBA Student looking for a 6 months internship in business consultancy and project management.

## KEERTHANA KALAISELVAM

+33 (0)6 679 332 07

keerthana.kalaiselvam@iesege.fr

Date of Birth : Nov 5, 1990

Nationality : Indian

### CAREER OBJECTIVES

Looking for an innovative and challenging career that will utilize my skills and dedication to the organization's development.

### EDUCATION

**INTERNATIONAL MASTERS OF BUSINESS ADMINISTRATION** Sep 2016- Jun 2017  
International Masters of Business Administration (IMBA), Major in Consulting, IESEG Paris, FRANCE

**BACHELOR OF ENGINEERING** Aug 2008 – June 2012  
Bachelor of Engineering in Electrical and Electronics, Anna University, Chennai (INDIA)

### EXPERIENCE

**PMO Analyst @ Accenture,** December 2013 – November 2015  
Chennai INDIA.

#### Responsibilities:

- Developed daily and weekly KPI metrics for the project to report on project to the hierarchy via dashboards
- Implemented Project portfolio reporting and analysis, headcount analysis and internal tools management
- Monitored time and expense reporting using SAP for (Onshore/Offshore) teams, invoicing and billing of the project
- Led weekly project team status and updates meetings
- Organized project documentation and prepared audit documents.
- Directed performance study within the project to improve work efficiency. Implementation of agile management methods, for better project management.

#### Achievements:

- Hired, trained, supervised, and evaluated 300+ resources in the project. Refined PMO process and procedures and delivered new joiner induction for employees
- Effectively managed a busy department at a time of change. Earned significant leadership award.

**SOFTWARE ENGINEER @ Accenture,** October 2012 – November 2013  
Chennai INDIA.

#### Responsibilities:

- Point of contact between Onshore Client and Offshore development teams. Expressing needs of client into functional specifications. Prepare & program new evolutions of application according to business requirements.
- Executed and managed evolutions of Customer Relationship Management (CRM) applications in Field Services, Sales, and marketing activities.
- Raised defects and dispatched to technical teams. Supervised meetings on follow-up of defects resolution with development teams. Maintained good KPI numbers throughout releases.
- Study of improvements in performance & user acceptance for the client

#### Achievements:

- Successfully implemented Service Management process for the client, including Service Contracts, Customer Care Management and Billing Process.
- Earned award for Improving application efficiency and customer satisfaction by 80% through end user feedbacks.

### PROFESSIONAL SKILLS

PROJECT  
MANAGEMENT

STRATEGIC  
MANAGEMENT

CRM

MARKETING  
STRATEGY

AGILE  
METHODS

SALES &  
DISTRIBUTION

### PERSONAL SKILLS

DYNAMIC

AMBITIOUS

CURIOUS

### LANGUAGES & INTEREST

FRENCH (OPERATIONAL)

ENGLISH (MOTHER)

TAMIL (MOTHER)

INDIAN CLASSICAL DANCE

BASKET BALL

TREKKING



## PROFILE

Passionate, highly motivated tech professional with nearly 5 years of experience with clients in domains such as telecom, retail and has undertaken varied roles such as Tester, Test Designer, Module Test Lead and OSS Telecom Product SME, Business Analyst.

## NISHANT KURUP

+33 (0)753 108 645

nishant.kurup.nk@gmail.com

Date of Birth : December 8, 1988

Nationality : Indian

### CAREER OBJECTIVES

Looking to combine my engineering expertise along with my business skills gained from the MBA to transition into a consulting (functional/ technology), product management, marketing role (digital/traditional). Available as from June 2017

### EDUCATION

#### INTERNATIONAL MBA

Aug 2016- Sep 2017

Currently pursuing an MBA to increase my managerial skills and gain knowledge of concepts in Marketing, Project Management, Entrepreneurship, Finance, Human Resource Management etc.

#### BACHELOR OF ENGINEERING

AUG 2006 – DEC 2010

Completed my Bachelors of Engineering in Electronics and Telecommunications, where I gained an understanding of concepts related to Computer Networks, Optical communication, Internet Engineering, Satellite communication

### EXPERIENCE

#### Senior Software Engineering Analyst at ACCENTURE (India)

Dec 2014 – April 2016

- Lead a multi-vendor testing team, which includes CIT testers, E2E testers,
- Product Management: of complex high latency telecom product,
- Performed Business analysis for reducing overall development and test effort,
- Organizing Status meetings and send weekly reports to client / internal management.

#### Software Engineering Analyst at ACCENTURE (India)

Sep 2012 – Nov 2014

- Mentor new team members on product / application and bring them up to speed by training them on the applications/E2E journeys/walkthroughs and providing access to share-points /test artefacts.
- Perform Test Design, in consultation with Business Analysts, Telecom SME's, Delivery management

#### Associate Software Engineering. Analyst at ACCENTURE

June 2011 – Aug 2012

Defect tracking and understanding of Software Development Lifecycle, Automation of Test Cases using HP UFT, Selenium Web driver, Execution of Test Cases as per the High level scenarios

### PROFESSIONAL SKILLS

#### TEAM LEADERSHIP

#### SOFTWARE TESTING

#### BUSINESS ANALYSIS

#### TELECOM OSS/BSS SYSTEMS

#### STATUS REPORTING

#### CLIENT INTERACTIONS

### PERSONAL SKILLS

#### TEAM PLAYER

#### ANALYTICAL

#### THOUGHT LEADERSHIP

### LANGUAGES & INTEREST

ENGLISH (FLUENT)

FRENCH(BEGINNER)

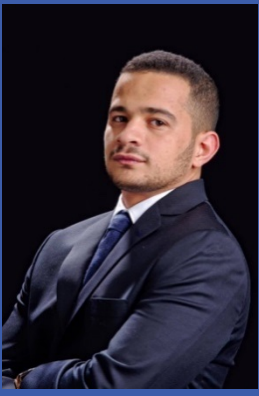
HINDI(FLUENT)

TRAVEL

READING

GEO-POLITICS

EMERGING TECHNOLOGIES



# PROFILE

An Ambition MBA student with bachelor degree in Oil and Gas Engineering and more than 3 years of experience in different industries. One year of experience in the energy industry as a field engineer, using analytics tools and logic thinking to solve problems. And 2 year of experience in importing and distributing industry as Sales Manager.

# AHMED LAWENDY

+33(0)698443163  
Ahmed.lawendy@ieseg.fr

Date of Birth : Dec 06, 1991  
Nationality : Egyptian

## CAREER OBJECTIVES

Using my skills and experiences to be a producer person in the society. Doing the best effort to make a positive change in the environment through the hard team working. To be a part of the solution for every problem in the corporation. and developing my tools and abilities to become a successful leader in the organization's position.

## EDUCATION

**INTERNATIONAL MBA** Sep 2016- Jun 2017  
Doing my MBA degree in Paris in IESEG School of Management is a new vision and different way to look at the world through working with different multicultural student with professional background.

**BACHELOR DEGREE IN ENGINEERING** Sep 2008 – Jul 2013  
My Engineering degree in petroleum engineering and gas technology from London South Bank University the main base for my logical thinking in solving problems.

