MBA CLASS PROFILE

30
AVERAGE AGE

14
NATIONALITIES

97%
INTERNATIONAL STUDENTS

>60%
WOMEN

6
YEARS
AVERAGE WORK EXPERIENCE

12 MONTHS
FULL TIME PROGRAM
ESSEC GLOBAL MBA | EMPLOYMENT REPORT

GRADUATES FROM 2017 - 2019

Ranked among the top 100 MBAs worldwide in the Financial Times Global MBA Ranking, the ESSEC Global MBA is a intensive and customizable one year full time program offered on our campus in France centered on a learning-by-doing approach.

This Employment Report details the career outcomes of our graduates between 2017 and 2019. According to our Career Survey 2020, with 58% of graduates changing sector and 89% of graduates changing function after the program, the Global MBA has proven to be a catalyst contributing significantly towards the professional goals of participants looking to switch their careers.

According to the Financial Times and The Economist, the salary of our graduates increases by up to 63% and 52% respectively after their MBA.

POST-MBA CAREER

78%

OF OUR GRADUATES HAD A JOB OFFER WITHIN 4 MONTHS OF GRADUATION

85%

OF OUR GRADUATES WHO SECURED PERMANENT POSITIONS HAVE A PROMOTION WITHIN THE NEXT 6 TO 12 MONTHS

#SUCCESSSTORY

“ESSEC allowed me to be part of an exciting, dynamic and international cohort. I grew both on the personal and professional level throughout the year; today, when I look back, I realize how everything has changed, in a positive way, for me.”

Rudy HAJJAR
Lebanese, Class of 2020

Priya VERMA,
Indian, Class of 2020
Pre MBA
Technology Consultant,
Deloitte, India
Post MBA
Assistant Manager,
CFO Consulting,
EY, United Kingdom

Jaeseok LEE,
South Korean, Class of 2020
Pre MBA
Brand Manager,
LG Fashion, South Korea
Post MBA
Retail Strategy Development
Chanel, South Korea

Rosie FANG,
Chinese, Class of 2019
Pre MBA
Marketing & Content Manager,
Beijing Bei Fu Dreams, China
Post MBA
International Communications
Project Manager,
L’Oréal Luxe, France

Pre MBA
Project Engineer, CMS, Lebanon
Post MBA
Project Manager, Fastned, France
WHERE ARE OUR GRADUATES WORKING?

66% Europe
24% Asia, Middle East and Pacific
2% Africa
8% Americas

WHERE ARE OUR GRADUATES WORKING?

#SUCCESSSTORY

“ESSEC gave me the tools to make a triple jump in my career; industry, position and country. I'll be forever grateful for the skillset and network I got during the MBA.”

Alejandro ARELLANO,
Mexican,
Class of 2020

Pre MBA
Process Engineer,
Norson Foods, Mexico

Post MBA
Senior Account Manager,
ManoMano, France

TOP 5 RECRUITMENT SECTORS

1. CONSULTING
2. FINANCE, BANKING & INSURANCE
3. DIGITAL & TECH
4. RETAIL & FMCG
5. OTHER INDUSTRIES (such as Hospitality, Energy, Food industries)
ESSEC GLOBAL MBA
STRATEGY & DIGITAL LEADERSHIP
2021-2022

Global MBA Talents
Available for permanent positions from August 2022

Arjun AGARWAL 6
Aswini Tara AKUNURI 7
Elie Georges AL ALLAF 8
Mourya Chandra CHALAMALASSETTI 9
Santiago Xavier ELIZALDE 10
Qin FANG 11
Lakshay KALRA 12
Hans KOENIG 13
Erin LESTER 14
Hao LI 15
Ying LIU 16
Xing LU 17
Jie MA 18
Venkata Sumanth MADALA 19
Bhavna Anna MATHEW 20
Julien MENDEZ 21
Roomly MOHAPATRA 22
Kumar PADMNABH 23
Deepika RANI MALLAVARAPU 24
Afshin REZAEE 25
Anurag Kumar SACHAN 26
Preyash SHAH 27
Kah Chin TEO 28
Riccardo TROINA 29
Rong WU 30
Xiaoye (Luna) XIONG 31
Ayse YILDIZTEKIN 32
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EDUCATION

ESSEC Business School - Paris, France 2021 – 2022
Global MBA with Major in Strategy & Management - AMBA accreditation “triple crown”
Recipient of Scholarships: High Potential, New Business Trends (Sustainability) and Emerging Markets
Key Focus Areas: Strategic Management, Managing & Leading Organizations, Entrepreneurship, Financial Management

National Institute of Technology - Calicut, India 2009 – 2013
Bachelor of Technology – Electrical & Electronics Engineering - First Class with Distinction, GPA - 8.09/10
Key Focus Areas – Power Electronics, Control Systems, Numerical Methods, Machine Design, Digital and Analog Electronics
Developed and tested an electronic circuit-based Bridge Rectifier for mobile battery charging
Successfully modelled and simulated Forecasting methods for Electrical Load using Artificial Neural Networks and Fuzzy Logic

PROFESSIONAL EXPERIENCE

Eliq AB - Paris, France May 2022 – Present
Pre-Sales – Technical and Commercial Analyst Intern
- Commercial and technical feasibility for integration of Solar PV and inverters and EV chargers with Eliq’s existing solution
- Mapped out the complex data models and the integration process for Eliq’s Mobile & Web Apps and APIs

Ingeteam Power Technology - Gurgaon, India Feb 2019 – Dec 2020
HQ in Spain, Global specialist in energy conversion present in over 100 countries with 4000 employees
Area Manager Sales
- Sales and Business development for Solar Inverters, EV Chargers and Energy Storage PCS for North & East India, Nepal and Bangladesh
  - Total Order Intake 2019 = $ 4.5 million (Key Accounts – Hero Future, Amplus Solar, Azure)
- Launched Energy Storage PCS (Power Conditioning Unit) for the large-scale Battery Energy Storage Systems
  - Initiated, developed and delivered Webinars for promotion of the above system to leading project developers
- Obtained Techno-Commercial approval for 1MW PCS in for the 1st Industrial Energy Storage project in India

SMA Solar - Delhi, India Oct 2017 – Feb 2019
Solar Technology AG, HQ in Germany pioneer in Solar PV Inverter technology, 3000 employees worldwide
Senior Sales Engineer
- Developed Sales and Business for Solar Inverters and Off-Grid Systems for North India
- Exceeded the annual sales target by 45% and acquired 3 direct and more than 14 indirect Key Accounts
  - Total Order Intake in 2018 = $ 4.5 million (Key Accounts – Hero Future, Amplus Solar, Azure)
- Streamlined the strategy for Channel Sales and improved market intelligence processes by establishing clear processes with KPIs for Customer Acquisition for both indirect and Direct accounts
  - Quadrupled Sales through the existing Channel partners to $ 2.8 million in 2018

ABB Ltd
ABB, HQ in Zurich, Switzerland Jan 2016 – Oct 2017
Senior Sales Engineer/ Sales Engineer - Delhi, India
- Implemented Go-To market strategy and launch of Solar String inverters & EV Chargers in North India
  - Negotiated and signed equipment deals amounting to $ 2 million in Sales for Solar inverters
  - Identified and appointed 3 Channel Partners following a comprehensive Due-diligence process
- Awarded for exceptional performance for the CY’2016

- Facilitated 6 Front End Sales Team members with technical compliance of specifications and full cost models
- Led the execution of Go-To market strategy for string inverters with Global Product Management Team in Italy
  - Added 4 Key Accounts in Sri Lanka and Bangladesh with total Order intake of $ 1.1 million
- Streamlined the end-to-end order handling process in conjunction with Global feeder factory and implementation of KPIs (On-time delivery, Quality Parameters etc.) for the new Solar String Inverter Product Line

LANGUAGES, TECHNOLOGY & OTHER INTERESTS

English – Fluent, French – Beginner (actively taking lessons), Hindi – Native Language
PowerBI & Tableau for Data Analysis, CRM & Salesforce for Customer Management
PVsyst, Helioscope – simulation of Solar Power Plants
"ABC of Marketing" - IIM Bangalore - Executive Educational Programme (EEP)
National Cyber Olympiad – Top 1% awardee (2007)
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EDUCATION
ESSEC Business School - Paris, France 2021 – 2022
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
Key Subjects: Strategic Management, Negotiations, Power BI, Communicating for Influence & Impact
Recipient of 'High Potential' and 'Diversity' Scholarships

Nanyang Technological University - Singapore, Singapore 2013 – 2017
Material Science & Engineering
Key Subjects: Economics of Manufacturing, Environmental Sustainability & Materials, Environmental Effects on Materials, Material Aspects in Design
Published an online research paper focused on fire retardancy coatings for fabrics

PROFESSIONAL EXPERIENCE
L’Oreal - Paris, France May – Oct 2022
Data Product Owner, MBA Intern
- Collaborating with the internal compliance team to initiate and implement data governance standards across various functions in the team to achieve 100% compliance
- Refining existing business practices of the team by setting KPIs and creating dashboards to allow a wide range of users (ranging from factories to countries) to visualize product data more efficiently