## EXPERIENCE

**Field Engineer and Assistant Operation Manager** April 2015 – June 2016  
In The I.P.R International Group of Companies, I worked on Oil Drilling Rig to report all the operation process to the main department and to propose daily solutions in a demanding environment under high pressure.

**Sales and Marketing Account Manager** 2014 – 2015  
Responsible for sales process and marketing for EL-LAWENDY FOR IMPORTING AND TRADING IN EGYPT. In charge of sales activities including technical sales aspect. By analyzing market needs, I proposed another product and developed the company product portfolio, which generated more income

**Out Door sales** 2013 – 2014  
Working with a team to achieve our targets by negotiating with wholesalers and the retailer to sell our products. I sold many different products to different kind of markets. I understood the way to be able to sell any product by matching the needs at the right time.

## PROFESSIONAL SKILLS

PROBLEMS SOLVING



NEGOTIATION



LEADERSHIP SKILLS



ANALYTICAL SKILLS



HARD WORKING



STRATEGIC THINKING



## PERSONAL SKILLS

DYNAMIC

AMBITIOUS

CREATIVE

## LANGUAGES & INTEREST

ENGLISH (MOTHER )

ARABIC (FLUENT)

FRENCH (BEGINNER)

SPORTS

TRAVEL

# PROFILE



I possess a growing international perspective of Business, Economics, and Culture. Enthused, ambitious, and inspired; my passions are Management, E-commerce, Art and Travel.

YIHSUAN LEE

+33 (0)6 32019595  
Yi-hsuan.lee@ieseg.fr

Date of Birth : December, 1985  
Nationality : Taiwan

## CAREER OBJECTIVES

My objective is to utilize my skills and experience to contribute to business growth in areas of supply-chain management and operations. I am open to new challenges and opportunities that will allow me to use my creativity and professionalism as I grow within a versatile business environment.

## EDUCATION

IESEG SCHOOL OF MANAGEMENT Aug 2016- May 2017  
International MBA  
NATIONAL CHUNG HSING UNIVERSITY Sep 2006 – Jul 2011  
Bachelor of Foreign Languages and Literatures

## EXPERIENCE

Chingluh Nike Division October 2011 – August 2016

### Procurement Manager 07/2015-06/2016

Managed the procure-to-pay process as well as leading 4 teams with a total of 134 people

- Purchasing and Payment Management
  - Purchase Request/Purchase Order approval
  - MRP/Inter-company Purchase Order
    - Vendor Management
  - Supplier Master Data/Supplier Performance/Supplier Forecast/MOQ
  - Purchase Price Variance Management
- Raw Material receive and Warehouse Management
  - Optimized warehouse inventory level
  - RM Recieve/Claim due to defects/Safety Stock Management
  - Review and adjust Kanban stock

### Purchasing Supervisor 05/2012-06/2015

Purchased raw material, consumables, and vital equitment across world main regins for leading a team with a total of 28 people

- Develop, lead and execute purchasing strategies
- Track and report key functional metrics to reduce expenses and improve effectiveness
- Source and partner with reliable suppliers
- Determine quantity and timing of deliveries
- Monitor and forecast upcoming levels of demand

### Executive Assistant of GM 10/2011-04/2012

- Planned and scheduled meetings and appointment in support of GM
- Managed special projects for the company (ex. Brazil anti-dumping project)
- Prepared and edited correspondence, reports, and presentations

### Ray Cammack Shows

June 2010 – September 2010

**Client Advisor/Game attendant** (Student Work & Travel program)  
Exhibited strong communication skills with guests and colleagues

## PROFESSIONAL SKILLS



## PERSONAL SKILLS

CREATIVE  
DYNAMIC  
TEAM PLAYER  
PROACTIVE

## HONORS AND AWARDS

2015 Nike Global Footwear Material Summit, Beaverton, USA  
Chingluh Group Representative

2010 Jing E Prize, National Chung Hsing University, Honors Student

2008-2009 Student Association, Department of Foreign Language and Literatures, President

## LANGUAGES & INTEREST

CHINESE (NATIVE)  
ENGLISH (FLUENT)  
INDONESIAN (INTERMEDIATE)  
FRENCH (BASIC)  
TRAVEL  
SOCIAL NETWORKS  
SCUBA DIVING  
GOLF



## PROFILE

I consider myself to be a hard-working and ambitious individual whom to date has demonstrated the effectiveness of my intellect and desire to achieve. Having been promoted with quick succession in the past, I relish any opportunity to prove my worth and deliver results within an organisation. I continuously strive to produce the best that I can, I am always eager to pursue new opportunities and expand my knowledge.

## CERYS LILLYWHITE

+33 (0)6 46303911

ceryslillywhite@live.co.uk

Date of Birth : March 28th, 1990

Nationality : British

### CAREER OBJECTIVES

To combine business knowledge acquired from studying a Master's in Business Administration with previous knowledge and experience gained from the Healthcare industry to pursue a career in Marketing within Pharmacology.

### EDUCATION

#### MASTER IN BUSINESS ADMINISTRATION

Sep 2016- Jun 2017

IESEG School of Management | Paris, France

#### BACHELOR OF SCIENCE

Sep 2008 – Jul 2011

Adult Health Science (Nursing)  
City University | London, UK

### EXPERIENCE

#### Outpatient & Pathology Manager

Dec 2014 – Aug 2016

BMI Healthcare London, UK

- Multi-Department Management with 25 staff members • Budget Management • Procurement • Quality and Compliance control • Outsourcing contract management with the "Doctors Laboratory" • Chairing hospital-wide Pathology action meetings and Outpatient Departmental meetings • Recruitment • Managed reorganisation of clinical and admin outpatient departments • Implemented new revenue capture process (increased revenues 14%)

#### Clinical Services Lead

Jun 2014 – Dec 2014

BMI Healthcare | London, UK

- Most Senior Clinical Member of department • Monitoring quality through audit and patient feedback • Staff rota and delegating staff duties • Chair weekly senior nurses meeting • Short-time in role due to fast promotion

#### Senior Nurse & Live Donor Kidney Transplant Coordinator

Nov 2013 – Jun 2014

BMI Healthcare | London, UK

- Co-ordinating nurses in duties outlined by Clinical Services Lead • Implemented new rota system • Co-ordinated Live Donor Kidney Transplant Service

#### General Practice Nurse

Dec 2012 – Nov 2013

NHS – The Lawson Practice | London, UK

- Autonomous nursing managing own appointments and case load • Extensive training on chronic diseases, travel medicine, childhood vaccinations, sexual health and contraception and family planning.