Oasis Smart SIM (acquired by TATA Communications) - Singapore Nov 2018 – Jul 2021
(Expert of eSIM Technologies)
Technical Project Manager, SMDP+ (SMDP+: software platform for integration and storage) Jun 2020 – Jul 2021
- Managed 9 ongoing international client projects concurrently, leading multiple cross-functional teams of 5 to 10 members (including R&D, development, testing and clients), delivering the products to clients in a 6-month timeframe
- Tracked project schedules and milestones using Microsoft Projects and JIRA and ensured 100% project completion on target
- Built relations with international clients across Europe, Asia and Russia such as T26, TATA and Air France, managing projects which led to a 120% increase in company revenue, 2020 vs 2019
- Attained the company’s 1st certification (GSMA) enabling an official product launch by ensuring all security and safety protocols were adhered to during product development phase

Junior Technical Project Manager, eSIM Hub (eSIMHub: software platform for data storage) Nov 2018 – Jun 2020
- Spearheaded end-to-end product lifecycle over a span of 1 year by supervising and collaborating with 3 different cross-functional teams
- Provided technical support and operational training to 5 international clients during product launch, such as JLR and Thales
- Collaborated with international clients (France, Netherlands, India) by modifying the product and providing greater integration, resulting in estimated 80% improvement in product efficiency
- Migrated 10+ systems from hardware to AWS Cloud infrastructure resulting in improved information accessibility and enabling remote access of software and systems

Wipro Limited - Singapore Sep 2017 – Nov 2018
(Leading global information technology, consulting, and business process services company)
Project Engineer, Infrastructure Management (based in Credit Agricole) Jun 2018 – Jun 2020
- Led end-to-end delivery of 4 projects, including planning and execution by providing technological insights and liaising with various internal teams, which led to 100% of target deadlines met
- Supervised replacement of 50+ faulty hardware by liaising with the technical support teams from Hewlett-Packard (HP) and Intel correcting 100% of defaults

LANGUAGES, TECHNOLOGY & OTHER INFORMATION
Tri-Lingual: English, Telugu, Hindi
Technology: Amazon Web Services, Google Cloud Platform, JIRA, RedMine, Unix/Linux, SQL, Python, NodeRed, ServiceNow, Microsoft Office Suite (including Projects), Tableau, Power BI
Founder: Launched an online bakery (@bakingashdict) and organized multiple bake sales
Tennis: played in University Club Team
Volunteer: At Kitesong during pandemic translating health guidelines from English into different languages
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EDUCATION
ESSEC Business School - Paris, France
Global MBA with Major in Strategy and digital leadership - AMBA accreditation “triple crown” / GPA 4.0
2021 – 2022
Scholarships obtained: Diversity, High potential
Key focus areas: Strategic and Financial Management, Entrepreneurship, International Marketing, Digital Disruption and Agility.
Presentation to 600 stakeholders about asset management and metaverse at CANDRIAM (equity managers) in their digital day.

Lebanese University, Faculty of Engineering - Roumieh, Lebanon
Engineering school selecting 150 students from 1500 candidates every year
Masters in Civil Engineering
2010 – 2015

PROFESSIONAL EXPERIENCE
NEXANS Group - Paris, France
Top 2 cable provider in Europe and top 5 worldwide
MBA Project Consultant
• Identify opportunities for Nexans in circular economy
May 2022 – Present

Saint Gobain
Sales department Manager / Business Developer - Kuwait, Iraq
• Developed strategies with the sales team to offer clients an optimized plan to develop their projects.
• Managed internal (sales and technical teams) and external stakeholders (clients, suppliers and authorities) to ensure a business growth, consistently achieving a $10 million annual revenue and a 30% gross margin
• Assessed the financial feasibility of launching new solutions and projects.
• Achieved margin and sales objectives through effective planning, setting sales goals, analyzing data on past performance, and projecting future performance using SAP and Salesforce
• Analyzed potential new clients and developed sales strategies and budgets aligned with business opportunities and tailored to each stage of development
• Managed the implementation and development of CRM sales force, and provided the necessary training for the employees.
• Established and monitored internal sales targets, performance plans, and objective standards for sales engineers
• Conducted EHS training for 90 employees coordinating with the factory manager, preparing and delivering presentations
• Managed relations with government authorities and ministries to obtain government approvals for Saint Gobain’s range of products and the authorization to be developing their projects.
Sales Engineer - Kuwait
• Identified opportunities for new business with existing clients through industry analysis and face to face clients’ meetings resulting in a 10% market share increase in a period of 2 years
• Analyzed and fulfilled client’s requests by providing technical support, presentations for consultants and expertise
• Prepared cost estimates by assessing blueprints and needs of new projects using Auto Cad
Apr 2016 – Jan 2018

Consultancy Group Co - Lebanon
Geotechnical engineering company, specialized in design and testing, located in Beirut and in Kuwait
Geotechnical Engineer
• Managed three key projects by performing soil investigations on site (in situ sampling and testing), laboratory testing, and reporting full analysis of foundations along with a shoring system design and a seismic study
Apr 2015 – Jan 2016

LANGUAGES, TECHNOLOGY AND OTHER INFORMATION
Languages: French - Fluent, English - Fluent, Arabic - Native
Technology: Python, C++, Visual Basic, MATLAB, Power BI, Tableau | CRM Sales Force, SAP | AutoCAD, Robot, Etabs
Certifications: ACI Concrete Field-Testing Technician Grade I (ID#01403178) | Google Ads
Interests: Astronomy, Bodybuilding, Reading
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EDUCATION

ESSEC Business School - Paris, France 2021 – 2022
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
High Potential Scholarship, New Business Trends Scholarship, Emerging Markets Scholarship
Key Focus Areas: Strategy Management, Marketing, Statistical Analysis, Digital Disruption, Digital Marketing Strategy
Blockchain Center, Frankfurt School of Finance & Management - Frankfurt, Germany 2022 – 2022
DeFi Talents Program (https://my.defi-talents.io/talents-profiles-cohort-2/mourya-chandra-chalamalasetti)
Full scholarship from Frankfurt school and partners such as Capgemini Invent, LEDGER and BLOCKSIZE CAPITAL
Key Focus Areas: DeFi Asset Management, Insurance and Derivatives, DAO, DEX, Web3, Blockchain
Andhra University - Visakhapatnam, India 2011 – 2015
Bachelor of Engineering in Electronics & Communication
First Class Honors, Merit scholarship from Ministry of Human Resource Development, Government of India
Key Focus Areas: Computer Networks and Architecture, Programming and Numerical Methods, Data Structures

PROFESSIONAL EXPERIENCE

ESSEC Consulting mission with Crédit Agricole Payment Services. May 2022 – Present
Develop a framework to achieve CSR and ESG goals within the payments division

Pegasystems Inc - Hyderabad, India 2017 – 2021
Pega delivers innovative low code software that crushes business complexity, HQ Cambridge, United States
Senior Technical Solutions Engineer April 2020 – August 2021
Led APAC and EMEA business unit’s reorganization by leveraging global capacity and competencies resulting in a 40% increase in operational efficiency
Coordinated global efforts in development and launch of “Covid-19 Employee Safety and Business Continuity Tracker” project deployed for use in business continuation with international clients utilizing agile methodologies
Managed initiative to launch client applications with reduced need of human interactions and more automations using Artificial Intelligence and Interactive Chat within eight days handling 150,000 users per day

Technical Solutions Engineer July 2019 – March 2020
Liaised and worked closely with the Research and Development team on escalated technical issues and new product features to reduce bugs by 20%
Guided and enabled 20 technical staff, as a Kanban lead, to adhere to established departmental software process and procedures to deliver product with a high degree of quality diminishing margin of errors to 10%
Collaborated with different levels of business stakeholders of clients for setting up application with suitable frameworks to meet their business requirement, generated $3 million worth of revenue

Associate Technical Solutions Engineer February 2017 – June 2019
Performed root cause analysis and troubleshooting, designed system enhancements, and documented detailed technical solutions for the clients, resolved $20 million+ worth of denied claims
Solved critical performance and crash related 500+ issues of product in a year improving product efficiency
Produced knowledge articles for resolved technical issues and product features an enriching knowledge base
Generated best predictive models for campaigns using advanced analytics with high accuracy for Fortune 500 clients enabling them to identify prospective customers for products, services or offers, boosting revenue by $10+ million

Systems Engineer

Languages: English - Fluent, Telugu - Native, Hindi – Fluent, French - Basic
Technology: MS-Office (Word, Excel, PowerPoint), Pega BPM & CRM Suite, Python, SQL, Data Science, Power BI, Tableau
Certifications: Certified Pega Senior System Architect, Decisioning and Marketing consultant, and UI specialist
Launched an initiative to teach underprivileged children, educating 150 children from 2011 to 2021
Achieved PAVE (Pegasystems Admired Valuable Employee) award for outstanding performance in the year 2018-19
Awarded four times with CIRCLE OF EXCELLENCE award by Pegasystems for commitment and timely investigation and resolution of client issues
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EDUCATION
ESSEC Business School - Paris, France & Singapore 2021 – 2022
Global MBA with a Major in Strategy & Digital Leadership - AMBA Accreditation “Triple Crown”
Recipient of Diversity Scholarship, High Potential Scholarship, International Experience Scholarship, & New Business Trends Scholarship
Key Focus Areas: Digital Disruption, Digital Marketing Strategy, Marketing Management, Entrepreneurship, Financial Management
Co-Founder & Vice President, ESSEC Global MBA Business of Sports Club