#### Emergency & Resuscitation Nurse

Sep 2011 – Dec 2012

NHS – Homerton University Hospital | London, UK

- Critical care nurse trained within minors, majors and resuscitation room • Liaison with external social care services regarding complex social needs • Extensive training on pharmacology within emergency, prioritisation, communication, trauma and cardiorespiratory emergencies, cardiopulmonary resuscitation (adult, child and infant)

### PROFESSIONAL SKILLS

#### PEOPLE MANAGEMENT



#### MEDICAL KNOWLEDGE



#### PRIORITY PLANNING



#### BUDGET MANAGEMENT



#### TEAMWORKING



#### PROJECT MANAGEMENT



### PERSONAL SKILLS

#### COMMUNICATION

#### AMBITION

#### PERSEVERANCE

### LANGUAGES & INTEREST

FRENCH (B1 LEVEL)

ENGLISH (MOTHER)

SAILING

TRAVEL



# PROFILE

MBA Graduate in Paris looking to relocate to the USA. Highly organized, results-oriented and proactive Industrial Engineer & SAP consultant with 5 years of experience in the areas of Sales and Distribution and Services.

# ANDRES E LOPEZ

+33 (0)7 862 725 62

Andreslopez.1@gmail.com

Date of Birth : December 8, 1988

Nationality : Mexican

## CAREER OBJECTIVES

Pursuing a management position. Eager to lead and develop a group of diverse individuals motivated for learning and growing continuously.

## EDUCATION

**INTERNATIONAL MASTER IN BUSINESS ADMINISTRATION**  
IESEG School of Management in Paris, France.

Sep 2016 - May 2017

**SAP SALES AND DISTRIBUTION CERTIFICATION**  
Lithan Genovate Technologies in Bangalore, India.

Sep 2011 – Nov 2011

**B.S. INDUSTRIAL ENGINEERING**  
Minor in Systems engineering. Instituto Tecnológico y de Estudios Superiores de Monterrey in Torreon, Mexico.

Aug 2007 – Dec 2011

**MANUFACTURING PROCESSES INTENSIVE COURSE**  
Oklahoma State University in Oklahoma, US.

June 2011 – July 2011

**BUSINESS SEMESTER ABROAD**  
Ecole Supérieure de Commerce in Montpellier, France.

Jan 2010 – May 2010

## EXPERIENCE

**SAP Sales and Distribution & Services consultant at Schneider Electric, Monterrey, Mexico.**

June 2012 – Sept 2016

- Incident management support for sales and distribution flows in over 15 countries in Americas, Europe and Asia Pacific.
- Bug fix management. Responsible for managing technical and functional teams. Led cross communication meetings to resolve issues and agree on deadlines to exceed customer satisfaction.
- Change request management and discussion with key customers to provide configurations and enhancements required. Met the ERP and customers' specifications by proactively seeking and solving showstoppers, achieving 90% of requests on time.
- Project implementation and hyper care in various countries including USA, France, India and Argentina. Led offshore technical and functional teams to deliver solutions for different projects with 95% of customer satisfaction achieved by conducting meetings with all stakeholders.

All activities were carried out in an international environment across different countries.

**Engineering Professor at Tec Milenio University, Monterrey, Mexico.**

May 2013 – May 2014

- Mathematics, Marketing, Services Re-engineering, Information Technology and Industrial Engineering professor for engineering undergraduate students.
- Conducted lectures to group over 30 students.
- Achieved over 85% in student satisfaction surveys in most of my lectures.
- People management and problem solver skills required to accomplish class objectives.

**Intern at Partnership International, Washington, DC.**

Jan 2011 – May 2011

Reviewed and analyzed consultants for renewable energy projects to be submitted to the World Bank organization.

## PROFESSIONAL SKILLS

### SAP SALES & DISTRIBUTION



### COMMUNICATION



### LEADERSHIP



### LISTENING



### RESULTS-ORIENTED



### ORGANIZED



## PERSONAL SKILLS

### COLLABORATION

### PLANNING

### SETTING GOALS

### ADAPTABLE

### FLEXIBLE

## LANGUAGES & INTEREST

FRENCH (B1)

ENGLISH (FLUENT)

SPANISH (MOTHER)

PHOTOGRAPHY WHILE TRAVELING

POLITICS

DOGS



## PROFILE

MBA GRADUATE FROM IESEG SCHOOL OF MANAGEMENT WITH VAST EXPERIENCE IN MARKETING AND SALES. CREATIVE, ACHIEVEMENT DRIVEN AND NATURAL LEADER, PASSIONATE ABOUT SPORTS , TRAVEL AND ENTREPRENEURSHIP.

## ANDREW MANOUK

☎ +33 (0)6 62 68 09 99

✉ andrew.manouk@ieseg.fr

Date of Birth : October 14 1991

Nationality : Canadian

## CAREER OBJECTIVES

Combining my passion and knowledge of sports, with my experience in marketing and sales to work for a major sporting goods company in a project manager position that provides constant challenges and an opportunity for advancement. Available as of July 1st.

## EDUCATION

IESEG SCHOOL OF MANAGEMENT [Paris, FR 2016-2017](#)  
International MBA

BISHOP'S UNIVERSITY [Sherbrooke, QC 2009 -2013](#)  
B.A Honours in Environmental Studies & Minor in Business ; Entrepreneurship

## PERSONAL SKILLS

ACHIEVEMENT DRIVEN

CREATIVE

AMBITIOUS

LEADER

## EXPERIENCE

Cogent Communications [Montreal, QC - October 2015 – August](#)

- Hunt to identify new B2B opportunities within Quebec, Canada's second largest city.
- Prospecting and selling efforts through field work such as building walks, lobby events, property management relationships, and customer face to face meetings
- Achieved monthly revenue goals and helped Cogent customers by positioning our services for new business

CCM Skills Camp (Seasonal) [Montreal, Qc - June 2013 – Mar 2015](#)

- Travel to cities across North America promoting the CCM Hockey brand
- Work with coaching staff to create an on-ice and dry land training programs
- Strong product knowledge when discussing the technicalities, advantages and benefits of CCM Hockey gear

Bam Strategy [Montreal, QC April 2013 – July 2015](#)

- Coordinate interactive programs and online campaigns from conception to launch for over 10 clients
  - Including: CCM Hockey, Reebok, Proctor & Gamble, Brother, Websaver, etc
- Communicate between internal teams and third parties acting on behalf of the clients
- Create proposals, timelines, budgets, post-program reporting
- Quality control throughout the project's life cycle

## ENTREPRENEURIAL STARTUPS

Bishop's University Men's Hockey Team [Sherbrooke, QC - 2010 – 2013](#)  
Co-Founder, Manager & Coach

EZ Green Lawn Services [Newmarket, ON - 2005 – 2013](#)  
Co-Founder, Manager & Coach

## LANGUAGES

ENGLISH

FRENCH



# PROFILE

I am a self-starter and a detail oriented professional who is also able to keep a broader vision. Furthermore, I am a good team player who listens actively, shows commitment to the team and works as a problem-solver.

# LUIZ FELIPE MONTEIRO

+33 (0)7 69 27 37 51

luizfmmonteiro@gmail.com

Date of Birth : May 7, 1986

Nationality : Brazilian

## CAREER OBJECTIVES

Motivated by an audit position in Europe, where I could bring my strong experience in risk management and business development.

## EDUCATION

### INTERNATIONAL MBA

Aug 2016- May 2017

IESEG School of Management, Paris - France.