Dickinson College - Pennsylvania, USA 2012 – 2016
Bachelor of Arts
Major: International Business & Management; Minor: Economics
Founding Member & Team Captain, Men’s Club Football Team

PROFESSIONAL EXPERIENCE
Silk Road Sports Consulting - Singapore May – Oct 2022
Singapore-based independent sports consulting and marketing firm that works with world-class Athletes, Clubs, Leagues, Federations, Governing Bodies, Rights Holders and Brands to create partnerships in sport
Assistant Business Development Manager, MBA Internship
- Analyze the competitive sporting environment and consumer trends in order to develop the business and marketing strategies for new and existing products
- Develop relationships with external parties such as media, stakeholders, partners and sponsors with a goal of accumulating funding for global sports projects
- Explore new sport event activation concepts from brainstorming to final proposal

ATR Asset Management (ATRAM) - Manila, Philippines 2017 – 2021
Leading independent asset manager (Assets Under Management [AUM] over $2B) in the Philippines. Manages portfolios consisting of mutual funds, trust assets, insurance assets, and real estate for proprietary and third-party clients
Business Development Manager Mar 2021 – Aug 2021
- Grew the Wholesale Distribution client base by 85% and AUM by 224% from 2017 to 2020 resulting in ATRAM occupying the #1 position for number of distributors in the Philippines
- Led company-wide digital transformation projects (website redesign and development of mobile application) over two-year period focused on revamping brand awareness and client engagement with a budget of over $100K. Successful website launch in May 2020
- Launched the first Sustainable Development Growth (SDG) Equity Fund in the Philippines, returning 20% since inception

Assistant Business Development Manager May 2019 – Mar 2021
- Collaborated with JP Morgan, BlackRock, Franklin Templeton, Fidelity and more to launch 11 Unit Investment Trust Feeder Fund (UITFs) products, including the first two income-paying funds and thematic funds in the Philippines
- Prepared and presented over 60 client presentations to Board of Directors, Upper Management, and Relationship Managers of both prospective and existing clients based on analysis of portfolio returns, asset class and geographical allocation

Business Development Associate Jan 2017 – May 2019
- Managed and trained B2B clients (banks, brokerages, and insurance firms) on how to market and sell ATRAM Mutual Funds and UITFs designing content and executing delivery ensuring clients meet industry standards required for regulatory license to sell UITFs

The deVere Group USA - New York, NY, USA Jul – Aug 2015
Financial Research Intern
- Assessed and modelled client portfolio returns (using Excel modelling) and performance metrics
- Compared and summarized the performance of auto callable notes and onshore/offshore ETFs into a concise client report

LANGUAGES, TECHNOLOGY & INTERESTS
Languages: English - Native, Spanish - Conversational, Tagalog - Fluent
Technology: Bloomberg Terminals, SAS Software, CRM, Google Workspace, Adobe Photoshop, GIMP, Microsoft Office Suite, Power BI, Tableau
Certified Enhanced Unit Investment Trust Fund (UITF) Salesperson

Interests:
- Democratization of Sports and their impact in Society. Board Member & Trustee: Roxas Foundation Inc. (2019-Present); In partnership with The Real Madrid Foundation, RFI engages in providing resources and opportunities to promote development of communities within the Philippines
- Football, High School Varsity Player (2009-2012, All-Conference 2012) and College Club Team Founder & Team Captain, Baseball, High School Varsity Player (2010-2012, All-Conference & Team Captain 2012), Avid Motorcyclist, Guitar and Ukulele player
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EDUCATION
ESSEC Business School - Paris, France
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
2021 – 2022

Shihezi University - Shihezi, China
Bachelor in Computer Science
Key Subjects: Website System Design and Network Security and Vulnerability Research
2007 – 2011

PROFESSIONAL EXPERIENCE
Audemars Piguet - Le Brassus, Switzerland
ESSEC Field Project/Consulting Mission (3 months)
May – August 2022
• Proposed strategic initiatives for future innovative partnership structures

Broadridge Inc. - Tokyo, Japan (Multinational Fintech HQ NY, USA)
Application Development Manager
Aug 2014 – Jun 2021
• Supervised five developers to build test automation tool for user interface and interaction related area within post-trade settlement system for implementation department and QA department
• Led a global team located in Japan, India, and UK to develop and implement fast deployment processes and succeeded in shortening delivery lead time by three days and decreasing bug rate by an estimated 80% for each release
• Extended professional client service experience in Tokyo office and applications and processes developed to Hong Kong office, and succeeded in helping the Hong Kong office to deploy a complete post-trade service with four products for two clients
• Managed relationships and led discussions between Broadridge engineers and client engineers (Japanese domestic securities companies) on two major products, ensuring clear communication and an efficient working relationship
• Collaborated with IT and business specialists (BlackRock Aladdin system, IT Infrastructure, Fixed Income Transaction, and project management) in four companies in financial services industry to integrate front system and back-office system
• Persuaded partner Companies (BlackRock and NTTD) to agree on a fundamental technical change and helped decrease development man-day by 50%

OBS System - Tokyo, Japan (IT Solutions Company HQ Tokyo)
System Engineer
Dec 2013 – Jul 2014
• Automated and improved operation process with Japanese partner companies, IT and business experts (Japanese credit card company and Japanese Post Bank IT system), through collaboration on system specification, application design, building automation tools and creating documentation for developers using PHP, Excel, and Java tools

Infosys - Shanghai, China
System Engineer
Oct 2011 – Oct 2013
• Analyzed and developed technical solutions for mainframe application in 3 industries (airline, insurance, credit card)

LANGUAGES, TECHNOLOGY & OTHER SKILLS
Languages: Mandarin - native; Japanese - fluent; English - fluent; French - intermediate
Technology: Red Hat Certified System Administrator (RHCSA); IBM Certified System Administrator - MQ; java, python, Linux, bash; Certified AWS Cloud Practitioner; Studied AWS certified architect training on Udemy and Company learning platform; Cucumber BDD; CI-CD Jenkins; ruby; Swift Messaging Analyst and Programming
CFA level 2 Candidate; JSDA Securities Sales Representative Certificate (Class 1)
Project Management Certified Professional; Certified SAFe4 Practitioner

RELEVANT EXPERIENCE & INTERESTS
Won an opportunity to ring the NYSE opening bell to celebrate Broadridge’s 10th anniversary of going public by engaging a team of 3 international colleagues to create a video covering the past, the present, and the outlook of Broadridge.
Led a team of 3 to provide digital transformation plan of banking sector for clients from Salesforce & Capgemini in a school event.
Won 4th place in the Harvard Business Case Competition (subject: Should Bandai Namco acquire UK company Games Workshop) during which I performed industry analysis, company analysis and financial modeling.
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EDUCATION

ESSEC Business School - Paris, France 2021 – 2022
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
Key Subjects: Strategic Consulting, Big Data & AI for Business, Digital Marketing, Financial Accounting, Entrepreneurship
Won ESSEC Digital Week Case Competition from Salesforce & Capgemini: Strategized a mobile application solution for impact investing
Entrepreneurship Project KLIMB: To bank the unbanked population in countries with high presence of rural banks

Guru Gobind Singh Indraprastha University - Delhi, India 2013 – 2017
Bachelor of Technology (Electronics and Communication)
Key Subjects: Data Structures, Data Communication and Networks, Project Management
Major Project: Bluetooth enabled mini car based on voice recognition

PROFESSIONAL EXPERIENCE

American Express - Paris, France May – Oct 2022
Strategic Planning, MBA Intern
- Developing and executing a strategic plan and action to position Amex as a market leader in France in the Travel and Expense segment
- Designing a tool to analyse and expand overall revenue for France’s corporate sales by Director region and in all market segments
- Increasing growth and retention efficiency of corporate accounts by automating reports and dashboards using technical software

American Express - Gurgaon, India 2019 – 2021
Lead Business Analyst Apr 2021 – Aug 2021
- Designed Global Covid’19 and Vaccination Dashboard with the CEO and Executive Management to report weekly numbers and Return to Office scenarios; implemented and currently in use
- Developed Product strategies for global data source tools by collaborating with design, implementation, and technical teams to cater to changing business requirements and creating better sales experience
- Evaluated and measured Performance analytics for maintenance of American Express’ Commercial client’s portfolio worth $125+ Bn in EMEA, Canada, LATAM and APAC markets using SQL, Python, Tableau and CRM software
- Conducted annual portfolio reallocation using analytical software; Saved $12+ Bn worth of commercial accounts being allocated to incorrect portfolios ensuring effective and appropriate risk management

Senior Business Analyst Apr 2020 – Mar 2021
- Created Global market Early View/Warning Dashboards for providing insights on revenue trends and segment movements, and analyzing and highlighting data discrepancies, increasing efficiency by 25% and saving 30 hours of monthly manual work;
- Received Director Award for Automating Early View Dashboard for Global Portfolio and designing a touch-less process
- Streamlined and updated 1+ Mn customer accounts monthly in CRM software including Salesforce, to assist the Sales and Business Development Teams with day-to-day processes and tasks
- VP Recognition for Delta Project Management which reduced team enquiries by more than 50% through an automated process

Business Analyst Jan 2019 – Apr 2020
- Managed key stakeholders in more than 15 markets including EMEA, 4+ markets in APAC and other global regions; Facilitated reporting communication between regional HQs and stakeholders by product enhancements and revamping existing processes
- Executed process automation for existing reports using advanced logic and SQL to decrease manual intervention by 70%
- Received “Customer and Colleague First” Director Award for handling end to end BAU of another colleague for 2 months

Accenture Technology - Gurgaon, India 2017 – 2018
Associate Software Engineer
- Gathered end to end requirements for development of a global client’s software products by working in coordination with consulting, product development and analytics teams, using CRM and financial software
- Implemented process automation using TOSCA software to achieve 30% automation of end-to-end process in collaboration with the product development team
- Developed Reports and Dashboards using Excel leading to overall process optimization

TECHNOLOGY & LANGUAGES

Tableau, SQL, Python, Salesforce, Microsoft Office Suite
Business Process Transformation, Stakeholder and Agile Project Management, Performance and Product Analysis, Design Innovation
English: Fluent, Hindi: Fluent, French: Beginner

LEADERSHIP & INTERESTS

ESSEC Ambassador for recruitment relations and advisor on ESSEC Talks
Led voluntary initiative to bring security/housing staff of AmEx together and teach basic/advanced life skills
World Business Dialogue 2017, Germany - Presented a Project on “How to increase effective of co-ops”
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EDUCATION
ESSEC Business School - Paris, France
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
Student Ambassador | Harvard Global Case Competition Finalist | MBA Internship with Air France KLM E&M

Arizona State University - Tempe, AZ, USA
Bachelor of Science, Business Marketing & Management
International Business Certificate | German Minor | Dean’s List | Professional Working Internship in Germany

PROFESSIONAL EXPERIENCE
United Airlines - Chicago, IL, USA
Sr. Manager – Below the Wing Solutions & Innovation
- Provided strategic vision and leadership to team of four project managers and product owners responsible for airport technology, ensuring new systems and enhancements were delivered on-time to support global baggage operations
- Established $9M project portfolio with projected cost savings over $12M through replacement of outdated systems, automation of manual processes, and optimization of employee workflows, incl. 3% reduction in bag-runner travel times
- Launched contact-free baggage service applications, including self-scheduling of delayed bag delivery (eBSO) & remote agent chat via customer mobile devices (BSO Agent-on-Demand), decreasing tasks requiring in-person customer service agents
- Redesigned baggage claim screens to provide real-time data-driven baggage arrival time estimates, drive customers to self-service options, and reduce COVID safety, resulting in increased customer satisfaction scores at five hub airports
- Delivered customer-facing, real-time aircraft information, starting at hub airport locations and quickly expanding to all domestic airports, via the United App and gate displays to promoting United CleanPlus and reduce gate crowding

Manager, Sr. Manager – Aircraft Turnaround Planning
- Delivered vision and direction through the development and management of ~$5M operations data project, spanning across multiple internal and external teams to capture real-time turn data to drive process consistency and on-time operations
- Produced cloud-based platform of real-time, multi-source airport operations data and published information through airport tools, decreasing manual data collection and time spent on post-departure delay reviews across multiple operational teams
- Redesigned aircraft turnaround process standards, automated daily reporting tool, and associated trainings used by airport operations teams globally to measure turnaround process and drive operational efficiency and consistency initiatives

Analyst, Sr. Analyst, Manager – Atlantic Pricing & Revenue Management
- Optimized sale of passenger seats for ~$500M portfolio of flight markets through data analytics, historic and future trend and booking analyses, and revenue management strategies to increase revenue potential and optimize inventory management
- Developed automated SQL-based reports and Excel and Tibco Spotfire visualizations used to monitor revenue performance, outline competitive market landscape, and inform senior leaders for strategic revenue and sales decisions
- Controlled competitive pricing activities to support a combination of transatlantic markets with tickets sold on United, Joint Venture and Code Share partners, ensuring marketing competitiveness and optimal customer segmentation

Associate – Targeted Marketing
- Developed strategy and marketing materials to support multi-million-dollar portfolios, such as MileagePlus and hotel & car partnerships, to stimulate customer spend and promote strategic initiatives, i.e. launch of RewardsPlus with Marriott Rewards

Intern – United MileagePlus Marketing
- Developed strategy and marketing materials to support multi-million-dollar portfolios, such as MileagePlus and hotel & car partnerships, to stimulate customer spend and promote strategic initiatives, i.e. launch of RewardsPlus with Marriott Rewards

LANGUAGES, TECHNOLOGY & OTHER INFORMATION
Languages: English (Native) | German (Advanced) | French (Lower Intermediate)
Software: Data analytics (Teradata, Hyperion Brio, SQL Server, Palantir Foundry, Advanced Excel, Power BI) | Data visualization (Tibco Spotfire, Palantir Reports, PowerPoint, Tableau) | Coding (Intermediate SQL, Basic Python)
Volunteer: Wildlife Support Fund Marketing Lead: Raised $3,000+ through online trivia night and silent auction | United EQUAL 2021 LGBTQ+ Pride Events Co-Chair: Organized three, global networking events
Interests: Travel: including 3 months in Germany & extensive travel in the southern hemisphere | Languages | Baking | Yoga
Erin LESTER
Paris, France
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www.linkedin.com/in/erinmlester/
+33 7 49 02 69 87

EDUCATION
ESSEC Business School - Paris, France
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
2021 – 2022
Led winning team in ESSEC Digital Week case competition from Salesforce Capgemini: presented mobile application idea for micro-impact/ESG investing to attract Gen Z and Millennials to traditional banks
Key subjects in financial management, digital transformation, communications, data analysis, and leadership

Patrick Henry College - Purcellville, Virginia, USA
Bachelor of Arts (History major)
2006 – 2010

PROFESSIONAL EXPERIENCE
Credit Agricole - Paris, France
MBA Project Consultant
• Developed a framework to achieve CSR and ESG goals within the payments division
May – Aug 2022

Reston Wealth Management - Reston, Virginia, USA
Boutique investment management firm, serving high net-worth clients, with ~400M AUM.
2011 – 2021
Operations and Client Service Manager (Business & sales operations)
Jul 2015 – Aug 2021
• Supervised overall company operations (team of 5) with budget of $200K, reporting to company President, and ensured operational excellence across finance, marketing, compliance, IT, and human resources
• Saved 40+ man-hours per week on average by identifying need for digital transformation strategy through evaluating market trends, analyzing solutions, presenting recommendations to leadership, and securing budget approval for new portfolio accounting software (Orion Advisor)
• Planned and led as project manager the resulting 1-year strategic transition to Orion Advisor, leading technology implementation, updating business processes, and driving staff adoption
• Increased loyalty among 450+ high-net worth clients through top-notch service and relationship management while supporting 4 financial advisors (sales team enablement during end-to-end sales cycle)
• Implemented major changes, working with a technical team, to the Salesforce for Wealth Management overlay to make the system compatible with the Orion Advisor application synchronization
• Overhauled more than 30 backend workflows to automate and improve processes in the Salesforce CRM system, solving problems, improving client experience, and increasing new client data entry accuracy by 10%
• Built 30+ dashboards and hundreds of reports within Salesforce to provide data to stakeholders, including tracking key performance indicators (KPIs) and running data analysis spreadsheets to generate business insights
• Provided regular training and coaching to 10 employees on new technologies and best practices
• Headed operational changes associated with 3 separate acquisitions of other financial advisory practices, including documentation and system integration processes, resulting in an overall purchased client retention rate of 90%

Client Transition Specialist
Jul 2011 – Aug 2015
• Spearheaded client on-boarding, account opening, account transfers, and money movement with various custodians, including Charles Schwab and LPL Financial, for 400+ households with 95%+ client retention year-over-year
• Converted new client welcome packets from paper to digital, reducing related paper costs 99% and modernizing client experience

Patrick Henry College - Purcellville, Virginia, USA
Bachelor of Arts (History major)
May 2010 – Jul 2011
Data Coordinator – Admissions Department
• Recruited, supervised, and coached 11 part-time call center employees to meet prospective student recruitment goals

LANGUAGES & TECHNOLOGY
English - Native. French - Fluent
Salesforce CRM Administration, Power BI, Tableau, Trello, Jira, Google Workspace, Microsoft Office (advanced Excel, PowerPoint)

CERTIFICATIONS AND INTERESTS
Series 65 Licensed – Confers the right to trade securities and act as a financial advisor in the USA (2018-Present)
Management Essentials for Developing Leaders Program at the University of Virginia (2015)
Human Resources Management for People Managers Specialization Certificate at the University of Minnesota (2017)
Freelance and volunteer as a genealogy coach, helping others discover their own family history (2020 – Present)
EDUCATION
ESSEC Business School - Paris, France

Global MBA with Major in Strategy & Digital Leadership - accreditation "triple crown"

Chinese Ministry of Justice
Legal Professional Qualification Certificate

Ocean University of China - Qingdao, China
Bachelor's degree of Arts
Key Subjects: Advanced French, French in Business Management, French Economy, French Literature, International Trade

Responsible for Student Association named "French Salon" (promoting French culture)

PROFESSIONAL EXPERIENCE
Nexans Group - Paris, France
Top 2 cable provider in Europe and top 5 worldwide
Project Consultant
- Identify opportunities for Nexans in circular economy

Candriam Asset Management - Paris, France
Project Consultant
- Assessed the impact of metaverse on Finance/Asset Management and provided concrete use cases to exploit metaverse in Candriam
- Delivered benefits and cost analysis, timing for implementation, change management and ESG assessment