### BACHELOR OF BUSINESS ADMINISTRATION

Jan 2005 – Dec 2008

Fundacao Armando Alvares Penteado, Sao Paulo - Brazil .

## EXPERIENCE

### Internal Audit Supervisor at COATS PLC

March 2014 - August 2016

- Responsible for performing risk-based audits of several business units in more than 15 countries, requiring visits to Europe (e.g. Italy, Poland and Estonia), Americas (e.g. Argentina and Mexico) and Africa (e.g. Tunisia and Morocco);
- Regularly conducting a thorough review of assigned business units and country operations, measuring compliance with all relevant group policies and procedures to maintain efficiency;
- Formulating and delivering detailed reports and presentations on business risks, specifying recommendations for process improvements to promote efficiency and high quality output;
- Overseeing and performing operational and financial audits across Finance, Accounting, Costing, Sales, Procurement, Stocks, HR and IT, identifying and analysing control weaknesses to facilitate development of effective solutions;
- Providing comprehensive support to the auditing team to assist with accurate evaluation of all internal controls.

### Internal Auditor at PwC

April 2010 - March 2014

- Coordinated a number of activities including walkthroughs, risk identification procedures, testing key controls and preparation of detailed reports;
- Served as team leader on various engagements related to internal audit processes for multinational clients, overseeing operations and preparing comprehensive reports on control and risk mapping, control testing, internal control assessment, flowcharting, identification of risk in business processes and developing effective strategies;
- Key contributor on several projects across numerous industries and other projects of varying scope, including forensic investigations, sustainability and Sarbanes-Oxley (SOX) projects;
- Successfully completed a number of training courses relating to risk management and internal audit procedures, including PwC Internal Audit Methodology and Certified Internal Auditor (CIA) Preparation.

### Business Analyst at Accenture

March 2007 - March 2009

- Provided full support to managers in costing commercial outsourcing proposals and preparing all required technical materials, assisting on projects for clients across a variety of sectors including manufacturing, construction, communication and high technology;
- Coordinated the collection and analysis of sensitive information relating to clients and sales operations, effectively managing the sales pipeline and ensuring successful undertakings for the business.

## PROFESSIONAL SKILLS

### INTERNAL AUDIT



### RISK MANAGEMENT



### BUSINESS DEVELOPMENT



### SAP



### ACL



## PERSONAL SKILLS

### SELF-STARTER

### RESPONSIBLE

### FAST LEARNER

## LANGUAGES & INTEREST

ENGLISH (FLUENT)

PORTUGUESE (NATIVE)

SPANISH (ADVANCED)

FRENCH (BEGINNER)

TRAVEL

SPORTS

CINEMA



# PROFILE

Management and engineering graduate with 4 years of experience in business analysis and IT consulting with knowledge in pre-sales, change management, program management and market research. Passionate problem solver who is result oriented with a strong drive for perfection. Self-motivated and detail oriented with proven ability to meet deadlines.

# MOHAMMED NIJIL M

+33 (0)751153309

md.nijil@hotmail.com

Date of Birth : Oct 16, 1990

Nationality : Indian

## CAREER OBJECTIVES

To work in an environment that allows me to apply the concepts I have learnt in an innovative manner as well as showcase my technical and management skills so as to facilitate the growth of both the company and myself. Make tangible difference to the lives of people around me.

## EDUCATION

<b>INTERNATIONAL MBA</b>	Jan 2017- May 2017
IESEG School of Management Paris, France	
<b>GLOBAL MANAGEMENT PROGRAM (MASTERS)</b>	Jun 2016 – Dec 2016
S.P.Jain Institute of Management & Research Mumbai, India	
<b>BACHELOR OF TECHNOLOGY</b>	July 2008- May 2012
Amrita School of Engineering Coimbatore, India	

## EXPERIENCE

**Business Analyst at Cognizant Technology Solutions** Sept 2012 – May 2016

### Responsibilities:

- Respond to RFI/RFP and collaborate with on field sales team for opportunity presentations
- Create marketing collaterals & training materials for Medicare Medicaid SGO
- Proactive and reactive client pursuit
- Competitor Benchmarking & Market Research
- Acting as the liaison between technical teams and business.
- Preparing and owning the requirement traceability matrix, business requirement document and use cases
- Coordinating with all internal stake holders for smooth and on time delivery.
- Collaborate with technical teams to identify the different gaps in the system.

### Achievements :

- Single handedly managed the whole migration project involving 22 diverse technical teams spread across 5 global locations
- Received Most Impactful Strategic Growth Opportunity Group award for the contribution to Medicare Medicaid SGO
- Conceived and implemented innovations on Medicare Medicaid SGO operations by adding gamification features into employee collaboration

## PROFESSIONAL SKILLS

### REQUIREMENT ELICITATION



### GAP ANALYSIS



### PRE-SALES



### MARKET RESEARCH



### IT STRATEGY



### PROJECT MANAGEMENT



### CHANGE MANAGEMENT



## PERSONAL SKILLS

CREATIVE

DYNAMIC

INTUITIVE

TEAM PLAYER

PRO-ACTIVE

## LANGUAGES & INTEREST

ENGLISH (FLUENT)

FRENCH (INTERMEDIATE)

MALAYALAM (MOTHER)

HINDI (FLUENT)

GEO POLITICS

TRAVEL

MUSIC



## PROFILE

A competitive self-starter with 10yrs experience in working for global Mining companies and 7yrs of that within IT Portfolio and Programme division based in South Africa, Johannesburg, supporting countries in Europe, North America, Australia and the rest of Africa.

## SIPHIWE NGOBENI

+33 (0)7 688 236 22

Siphiwe001@hotmail.com

Date of Birth : April 01, 1984

Nationality : South African

### CAREER OBJECTIVES

I am looking for opportunities within the Project Management Office. I am passionate about establishing and commissioning PMO standards and governance globally in new industries. I will be completing my International MBA studies this year and will be available to start in June 2017

### EDUCATION

MASTER IN BUSINESS ADMINISTRATION (MBA)

August 2016- May 2017

IESEG School Of Management Paris

NATIONAL DIPLOMA : INFORMATION TECHNOLOGY (IT) January 2003 – December 2005

(Diploma is Equivalent to 1st Degree Level)

University of Johannesburg, South Africa

### EXPERIENCE

**Project Management Office Lead** at AngloGold Ashanti

January 2013 – July 2016

Established an insourced Information Technology Project Management Office (PMO) at the Head Office and developing it in 4 Continents. Design and implement the PMO Governance frameworks and processes. Performed all PMO functions within the global organization

**Programme Manager** at RioTinto (Mining)

May 2011 – December 2012

Lead and manage the implementation global projects within the IT Infrastructure and Applications environment. Manage a team of 3 Project Managers managing a total of 42 Projects.

**Project Coordinator** at Riotinto (Mining)

June 2010 – May 2011

Support to 5 Project managers with meeting organizing, minutes taking, travel booking, project documentation management. Global (Australia) Project Management Office local contact – Monitoring compliance to PMO governance

**Remote Support Officer** at Riotinto (Mining)

September 2007 – June 2010

Provide IT telephonic and virtual support to customers based in South Africa, Madagascar, Namibia and Zimbabwe

**Remote Support Officer** at Riotinto (Mining)

December 2005 – September 2007

Provide local IT technical support on the phone and walk customers who needed new computers, parts replacement, and any IT consultation

### PROFESSIONAL SKILLS

MS OFFICE



MS PROJECTS



SAP



PPM TOOLSET



PMBOK



PRINCE II



### PERSONAL SKILLS

SELF STARTER

DRIVEN

TEAM PLAYER

COMMUNICATION

NEGOTIATION

COLLABORATION

### LANGUAGES

FRENCH (BEGINNER)

ENGLISH (NATIVE)

# VISHNU RAJ



## PROFILE

### Experienced Business Development Manager

Realized my true purpose in life : Adding value to the society. With my engineering background I was able to help people around me by using DIY methods and simple innovative ideas which helped in their working environment and made life simpler. IESEG MBA helps me understand more about the international business development process and cross culture industries.

+33 (0)6 058 474 89

vishvivero@gmail.com

Vishnu.raj@ieseg.fr

Date of Birth : May 25, 1990

Nationality : India

Address : Odalys Campus, 113

avenue victor HUGO, Rueil

Malmaion, France 92500

## CAREER OBJECTIVES

To build a career that will draw on and develop my diverse abilities: self-confidence, leadership, interpersonal and structured thinking skills to new level in order that I will be an asset to the business successes and be a part of the future leaders of the company.

## EDUCATION

### INTERNATIONAL MBA (IMBA)

August 2016- September 2017

- International MBA (IMBA) in IESEG School of Management, Paris, France
- IESEG MBA helped me to understand the International Business Development process and the concepts to solve business issues with real-life examples while enjoying the famous Parisian culture and helped develop my professional network.

### BACHELOR OF ENGINEERING

May 2008 – May 2012

Bachelor of Engineering (B.Tech) in Information Technology & Engineering from Mangalam College of Engineering, Mahatma Gandhi University, Kottayam.

## EXPERIENCE

### BUSINESS DEVELOPMENT MANAGER

October 2015 - May 2016

- Achieved 133% of annual target in 9 months & earned the first promotion in 3 months
- Responsible for business development of HDFC Life financial products
- Managed a team of 23 Financial Consultants
- Regional Trainer as an additional responsibility & Trained over another 30 Financial consultants

### SALES DEVELOPMENT MANAGER

December 2014 – September 2015

- Responsible for business development of HDFC Life financial products
- Managed a team of 9 Financial Consultants
- Nominated as Regional Trainer as an additional responsibility & Trained over 21 Financial consultants

### PRODUCTION EXECUTIVE

July 2012 – November 2014

- Worked as Management Trainee - Operations at Mercury Rubber taking care of Operations.
- Responsible for Production, Logistics and Delivery of products

## PROJECT EXPERIENCE

### INTERNATIONAL BUSINESS DEVELOPMENT PART TIME

September 2016 – Till date

- Find potential clients in Europe and delivers the contract to India to design and develop website for the clients

### BLOOD DRIVE COORDINATORS

2009 – 2012

- Organized and coordinated blood drives
- Convince students to participate in blood donation drive

## OTHER ACTIVITIES

- Worked as a Free Lance Computer Assembler for 4 years
- Worked with my Father, in Purchasing Raw materials and Delivery of products for the family business, since age of 14.

## PROFESSIONAL SKILLS

### IT SKILLS

### PROBLEM

### SOLVING SKILLS

### MANAGEMENT

### COLLABORATION

### RESEARCH & STRATEGIC SKILLS

### CREATIVITY

## PERSONAL SKILLS

Ambitious

Client Retention Skills

Creative

Sales planning skills

Time Line Management

Dynamic

## LANGUAGES & INTEREST

ENGLISH (FLUENT)

MALAYALAM (MOTHER)

HINDI (INTERMEDIATE)

FRENCH (BEGINNER)

TAMIL (INTERMEDIATE)

## INTEREST

TRAVELLING & SPORTS

WEB DESIGNING

DIY PROJECTS MOVIES

TREKKING & PHOTOGRAPHY

ONLINE GAMES

INNOVATIONS

TECHNOLOGY



## PROFILE

I am a senior audit consultant with 10 years experience in business process review within mining, waste management and consulting sectors. Strongly motivated by senior position in the business process improvement management area within a global corporation. Available from 1 June 2017.

# Mmule RAMOTHIBE

+33 (0)7 68 03 7007

mmuleramothibe@gmail.com

Date of Birth : 17 November , 1973

## CAREER OBJECTIVES

Business process management snr positions within a global corporation which offers career development growth opportunities to executive level.

## EXPERIENCE

### Nandikwa Consulting Services (South Africa) Snr Manager Consultant Sept 2013 – Dec 2015

Consultant in a private owned company, providing services to small medium enterprises.

- Responsible for the provision of non-statutory audits services. Managing risks and improving business performance as well as assisting organisation in applying corporate governance principles.

### AngloGold Ashanti Ltd Group Internal (South Africa) Senior Audit May 2006 - Aug 2013

Headquartered in Johannesburg. It is the third-largest global gold mining company. Operating in 11 countries.

Listed on five stock exchanges, including the NYSE

#### Senior Internal Auditor, Sarbanes Oxley Compliance (July 2012 – August 2013)

- Managing client locations in South, West and East Africa. Responsible for ensuring compliance to Sarbanes-Oxley and AGA SOX compliance methodology.

#### Senior Internal Auditor, Information Technology Systems (May 2009 – June 2012)

- Responsible for planning and execution of general and application control reviews.
- Preparing audit reports and highlighting issues of recommendations to line management .
- Preparation of business units audit packs for quarterly presentation to audit committees.

#### Senior Internal Auditor Finance and Operations (May 2006- April 2009)

- Performing operational and financial related internal controls reviews. Preparing audit reports and highlighting issues of recommendations to line management.
- Presenting audit packs to audit committees and conducting follow up audits to ensure that management has taken corrective actions

### Enviroserv Holdings Pty - South Africa Audit Manager

March 2003 – May 2006

Headquartered in Johannesburg, it is a leader in Waste Management Solutions operating in 4 provinces within South Africa. Focused on providing environmentally responsible waste solutions to industrial and commercial clients

- Developed an audit department.
- Executing annual audit plans, designing, and implementing risk management policies and methodologies..
- Supervising, coaching and developing junior auditors

### Deloitte - (South Africa)

March 1997 – Feb 2002

A global -leading audit, consulting, tax, and advisory firm providing services to many of the world's most inspiring brands, including 80 percent of the Fortune 500 corporations.

#### Junior Auditor March 1999 – Feb 2002

Under the supervision of senior auditor, performed audits consisting of detailed reviews, examination and assessments of accounting systems, internal controls and financial transactions.

#### Graduate Training Program March 1997 – Feb 1999

Participated in the graduate professional training program which included but not limited to technical auditing and business skills training, coaching and client relationship building.