CNPC INTERNATIONAL CO., LTD.
China National Petroleum and Gas Cooperation, presence in 35 countries
Senior Legal Counsel - Upstream Project, CNPC International Chad Co., Ltd. - N’Djamena, Chad
- Created corporate governance guidelines and ensured compliance with applicable local and international laws, regulations and petroleum contracts
- Conducted research and solved multiple complex legal issues related to implementation of petroleum contracts and provided support in different negotiations with Chad government (Petroleum Ministry and Prime Minister)
- Participated in CNPC’s strategic acquisition of new assets in Chad by conducting legal research and providing legal opinions on clauses in petroleum contracts
- Contributed to strategic development of the industry during workshops organized by Chad Petroleum Ministry by identifying concerns for sector development and helping to improve the local business environment

Office Section Head/Acting Board Secretary - Downstream Project, N’Djamena Refinery Company Ltd
Joint venture owned 60% by CNPC and 40% by Chad government
- Ensured the corporate governance activities and its compliance with applicable laws, regulations and bylaws
- Managed and set up document control policy and work process by identifying key documents of each department and creating a common management process
- Assisted the General Manager in business negotiations with business partners

CHINA SHANDONG ECONOMIC & TECHNICAL COOPERATION GROUP - Jinan, China
Business Development Dept
- Identified opportunities for new construction projects in Africa collaborating with engineering and finance teams to form partnerships with local actors to prepare bidding documents
- Coordinated material and labor needs for projects under construction and managed procurement contracts for Chad projects

LANGUAGES, TECHNOLOGY & OTHER INFORMATION
Languages: Chinese - Native; French - Fluent; English - Fluent
Technology: Power BI, Tableau, Google Ads Certification, Microsoft Office Suite
Activities: University Badminton Team for 2 years; volunteer work with Splash in August 2021
Awarded Outstanding Employee of CNPCIC in 2019, Outstanding Employee of China Shandong in 2014
Ying LIU
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French Resident with full working rights

EDUCATION

ESSEC Business School - Paris, France 2021 – 2022
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
GMAT 720 - 94th percentile, Recipient of “High Potential” and “Diversity” Scholarships
Key subjects: Corporate Strategy, Marketing, Leadership, Financial Management, Digital Transformation
Student Ambassador in social media and recruitment, Elected Class Representative

Université Sorbonne Nouvelle Paris III - Paris, France 2010 – 2013
Master's Degree in Applied Foreign Languages
Major in Legal and Financial Translation and terminology (French/Chinese, English/ Chinese)

Université Lumière Lyon II - Lyon, Paris | Dalian University of Foreign Languages - Dalian, China 2006 – 2010
Bachelor’s Degree in Educational Science & in French Language and Civilization
Double-degree exchange program, scholarship winner (1st grade French Department)

PROFESSIONAL EXPERIENCE

Richemont Group - Van Cleef & Arpels - Paris, France May – Oct 2022
Learning & Development International, MBA Intern
• Co-manage digital learning Mission Center and implement Competency Models in Chinese and Japanese
• Conception of an onboarding program and research & analysis of local market needs (close coordination with China)
• Co-design content and create podcasts for China learning Mission Center
• Create internal communication campaigns and animate learners’ community

Senior Client Advisor, Le Bon Marché & Printemps, Leather goods department Ambassador
• Managed Le Bon Marché sales team during Deputy Manager’s absence, leading a team of five advisors, ensuring sales targets were met and merchandising guidelines adhered to brand standards
• Achieved a total sales performance of €4 million in all categories over three years
• Managed sales reporting using SAP and Salesforce software
• Conducted quantitative seasonal reporting of sales & trends in leather goods with regional merchandising department, participated in new product projects each season
• Shared best practices twice a year within global Leather goods ambassadors’ community, working with regional trainer to identify transferrable best practices related to sales techniques, merchandising and promotion activities
• Organized in-store sales team training twice a month on leather goods, resulting in increased sales and a mystery shopping score of 92/100 in leather goods category

Christian Louboutin, Fendi, Gucci - Paris, France Sep 2015 – Oct 2018
Client Advisor
• Achieved a total sales performance of 3.8 million euros (€1.5M at Christian Louboutin Printemps, €1.2M at Fendi Saint Honoré, €2.1M at Gucci Montaigne)
• Developed a large portfolio of international VIP clients, ranking always number one in store turnover

Technics (Acolad) - Boulogne-Billancourt, France Apr 2014 – Sep 2015
Translator
Formerly Technics Group, Acolad is Europe’s leading professional translation agency offering a wide range of language services.
• Coordinated with project managers and commercial department during meetings with key account clients, providing guidance on specific projects and translation in Chinese. Organized work assignment planning for all 5 translators of international team
• Conducted translation French-Chinese or English-Chinese for key account clients with positive client feedback of almost 100%
• Gained more than 10 new clients (such as Drouot, Tissot, etc.) via tender processes and translation tests

LANGUAGES, TECHNOLOGY & OTHER INFORMATION

Bilingual French/Mandarin, English: Fluent, Cantonese: Fluent, Japanese: Basic
LVMH INSID, Power BI, Tableau, Google Analytics, Google Ads, Salesforce, SAP
Piano: Chinese certificate for amateurs, level 10 (highest level)
Monthly donator to Share the Meal, World Food Programme’s action to end hunger
Proposing a strategy to cater for a rapidly growing market with very specific needs: Gen-Z

Researched special Culture & Tourism Strategies, formed and implemented innovative Cultural & Tourism Strategy using High-Tech (e.g. AI & 5G), helped company to achieve role as lead in Chinese Cultural & Tourism Industry, the company was awarded "triple crown" status: drawing & design, enjoy architecture, history, culture, Latin dance, travelling (13 countries)

Languages: Chinese (Native), English (Advanced), French (Basic actively taking lessons)

Technology: Photoshop, AI, ID, CAD, Sketchup, Microsoft Office Suite (advanced excel)

Interests: drawing & design, enjoy architecture, history, culture, Latin dance, travelling (13 countries)

Certified Urban Planner in PRC; Certified Public Dietician Tier 3 in PRC (Senior Nutritionist)
Developed a framework to achieve CSR and ESG goals within the payment division.

Managed territory sales initiatives to ensure successful promotion of total software solution by analyzing customer needs for teaching.

Achieved double digit revenue growth, averaging $US 1M to $US 1.5M, strategic business planning and delivery of marketing campaigns designed to grow customer value, raising the profile of MathWorks, assuring retention rate and new business development.

Managed key accounts across diverse industries (automotive, aero-defense, railway, new energy, etc.) and responsible for quarterly and annual quota attainment (achieving double digit revenue growth, averaging $US 1M to $US 1.5M), strategic business planning and addressing customer industry-specific concerns.

Led process optimization and engineering lifecycle development related to functional safety and advanced driver-assistance systems within core development projects for two OEMs in the automotive industry, managed deliverables across customer teams.

Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”

Key Subjects: Strategic Management, Management Consulting, Digital Disruption, Financial Management

Developed, managed, and expanded assigned territories across key industries in the automotive industry.

Managed key accounts across diverse industries (automotive, aero-defense, railway, new energy, etc.) and responsible for quarterly and annual quota attainment (achieving double digit revenue growth, averaging $US 1M to $US 1.5M), strategic business planning and addressing customer industry-specific concerns.

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Executive Summary

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ESSEC BUSINESS SCHOOL - CV BOOK GLOBAL MBA STRATEGY & DIGITAL LEADERSHIP 2021 - 2022 13
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+33 7 51 86 43 73

EDUCATION

ESSEC Business School - Paris, France
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
GMAT: 750 | Key Topics: Strategic Management, Corporate Strategy, Marketing, Financial Accounting, Big Data & AI for Business

Anna University - Chennai, India
Bachelor’s in Mechanical Engineering

VKR & VNB Polytechnic College - Gudivada, India
Diploma in Automobile Engineering

PROFESSIONAL EXPERIENCE

Dassault Systèmes - Paris, France
Internship, Presales/PLM Product Life-Cycle Management
Dassault migrated its individual tool offerings (Enovia, Catia, Dalmia, etc.) into one integrated cloud platform (3DExperience), incorporating all the core tools. Value Engagement activity is to work with customers to define the benefits of implementing 3DExperience in different business domains, which helps customers comprehend the significance of transforming to the cloud platform with tighter integration between various business processes.

• My internship target is to build a Strategic Roadmap to Value Engagement activity by consolidating the already executed projects, which help as standard for future projects.

Renault Nissan

Senior Manager, Engineering/CAE Computer Aided Engineering - Chennai, India

• Department head for 100-person team responsible for execution of Vehicle Digital Simulations (Structure & CFD) for Renault Projects including Captur – HEV/PHEV, Megane – EV and Kadjar
• Implemented Six Sigma (DMAIC) framework to identify and define permanent actions for issues reported by customers after delivery of simulation outputs leading to a 10% lead-time optimization

Project Manager, Engineering/PLM Product Life-Cycle Management - Paris, France

Alliance companies (Renault, Nissan, Mitsubishi and Daimler) top managements decided to improve performance of Engineering Data Exchange system between their Product Data Management Systems (PDM) to leverage Common Platform strategy – Complete Digital-Mockup of complete car in 1 day instead of 5 days process with data integration with upstream and downstream activities

• Formed CF-Team with members from all companies, followed agile method across organizations and delivered project on-time achieving € 300 M saving to Renault corporate
• Defined data models that could be integrated into upstream and downstream processes of the alliance companies
• Led Renault activities by coordinating with internal teams and CF team member attained 60% of common parts ratio for CMF-B Platform (instead of previous 26%)

Manager, Engineering/PLM - Chennai, India | Tokyo, Japan

• Managed 40-person team responsible for Nissan Engineering & Manufacturing Software’s (Teamcenter 8.3, TCM, NX-CAD, Process Simulator, NAVI-CAD, L-Cable & MATLAB) development & maintenance

Deputy Manager, Information-Systems/Engineering-IS - Chennai, India | Tokyo, Japan

• Deployed Nissan Corporate Engineering Tools (NX-CAD and Teamcenter 8.3) & Methods for Product Development activities related to Indian Projects - Nissan Sunny & Micra

NEC India Pvt Ltd - Chennai, India

Team Lead, Information-Systems/Engineering-IS

• Account lead for 6-person team responsible to support PDM & BOM tools of customer - Renault & Nissan

Mahindra & Mahindra - Zaheerabad, India

Assistant Manager, Engineering/Architecture

• Designed & implemented new Air Intake System rooting of Light Commercial Vehicles to fix aftersales issue
• Enhanced driver ergonomics by implementing Hydraulic Clutch System - design, test and implementation

LANGUAGES & OTHER SKILLS

English (Fluent), Hindi (Fluent), Telugu (Fluent), Tamil (Fluent) & French (Beginner)

CAD Tools (NX & CatiaV5), PDM (TeamCenter8.3, Enovia & 3DExperience), ERP (SAP & R/N In-House Tool), Automation (Perl, Batch scripting, Python, Java & C++), Meshing (Hyper-Mesh & ANSA), Product Development Processes (V3P)

Certified Scrum Master and Six-Sigma Green Belt
EDUCATION

ESSEC Business School - Paris, France
Globa"l MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
Key Subjects: Strategic Management, Corporate Strategy Financial Accounting, Entrepreneurship, Finance for Consulting
Was part of the team representing ESSEC in the “Harvard Global Case Competition” alongside 159 other applicants, and was selected in the Top 10
Chartered Institute of Management Accountants - United Kingdom
Completed 11 out of 14 examinations; Received All India national rank for 6 examinations
Financial Reporting and Taxation (1st Rank), Management Accounting (1st Rank), Organizational Management (3rd Rank)
London School of Economics - London, United Kingdom
Business Analysis and Valuation (summer school)

Mount Carmel College - Bangalore, India
Bachelor in Commerce (Major in Finance and Accounting)
Achieved 80% (Top 10% of the class); Awarded distinction (first class equivalent) for all 6 semesters
Key subjects: Financial accounting, Management accounting, Corporate finance, Economics.

PROFESSIONAL EXPERIENCE

Kroll Associates - France
Portfolio Valuations, MBA Intern
• Assisting in the valuation of investments (equity and debt) made by private funds for reporting purposes, as per guidelines established under IPEV, and other regulatory bodies. Valuing early-stage companies mainly engaged in consumer technology
• Working with other valuation teams from different locations across Europe for global clients
• Assisting in preparing proposals for clients as well as research decks for internal consumption

PricewaterhouseCoopers - India
Valuations, Senior Analyst
• Assisted in 30+ valuation engagements for clients in sectors including information technology, consumer goods, e-commerce, and real estate
• Analyzed financial statements, drafted queries, communicated with clients for enhanced understanding of operations, screened for comparable companies and transactions, prepared valuation models (income approach, market multiple approach) and first stage of deliverables for client’s financial reporting, strategic decision making, M&A and external funding
• Delivered projects under client’s tight time constraints in compliance with PwC’s standards

valuations, Analyst
• Conducted process audit for a logistics company; audited head office activities, conducted field visits to branches, recommended corrective action to improve efficiency of branch activities and improved management control processes
• Assisted in statutory audits, focused on areas such as revenue, purchases, costs, fixed assets, payroll, statutory payments
• Provided recommendations to client and managers based on the established control areas for testing in internal audit
• Suggested corrective action through analyzing payment compliance of clients in transaction audit

Languages and Technology

English: Native, Hindi: Proficient, Malayalam: Proficient, French: Beginner (actively learning)
Microsoft Office: advanced MS Excel, MS PowerPoint

Relevant experience & Interests

Financial modelling and business valuation course: 6-week intensive program at The Wallstreet School (New Delhi).
Conducted a one-month summer camp for 60+ underprivileged children as a volunteer.
Class ambassador in undergraduate degree in 2017- coordination between 50+ students and the academic staff.
“Best Outstanding Student” cohort 2014-2017 (200+students), awarded for overall performance during undergraduate degree.
Received awards for “Strong leadership skills”, “Contribution to Commerce Association” & “Excellence in Academics.” (March 2017) during undergraduate degree.
Dancing: learnt contemporary and old-school hip hop from the age of 10; enjoys trying local cuisines during travel.
**EDUCATION**

<table>
<thead>
<tr>
<th>Institution</th>
<th>Degree</th>
<th>Years</th>
</tr>
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<tbody>
<tr>
<td>Université de Lorraine</td>
<td>Materials Science &amp; Engineering – Bachelor of Engineering</td>
<td>2012 – 2014</td>
</tr>
<tr>
<td>École Des Mines D’Ales</td>
<td>Materials Science &amp; Engineering – Engineer (Master Degree)</td>
<td>2014 – 2017</td>
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</tbody>
</table>

**PROFESSIONAL EXPERIENCE**

<table>
<thead>
<tr>
<th>Role</th>
<th>Company</th>
<th>Years</th>
</tr>
</thead>
<tbody>
<tr>
<td>Louis Vuitton</td>
<td>Business Development Manager</td>
<td>2016</td>
</tr>
<tr>
<td>Breizelec</td>
<td>Business Development Manager</td>
<td>2019 – 2021</td>
</tr>
<tr>
<td>Arena</td>
<td>Global Product Manager</td>
<td>2017 – 2019</td>
</tr>
<tr>
<td>Harvard University</td>
<td>Researcher</td>
<td>2016</td>
</tr>
</tbody>
</table>

**LANGUAGES & TECHNOLOGY**

Languages: French (Native), English (Fluent), Italian (Fluent), German (Conversational)

Technology: Python, Adobe Illustrator/InDesign, Adobe Photoshop, Adobe Premier Pro, Sony Vegas Pro, Tableau, Google Analytics

**RELEVANT EXPERIENCE & INTERESTS**

Professional athlete: Triathlon and running – 6th Duathlon World Championship A.G., 10km French Champion as team (x2)

Strategy blog: [www.julienmendez.com](http://www.julienmendez.com)

Board of Directors advisor: [French-American Chamber of Commerce – Minnesota](http://www.julienmendez.com)

Publication: Stretchable materials of high toughness and low hysteresis, PNAS, March 2019
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+33 7 51 83 87 24

EDUCATION
ESSEC Business School - Paris, France
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
Scholarship: ESSEC Bourse d’Excellence
Key Focus Areas: Strategic Management, Tech for Good, Digital Transformation, Marketing Management, Corporate Finance

Central Institute of Plastics Engineering and Technology - Bhubaneswar, India
Btech - Plastics Engineering

PROFESSIONAL EXPERIENCE
Solvay - Aubervilliers, France
Intern – Procurement Performance Excellence
- In charge of coordinating the global category strategy creation and implementation for paper bags and on-site logistics from the performance excellence standpoint to create value addition such as price, lead time, performance, sustainability, reliability and relationship
- Managing market intelligence reports for metal (Carbon steel, Stainless steel, Copper, Aluminum)
- Responsible for creating business strategy for consortium buying in scope with Solvay to create value.

IVL Dhunseri Petrochem Industries Pvt. Ltd - Kolkata, India
Engineer - Market Development
- Managed 100% pan India projects involving the conversion of non-PET packaging to PET with competitive techno-commercial offerings for industries including, luxury (L’Oréal, ITC Luxe), FMCG-(Coca-Cola, HUL, RB and others), hardware, pharma, garment, and agricultural
- Benchmarked grades and material to identify energy-saving properties of IVL Products vs. Competition. Established existence of significant advantages of IVL Products which were integrated into sales propositions
- Created circular economy models for state governments in collaboration with local corporates to help upcycle PET bottles to T-shirts and Bags
- Led projects through agile collaboration with regional marketing teams and other stakeholders and delivered new packaging proposals for new and existing products taking into consideration cost and profit objectives

Magpet Polymers Pvt Ltd - Kolkata, India
Sales and Marketing Executive
- Developed an alternative process and material analysis for a more economical solution which represented approximately 20% of Magpet’s business portfolio
- Formulated several economic models for non-food applications using grade one recycled materials, designed lightweight packaging through innovation for the reduction in plastics usage, and achieved a 30% cost reduction for clients in personal care packaging which in turn helped Magpet obtain near-monopoly status
- Managed client for new project development and negotiated and monitored 80% of sales through distribution channels for cost optimization and effective supply chain operations

Alpla India Pvt. Ltd
Graduate Engineering Trainee - Marketing
- Created portfolios for new project developments involving creative design, mood board building and market analysis for brands like HUL, Loreal, JnJ, Coca-Cola, RB, GSK, Pepsi co, Mondelz, Himalaya, PNG, and Zydus to name a few
- Managed Pan India sales agenda/Target, RFQ/Costing for diverse clients, customer presentation and biddings, project timelines