## EDUCATION

International MBA IESEG Business School – Paris – France

2016 – Present

Certificate in Control Self Assessment (CCSA) Institute of Internal Auditors South Africa

2009

Certificate in Accountancy University of Natal South Africa

2000

## AUDIT SKILLS

- OPERATIONAL AUDITS
- FINANCE AUDITS
- IT AUDITS
- RISK MANAGEMENT
- SUSTAINABILITY
- SARBANES OXLEY

## ACCOUNTING TECHNICAL

- IFRS
- GAAP

## COMPUTER SKILLS

- AUDIT SYSTEM TOOL
- SAP

## PERSONAL SKILLS

- SELF-MOTIVATED
- TARGET DRIVEN.
- MULTITASK
- FLEXIBLE
- EXCELLENT COMMUNICATION

## LANGUAGES & INTEREST

- ENGLISH (FLUENT )
- AFRIKAANS (FLUENT FRENCH (INTERMEDIATE)
- PHOTOGRAPHY
- TRAVEL
- SWIMMING



## PROFILE

My experience in areas of Real-Estate, Management, and Finance have broadened my economic perspective along with my International MBA. Enthused, ambitious, and inspired; my passions are entrepreneurship, art, and travel.

+33 (0)6 69 38 70 10

Olumba17@gmail.com

Date of Birth: May 8, 1986

Nationality: American, French

## CAREER OBJECTIVES

My objective is to gain an international perspective of Business, Finance, and Economics. I am currently seeking a (4-6 Month) Summer 2017 internship in the Western Europe Region. Available as from June 2017

## EDUCATION

INTERNATIONAL MBA (IÉSEG SCHOOL OF MANAGEMENT) Aug 2016-Sep 2017

Coursework includes Consultancy Management, Business Economics, Corporate Finance, People & Organizations, Responsible Management, International Negotiation, and Advanced Operations

BACHELOR OF SCIENCE (SUNY FARMINGDALE) Aug 2004-Jan 2008

Coursework included Marketing Principles, Finance, Consumer Behavior, International Business, Strategic Management, Organizational Behavior, Information Systems, and Operations Management

Honors and Awards : Magna Cum Laude, Phi Beta Kappa, Sigma Beta Delta

3.73 GPA

## EXPERIENCE

Real Estate Finance Intern at FRANKLIN FIRST FINANCIAL Jan 2016-July 2016

- Established relationships and evaluated financial market to design debt-consolidation and refinance sales packages to clients
- Developed an aptitude for presenting custom market-orientated recommendations for risk management and financial stability

Real Estate Salesperson at BOND NEW Nov 2013-Dec 2015

- Worked alongside clients interested in selling, purchasing, and renting homes in an around New York City while exercising sound judgement of the market
- Analyzed market trends and risk based on inquiries, inventory, comparative studies, and critical-thinking
- Assessed customer needs and qualifications through interviewing, problem-solving, and asset data management
- Prepared leases and contracts for sales closings along with payment breakdowns and annual estimates
- Managed the distribution of funds payable to sales office and leasing companies

Business Instructor at BERLITZ Sept 2012-Nov 2015

- Instructed private and group sessions in Accounting, Business, Sales, Human Resources, and Operations Management (Proctor & Gamble, MWH International, Banco Colpatría, KPMG)
- Developed exercises to support the development of students' pronunciation, grammar, punctuation, writing, and professional development along with understanding cultural differences in the world of business and language

General Manager at MAISON KAYSER USA Dec 2013-Nov 2014

- Managed and supervised a diversified international staff of managers, baristas, waiters, and chefs to bring an optimal experience to restaurant guests
- Generated daily, monthly, quarterly and annual reports on staff performance, sales performance, and profit of \$80,000 per week
- Coordinated new-hire processes and managed scheduling and payroll processing in conjunction with HR
- Exercised sound judgement in leading staff and guest relations for the purpose of effective problem-solving
- Prepared daily and weekly financial audits for balance of accounts and bank deposits in conjunction with Accounting Department

Operations Manager at MISS LILY'S RESTAURANT Mar 2012-Nov 2013

- Managed a staff of 40 to efficiently coordinate all elements of restaurant operation while ensuring optimal experiences for guests
- Collaborated with senior managers and peers to focus on problem solving, sales, profits, expenses and labor costs
- Prepared daily audit for balance of accounts and analyzed restaurant invoices for expense processing
- Analyzed supply-chain activity for effectiveness and conclusive observation of the marketing mix
- Fostered leadership across all levels to enhance ownership of tasks by employees as representatives of the brand

## PROFESSIONAL SKILLS

### MANAGEMENT



### SALES



### ECONOMICS



### FINANCE



### IT/OFFICE SUITE



### CONFLICT MEDIATION



## PERSONAL SKILLS

DYNAMIC

ANALYTIC

ENTHUSIASTIC

AMBITIOUS

## LANGUAGES & INTEREST

ENGLISH (FLUENT)

FRENCH (FLUENT)

SPANISH (BASIC)

ENTREPRENEURSHIP

TRAVEL

FOREX TRADING



## PROFILE

Trilingual professional with a unique mix of operational experiences in the energy field ranging from Engineering, Project management, marketing and Operations management with proven records in managing teams and projects with profound multinational exposure and deep know how in Automation, Energy efficiency and renewable energy.

## MOHAMED S. AHMED

+33 (0)7 622 234 05  
enghosny@hotmail.com

Date of Birth: August 16, 1981  
Nationality: Egyptian

### CAREER OBJECTIVES

With all the determination to identify innovative energy solutions and approaches using big data, I am looking for a post to leverage my experience and education while continuing to be challenged.

### EDUCATION

- MASTERS OF BUSINESS ADMINISTRATION « MBA »** Aug 2016- Jul 2017  
ESEG School of business – Paris – France
- PROJECT MANAGEMENT PROFESSIONAL « PMP** Feb 2011  
Project management institute "PMI"
- CERTIFIED ENERGY MANAGER « CEM »** Apr 2007  
ASSOCIATION OF ENERGY ENGINEERS "AEE"
- BACHELOR OF ELECTRICAL ENGINEERING** Jul 1998- Jul 2003  
Faculty of Engineering – Cairo University – Egypt.