LANGUAGES, TECHNOLOGY AND OTHER INTERESTS
Languages: English – Fluent, Hindi – Fluent, Odia – Fluent
Technology: C, C++, Autocad, Power bi, Tableau
Advance Polymeric Meet 2013 (International Conference): Presented the impact of plastic waste management and recycling Vs. omission of plastics from daily lives
Research paper: Introduction of bamboo fibres in polypropylene to study physical and mechanical properties and biodegradability Certification on Circular Economy and the 2030 agenda with UNSCC.
Interests: Dancing, Cooking and Cultural Exploration and Traveling
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+33 7 51 84 34 25

EDUCATION

ESSEC Business School - Paris, France 2021 – Present

Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation "triple crown"
Key Subjects: Operations Management, Negotiations, Strategic Management, Financial Management, Big Data & AI for Business
Finalist in Digital Week Competition, Invited by CANDRIAM to assess impact of metaverse on people working in finance industry
Recipient of 'High Potential Scholarship'

CFA Institute - Charlottesville, United States 2020 – 2021

CFA Level 1
Key Subjects: Ethical & Professional Standards, Corporate Finance, Financial Reporting Analysis, Economics

National Institute of Technology - Jamshedpur, India 2011 – 2015

Bachelor of Technology - Mechanical Engineering (8.67/10.00)
Key Subjects: Industrial Management, Organisational Behaviour & Industrial Psychology, Engineering Economics
Project: Designed & fabricated a super-mileage vehicle (mileage-60 Km/L) and an electric-solar hybrid vehicle (mileage-240km)

PROFESSIONAL EXPERIENCE

DF5, LA SAMARITAINE - Paris, France May 2022 – Present
World's leading luxury travel retailer, owned by LVMH

• ESSEC Field Project, devising a strategy to reinvent the beauty department

MARUTI SUZUKI INDIA LIMITED - India Jul 2015 – Aug 2021
No.1 car manufacturer in India, leading subsidiary of Suzuki Japan

Deputy Manager, Supply chain Jul 2018 – Aug 2021

• Guided a team of 26 for procurement & to reduce tool cost by 28% & consumable cost by 22% over a span of 3 years:
  o Negotiated with 52 vendors in annual rate contract to achieve saving of US$ 300K YOY, 2%
  o Reduced price of 15+ machine spare parts by 32% by promoting use of local equipment and diluted import content by 28%
  o Saved outsourcing cost US$ 15K+ annually by performing in-house parts repairing of 20+ machine spare parts
• Formulated annual budget of 3 plants, producing 700K engines yearly, achieved 100% budget utilisation for 3 consecutive years
• Led development of inventory management system for tools & spare parts to control OPEX, eliminated 1 manpower
• Achieved saving of US$ 400K annually as a Cost Saving Co-ordinator by motivating team members for implementing KAIZENs
• Analysed & reviewed 80+ projects worth US$ 6Mn, collaborating with 50+ suppliers, & engaging with 4+ business verticals
• Minimised supply risk and promoted cost saving by onboarding new suppliers for more than 96% of machining tools

Assistant Manager, Operations Jul 2015 – Jun 2018

• Led team of 84 for continuous improvement, enhanced efficiency of cylinder block machining line by 5%, decreasing downtime by 3%
• Increased productivity of 4W assembly line by 14% and 2W assembly line by 6%, using Maynard Operation Sequence Technique
• Collaborated with members of Process Engineering to migrate from traditional to LEAN manufacturing paradigm by eliminating 8 types of wastes through design, and process changes using Lean Six Sigma methodology, aiming for continuous system improvements
• Improved FIFO(Tracking), dispatch time, safety and ergonomics by automating finished good storage, cutting down 1 manpower
• Implemented 35+ KAIZENs at cylinder block line, reduced rejections by 60% and reduced process downtime by 22%
• Led initiatives & accomplished 20+ process audits, ensured 100% compliance of past KAIZENs, focused on operational KPI’s
• Optimised utility consumption of 3 manufacturing units by analysing energy wastage, decreased utility cost by US$ 70K annually

TATA STEEL - India May 2014 – Jun 2014

Internship

• Conducted a study on “Effect of pre-strain on Hole Expansion Ratio”, analysing various factors corresponding to pre-straining

TECHNOLOGY & LANGUAGES SKILLS

Microsoft Office Suite, ERP, SAP, Tableau, Power BI, SQL, CNC Programming, Auto CAD
Project Management, Category Management, Stakeholder Management, Supply Chain Management, Logistics, Auditing
English: Fluent, Hindi: Native, French: Actively learning

RELEVANT EXPERIENCE & INTERESTS

Certified Green Belt Lean Six Sigma expert
Provided voluntary education and career guidance to 40 underprivileged children living in slums nearby NIT Jamshedpur
3 National Awards – Technical paper, Case study & English poem on “Employee creativity - A key factor for business sustainability”
Deepika RANI MALLAVARAPU
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EDUCATION
ESSEC Business School - Paris, France 2021 – 2022
Global MBA with Majors in Strategy & Digital Leadership - “triple crown” accreditation
High potential Scholarship, Women leaders Scholarship, GMBA Ambassador
Key Focus Areas: Strategy, Financial Management, Digital Disruption, Corporate Strategy, and Negotiations

Indian Institute of Technology - Gandhinagar, India 2014 – 2016
Master's in Chemical Engineering | Grade - First class | Member of Student Senate
Key Focus Areas: Multivariate Data Analytics, Neuroscience, Soft Sensing, Applications in Biochemical process

Jawaharlal Nehru Institute of Technology - Kakinada, India 2010 – 2014
Bachelor's in Chemical Engineering | Grade- First class with distinction

PROFESSIONAL EXPERIENCE
Audemars Piguet - La Brassus, Switzerland (Leading Swiss luxury watch manufacturer) May – July 2022
ESSEC Consulting Mission (3 months)
• Proposed strategic initiatives for future innovative partnership structures

PowerSchool - Bangalore, India (US-based Tech company that provides software products to International Schools) Nov 2019 – Apr 2021
Associate Online Solutions Specialist – Implementation and Client Service
• Managed all international clients from the Asia Pacific to Middle East regions and improved client relationships with an empathetic, reactive, and planned approach which avoided major escalations. Received appreciation from various admission directors for the support and dedication displayed in executing projects
• Managed more than 30 projects for international clients successfully and won 100% CSATs
• Provided consultation and developed customized solutions as per the international customer requirements
• Increased client retention by 25% by improving customer satisfaction by providing efficient and innovative solutions. Increased product utilization by training the client teams. Initiated automation of a few processes in the product by collaborating with the development team to improve product efficiency.
• Marketed products by demos and grew sales by successfully pitching other products of PowerSchool to clients

Intas Biopharma - Ahmedabad, India (Leading multinational pharma manufacturing and marketing company) May 2017 – Oct 2018
Manufacturing Science and Technology Executive
• Provided engineering solutions for manufacturing issues and process improvements. Worked in GMP facility on various kinds of specialty medicines, MABs in the field of Oncology, Immunology, Ophthalmology, and Fertility hormones.
• Proposed a process to optimize filter size addressing a scale-up issue which also resulted in significant cost savings for Intas
• Investigated batch failures using data analytics and the 5M method and made recommendations to the manufacturing division
• Led a change management process to implement a digital transformation from a manual paper process to a data analytics software (Bio4C ProcessPad), leading a cross-functional team of 25 people
• Organized and supervised training for a team of 35 people as a Training coordinator
• Authored reports on subjects including implementing new technology, scale-up studies, and SOPs for the department
• Awarded Shining Star of Intas for excellence in overall performance and contribution to dept.

Indian Institute of Technology - Gandhinagar, India Sep 2016 – Apr 2017
Project Associate – Wastewater Management
• Thesis on mathematical modeling, soft sensing, and fault diagnosis of a bioreactor and implementation of automated process control solutions to water treatment plants. Collaborated with local government bodies and provided pro-bono consultation to the municipal waste treatment plants. Mentored Bachelor’s and Master’s students on their research projects.
• Publication - “A critical review of monitoring approaches in anaerobic and aerobic systems, Application to anaerobic system in India’s largest dairy company” at International Water Association (IWA) Conference on Small Water and Wastewater Systems

LANGUAGES, TECHNOLOGY & OTHER INTERESTS
English - Fluent, Hindi - Fluent, French - Beginner (attending classes), Telugu - Native, Tamil - Intermediate
Salesforce | POWER BI | SQL | MATLAB | Minitab | Microsoft Excel | COMSOL
Vice President - Nature Club. Organized bird watching events, nature camps, and Environmental awareness programs (2014-16)
Member of Student Senate at IIT Gandhinagar. Formulated policies and drafted student constitution (2015-16)
Organized blood donation camps, plantation drives, and adult literacy programs through the Rotary club (2010-14)
Afshin REZAAE
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www.linkedin.com/in/afshin-rezaee
+33 6 10 76 60 38

EDUCATION
ESSEC Business School - Paris, France
Global MBA with Major in Strategy Management & Digital Leadership - AMBA accreditation “triple crown”
Key focus areas: Operations and Supply Chain Management, Marketing, Strategic Management, Negotiations, Leadership, Management Consulting, Communication and oral presentations.
Sep 2021 – Oct 2022