### EXPERIENCE

- Business Development Manager at SCHNEIDER ELECTRIC** Mideast: Feb 2016 – Aug 2016  
Appointed to lead the development and implementation of strategic marketing plans intended to grow the market share of Schneider Electric in the Energy automation portfolio for Gulf countries. Position goals were achieved by close monitoring and building intelligent tools to analyze market dynamics and update the long and short term implementation plans to maintain position. Additionally, researching and developing pricing strategies and recommending appropriate sales channels as well as monitoring and predicting competition strategic moves and market price evolution.
- Projects Manager at SCHNEIDER ELECTRIC** Saudi: Jun 2013 – Jan 2016  
Leading a passionate team in charge of the execution of energy automation projects in Saudi Arabia with a yearly turnover of 40 million euros. The team was able to deliver in accordance to PMI criteria and managed to exceed execution metrics. The portfolio of the executed project ranged from industrial Automation & SCADA systems, Grid and substation automation projects and renewable energy monitoring and control systems.
- Project Manager at SIEMENS** Saudi: Apr 2011 – May 2013  
Responsible of running the turn-key medium voltage substation projects covering Civil, Mechanical, Electrical activities from contract signing up to technical hand-over to client. In addition to managing a team of 4 and aiming excellence in the planning and execution of various projects disciplines to maintain each project successful in respective to quantitative and qualitative measures
- Site Services Manager at SCHNEIDER ELECTRIC** Saudi: Nov 2008 – Mar 2011  
Assigned to create a team with high capabilities of delivering a wide range of field services to very demanding customers in the field of generation, transmission and distribution, petroleum and other industries. The team was able to upscale the services standards and generate profit from a turnover of around 8 million euros in the second year.
- Sr. Technical Project Engineer at SCHNEIDER ELECTRIC** Egypt: Apr 2005 – Oct 2008  
Part of a multinational team working on the prescription, engineering, execution and technical supervisory of global complex projects with focus on: consultancies for Taylor-made engineering solutions, Integration of automation portfolio in renewable energy, International field operations for complex projects, technical supervision on multi-discipline projects from global prospective.
- Design Engineer at EL-SEWEDY ELECTRIC** Egypt: Aug 2003 – Mar 2005  
Responsible of conducting power system studies as well as generating al engineering deliverables () of Low voltage distribution boards, specialized control panels and motor control centers.

### PROFESSIONAL SKILLS

#### PROJECT MANAGEMENT



#### AUTOMATION SYSTEMS



#### SCADA SYSTEMS



#### ENERGY EFFIECENCY



#### RENEWABLE ENERGY



#### POWER SYSTEMS



#### BUSINESS DEVELOPMENT



#### BUSINESS ANALYTICS



#### FIELD OPERATIONS



### PERSONAL SKILLS

#### CREATIVITY

#### LEADERSHIP

#### RESPONSIBILITY

#### PROBLEM SOLVING

### LANGUAGES & INTEREST

FRENCH (VERY GOOD COMMAND)

ENGLISH (EXCELLENT COMAND)

ARABIC (MOTHER TONGUE)

TRAVEL, TECHNOLOGY

ENTREPRENEURSHIP



## PROFILE

Mechatronics Engineer with operations and managerial experience in India.

SREE VARDHAN U J

+33 (0) 661024864

sreevardhan.cbe@gmail.com

Date of Birth : November 1, 1989

Nationality : Indian

### CAREER OBJECTIVES

I am interested in Business Development Strategy, Procurement, Supply Chain Positions.

### EDUCATION

- MASTER OF BUSINESS ADMINISTRATION Sep 2016-August 2017  
IÉSEG SCHOOL OF MANAGEMENT, Paris/France
- BACHELOR OF TECHNOLOGY MECHATRONICS ENGINEERING July 2008 – May 2011  
SRM UNIVERSITY, Chennai/INDIA
- DIPLOMA MECHATRONICS ENGINEERING July 2006 – April 2008  
SRM UNIVERSITY, Chennai/INDIA

### EXPERIENCE

- Technical Operations Analyst at B.J. ELECTRONICS PVT LTD April 2012 – July 2016  
Responsible for Manufacturing Process Control of Metallized Poly-propylene Capacitors, Supply Chain Process Optimisation and Process Automation Control.
- Head of Business Development at JAYARAM ENTERPRISES June 2013 – Mar 2015  
Responsible for Marketing and Sales Strategy, Contract Negotiations, Business to Business Operations, Procurement, Customer Relations, Distribution Network Planning, and Retail Channel Management.
- Technical Intern at ASKAR MECHATRONICS SYSTEMS PVT LTD April 2007 – May 2007  
Skills Trained – Practical study and Retrofit of Computer aided Numeric Controlled Machines and Machine Tools.
- Supply Chain Intern at ROOTS MULTI-CLEAN LIMITED November 2006  
Skills Trained – Study and Optimise Production Supply chain of Motorised and Automated Cleaning Equipment's.
- Technical Student Training at PSG INDUSTRIAL INSTITUTE LIMITED 2005-2008  
Industrial Training – Part of the Diploma Program (8 Hours a Week)  
Work Assigned – A Study on Production of Electric Motors

### PROFESSIONAL SKILLS

#### PLC PROGRAMMING



#### CAD DESIGNER



#### MS DYNAMICS ERP



### PERSONAL SKILLS

RESPONSIVE

MULTI-TASKING

PERSUASIVE

AUTONOMOUS

### LANGUAGES & INTEREST

ENGLISH (FLUENT)

TAMIL (FLUENT)

TELUGU (NATIVE)

FORMULA 1 MOTOR SPORTS

BACKPACKING



# PROFILE

I consider myself as someone loyal that works hard, well under pressure and reliable. I'm very good in managing operations, following standards and adapting to changes. I'm very flexible with my job description, I'm willing to do things that are out of my activities, learn more and take more responsibility to achieve my goals and the company's

# GLAUCO URDANETA

+33 (0)6 234 505 60

glaucojuc@mail.com

Date of Birth : Jun 01, 1984

Nationality : Venezuelan

## CAREER OBJECTIVES

With 8 years of experience in the Oil and Gas sector and the completion of a MBA, I am looking for a management position in an organization where I can keep growing and enhancing my professional skills in the energy sector

## EDUCATION

**INTERNATIONAL MBA** Aug 2016- Jun 2017  
IESEG international school of management. Paris - France

**BACHELOR OF MECHANICAL ENGINEER** Oct 2000 – Dec 2007  
Universidad Metropolitana, Caracas - Venezuela

## EXPERIENCE

**General Field Engineer at Weatherford International.** Jul 2015 – Feb 2016  
Assigned as rotational engineer for the high-profile jobs for Aramco in Saudi Arabia

**General Field Engineer at Weatherford** Mar 2014 – Jul 2015  
Lead Engineer for the Tullow's Exploration Project in Ethiopia and Rotational Engineer performing jobs for ENI, Perenco and Total. Kenya and Republic of Congo

**Senior Field Engineer at Weatherford** Jul 2012 – Mar 2014  
Coordinate and perform all the CML operations in the country. Train engineers and operators to be proficient on these operations. Start a big sales campaign to re-introduce this technology to Venezuela. Revenue from this type of service was increased from 2M\$ to 10M\$ in two years.

**Field Engineer at Weatherford International.** Mar 2008 – Jul 2012  
Apply procedures for the operation of Wireline equipment / tools / techniques in order to ensure quality and cost effective service is provided to each customer

## PROFESSIONAL SKILLS

OPERATION  
COORDINATION

MICROSOFT  
OFFICE

ROOT CAUSE  
ANALISIS

AUTOCAD

JD EDWARDS

## PERSONAL SKILLS

DYNAMIC

AMBITIOUS

LOYAL

## LANGUAGES & INTEREST

ENGLISH (FLUENT)

SPANISH (MOTHER)

FRENCH ( A2 LEVEL)

PHOTOGRAPHY

TRAVEL

SPORTS



# PROFILE

General Manager and Project Manager with 10 years of experience in the water sector. A unique combination of business, engineering and non-profit experience in five countries including co-founding an INGO dedicated to providing water, sanitation and hygiene education (WASH) to rural communities in Colombia, which has helped over 10,500 people.

# SIMÓN ZIMMER

+33 (0) 612964258  
simonzimmer1@gmail.com

Date of Birth : February 14, 1975  
Nationality : USA and Colombian

## CAREER OBJECTIVES

Looking forward to evaluating and developing water projects in Europe, my career ambition is to take a management role at a global water company.

## EDUCATION

- 2016 – Present: International MBA, IESEG School of Management, Paris, France
- 2016: Certified Project Management Professional (PMP)
- 2016: CELTA certified (120-hour Teaching English as a Foreign Language)
- 1996 – 1999: Bachelor of Science in Electrical Engineering, University of Maryland, College Park, Maryland, USA
- 1996 – 1999: Bachelor of Arts in German Language and Literature, University of Maryland, College Park, Maryland, USA

## EXPERIENCE

- AGUAYUDA, INC. / JANUARY 2006 – DECEMBER 2015 / EASTON, MD, USA**  
Co-Founder / Vice-President of International Programs:
  - Directed project management and implementation of WASH projects in 26 communities and 4 schools in La Guajira.
  - Recruited and supervised field teams, contractors, and volunteers.
  - Led community meetings.
  - Administered fiscal oversight and participation in all budgetary and strategic planning processes.
  - Created narrative reports to funders, board, and media for WASH projects.
  - Collaborated in the strategic development of all WASH projects on an annual basis.
  - Researched innovative and determined appropriate technology for water and sanitation solutions.
  - Designed 2D and 3D drawings of water and sanitation solutions using AutoCAD and Inventor.
  - Created technical and educational manuals using InDesign, Illustrator, and Photoshop.
- CALORIS ENGINEERING LLC. / APRIL 2006 – April 2011 / EASTON, MD, USA**  
Project Engineer:
  - Designed technical drawings in 2D with AutoCAD software for fabrication.
  - Designed technical drawings in 3D with Inventor software for fabrication.
- ASOCIACION NUEVO AMANECER / AUGUST 2003 – AUGUST 2015 / LA VENTA, HN**  
Peace Corps Volunteer:
  - Instructed 20 students during 700 hours of computer classes in Spanish.

## PROFESSIONAL SKILLS

PMP

ENVIRONMENT

ENERGY MANAGEMENT

GRAPHIC DESIGN

AVID MEDIA COMPOSER

HTML5 / CSS3

## PERSONAL SKILLS

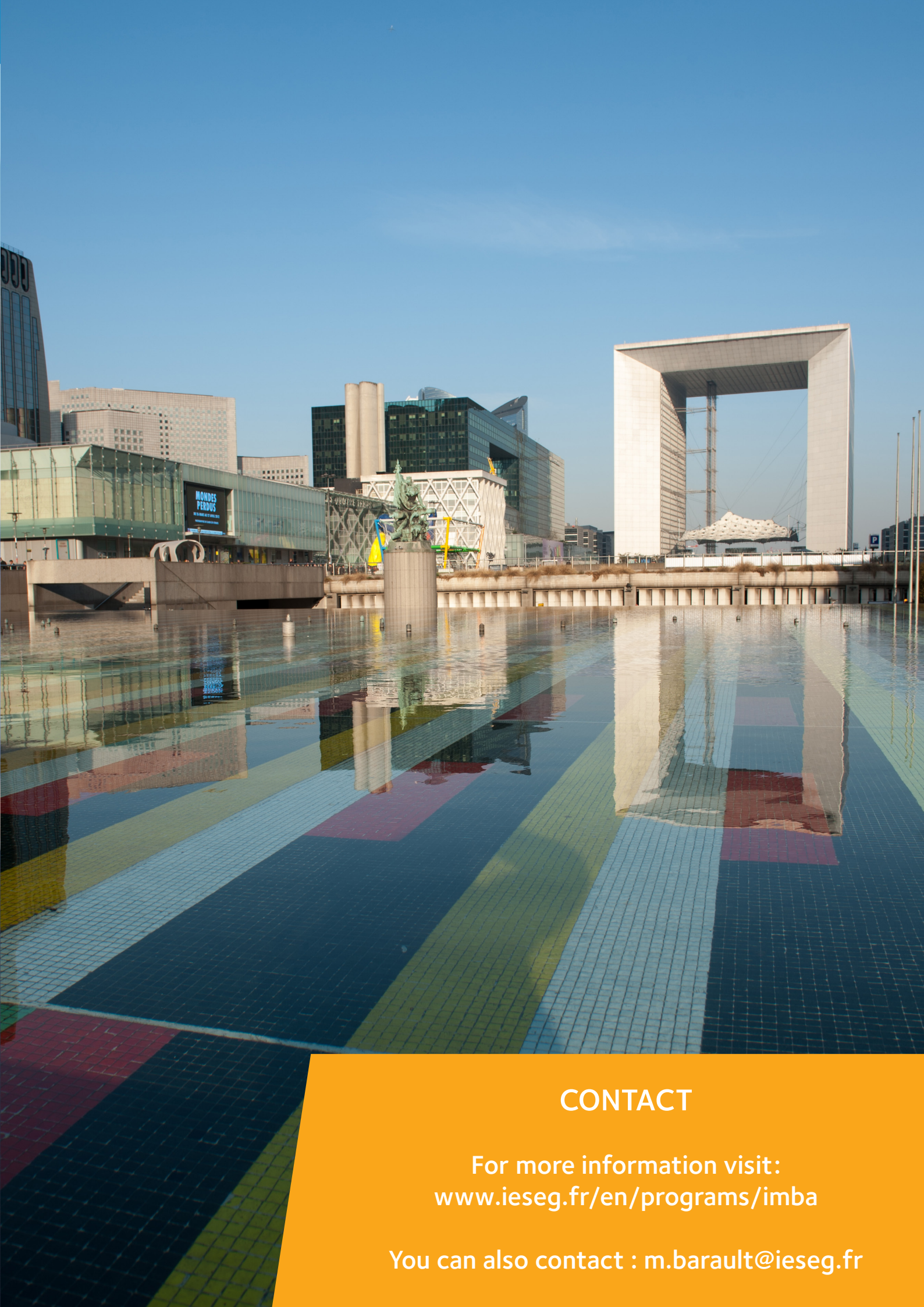
- Visionary
- Project Management
- Team Leader
- Interpersonal

## LANGUAGES & INTEREST

- ENGLISH (NATIVE)
- GERMAN (NATIVE)
- SPANISH (FLUENT)
- FRENCH (A1)

- VIDEO EDITING
- PHOTOGRAPHY
- TRAVELING

RUNNING 36



## CONTACT


For more information visit:  
[www.ieseg.fr/en/programs/imba](http://www.ieseg.fr/en/programs/imba)

You can also contact : [m.barault@ieseg.fr](mailto:m.barault@ieseg.fr)




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[www.ieseg.fr](http://www.ieseg.fr)

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