Azad University - Tehran, Iran
Bachelor of Science – Civil Engineering
Sep 2006 – Oct 2011

PROFESSIONAL EXPERIENCE
Jipe SAS - Paris, France
Modular Housing Construction
Supply Chain Specialist
- Designing and studying the feasibility of international development business plan, targeting the UK.
- Planning the implementation of workload transitions between clients’ inquiries and production facilities.
- Negotiating supply chain issues with significant clients, charges, and additional materials procurement.
May – Oct 2022

Patrioun Chemicals Company - Dubai, UAE
Petroleum & Petrochemicals trading company with turnover of ~120M USD in 2019.
Commercial Manager
- Researched and analyzed the commodities market data with a customer relationship centric approach to provide ad-hoc advice on customs regulations and international requirements; implementation of supply chain improvements led to a 20% reduction of cargo processing time in the port of loading (Jebel Ali Port, Dubai) year-over-year.
- Collaborated with executives, including the Chairman of the Board, and Middle East regional managers to identify business development opportunities for access to niche petroleum products, successfully anticipated and covered supply shortfalls which created new revenue streams before competitors could react.
- Managed client relationships and customization of new products based on their feedback, understanding individual requirements and long-term, expected market trajectory.
- Developed and proposed logistics solutions and best practices to clients and suppliers based on deep understanding of the global supply chain and regulatory environment, negotiating with logistic companies for the best solutions for the delivery experience.
Aug 2018 – Jul 2021

Reina Terminal Company - Mahshahr, Iran
Heavy & light petroleum resources storage facility
Project Manager
- Managed mixed-storage projects by dividing multi-faceted contracts into smaller ones and tracking implementation; this reorganization of five teams (piping, tank manufacturing, pavements, pumping stations, administration offices) resulted in improved on-time delivery rates, cut the project timeline by 2 years (50%) without going over budget.
- Developed telehealth program modalities, drafted training manuals for support staff; evaluated implementation strategy using core mathematical principles, and derived insights that improved operational efficiency by 12%
- Negotiated successfully under time pressure with suppliers to outsource procurement, achieving cost reduction of 45% on mechanical parts.
Mar 2016 – July 2018

Pasha Jam Company - Tehran, Iran
Trading petroleum & lubricant additive products
Sales Manager
- Developed client relationships in Asian & African markets which boosted bitumen sales up to 10% in Indonesia & Cambodia
- Managed and trained commercial team of 3, and built a spirit of teamwork, domestically and internationally
Sales Specialist
- Designed and created disruptive B2B campaign on Alibaba and social media platforms, successfully increasing customer acquisition by 20%, sales by more than 36%, and revenue by 40% in first year and continued for the next three years
- Acted as a single point of contact for orders, from placement through pickup, transportation, logistics, customs clearance, delivery to the end party, and banking needs
Apr 2015 – Mar 2016
Mar 2013 – Mar 2015

LANGUAGES, TECHNOLOGY & INTERESTS
Languages: English-Fluent, Farsi-Native, Azeri-Conversational, French-Beginner (actively learning)
Technology: Google Search Certificate, Tableau, Power BI, Microsoft CRM, Project, Adobe Photoshop, InDesign, iMovie
Interest: IRONMAN triathlete competitor, Mountain climbing and Marathon running competitor in and off-track (+20 years)
EDUCATION

ESSEC Business School - Paris, France
Global MBA, Strategy & Digital Leadership
ESSEC Brand Ambassador

École Polytechnique Fédérale de Lausanne - Lausanne, Switzerland
MSc. in Mechanical Engineering with specialization in Energy (GPA - 5.31 / 6.0)
Awarded “État de Vaud” prize for designing and doubling the profitability of a large-scale electro-thermal energy storage system for ABB Corporate Research that allows integration of higher ratios of renewable energy sources into electrical grid.

Motilal Nehru National Institute of Technology - Allahabad, India
Bachelor in Technology, Mechanical Engineering (GPA - 8.84 / 10.0)
Awarded Merit Scholarship, Recruitment Coordinator and Photography Club Coordinator

PUBLICATIONS & INTERESTS

Hosts a Technology Podcast, Manthan, covering topics on technology, science, business, and philosophy
Published an Op-Ed Article in Hindustan Times, “A financial model for higher education”
Published a Chapter on Brewing Industry in the Handbook of Process Integration
Avid Marathon runner - finished four half-marathon national circuits in India, including one in Ladakh at a height of 11,070 feet Archeology Site Exploration - enjoy travel to less known archaeological sites, forts, and monuments

TECHNOLOGY

English (Fluent), Hindi (Native), French (Beginner, taking lessons), German (Beginner, taking lessons)

PROFESSIONAL EXPERIENCE

ESSEC Business School - Paris, France
MBA ESG Investment Consultant
- Find the value creation by Sustainable (ESG) Investments in both fixed income and equity markets and compare with respect to conventional investments.
- Identify the stakeholders and their roles & conflicts that arises in promotion of sustainable investments and in avoidance of green washing.

Indian Institute of Technology - Delhi, India
Digital, Strategy, & Alumni Relations Consultant
- Developed a sustainable financial model to potentially double the funds raised by IIT Delhi to US$ 300+ million per year; a template which could be used by over 50 similar Higher Education Institutes in India
- Developed a framework and long-term strategy for IIT Delhi to break into top 100 in World University Rankings
- Headed digital transformation initiatives for improved Alumni relationship management and fund-raising activities; constructed an Alumni Portal, created life-long email service, and supervised the CRM implementation for Endowment team

Mithya Labs - New Delhi, India (Startup - IT Turnkey Solution Provider)
Product Delivery Manager
- Managed client relationships with more than five clients and startup cofounders in India, USA, and Europe by leading their digital product development in varied sectors of hospitality, education & training, e-commerce, and international law.
- Led company’s internal growth strategy & operations to create Standard Operating Processes for - client interfacing, product specification realization, product development, testing and quality assurance, product deployment and support services
- Built an eight-member core technical development team through initiating and managing the recruitment activities

Texas A&M University - USA
Graduate Teaching Assistant & PhD Candidate

General Electric Aviation - Bangalore, India
Advanced Analytics Tools Engineer
- Established the product expertise for the European Turbo-Propeller product team for Small Commercial Aircrafts’ Business by conducting competitive technology assessment; identified KPIs and design specifications of next generation turbo-propellers.
- Developed an analytical predictive software for hot and harsh environment operations of large commercial aircraft engines, such as GE9X & GE-90 with Global Research team in Niskayuna, USA; that was used by Field Services and Analytics teams in India and USA to enhance in-air time with a potential for significant cost savings by predictive maintenance.
- Built a weight estimation software for preliminary design and pre-sales process for USA team by developing a digital performance-correlation database; thus, reducing weight estimation time of aircraft engine externals from 3 months to 30 minutes.

Indian Institute of Science - Bangalore, India
Research Assistant
- Created a performance methodology to evaluate Financial and Energy ROI of types of Solar PV based distributed energy systems

LANGUAGES & TECHNOLOGY

English (Fluent), Hindi (Native), French (Beginner, taking lessons), German (Beginner, taking lessons)
Preyash SHAH
Paris, France
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www.linkedin.com/in/preyashshah/
+33 6 95 85 41 77

EDUCATION

ESSEC Business School - Paris, France
Specialization: Big Data & AI for Business, Statistics, Strategy
ESSEC Ambassador – Develop and organize industry-school relations
Finalist among 150+ teams at the prestigious Harvard Global Case Competition 2022

K J Somaiya College of Engineering, University of Mumbai - Mumbai, India
Bachelor of Engineering, Mechanical 2009 – 2013
First Class degree and ranked first in final year engineering project
Key electives: Applied Mathematics, E-commerce & Industrial Finance, Production Process

PROFESSIONAL EXPERIENCE

Inova
Global technology company providing Partner Relationship Management solutions for biopharma industry
Product Manager (Intern) May – Oct 2022
• Manage development of the core feature of in-app analytics and meeting tools integration by gathering requirements through customer interviews and collaborating with technical leads to implement solution with target MAU adoption rate of 85%+
• Research on state of art of analytics in SaaS platforms and implement a robust product analytics process to monitor and analyse KPIs for existing and upcoming product features

Clarivate
(NYSE: CLVT) A leading technology company providing SaaS solutions, with customers in 100+ countries
Business Analyst, Product Feb 2019 – Aug 2021
• Led productization of data APIs by engaging with right stakeholders from technology, commercial, operations and legal teams around the globe; managed teams by influence to launch products to the market; products generated $25M in 2020 (10% of IP Group revenue)
• Managed end-to-end SaaS platform integration of acquired SequenceBase product into core platform by reviewing and mapping user journey, developing JIRA stories and collaborating with technology teams to implement the changes; project improved UX as customers used single login to access multiple platforms as per their subscription
• Pioneered consumer behaviour data analysis on the platform to rank product features and modules based on usage; insights derived influenced product strategy and helped technology teams prioritize development; analysis framework is now an integral part of product strategy

Inova
Associate Manager, Innovation Management Advisory Aug 2016 – Jan 2019
• Managed 70+ Innovation Management & Advisory projects worth $2M by working closely with global R&D teams, law firms and governments, and create R&D strategies and innovation policies
• Developed new revenue channels by creating differentiated offering driven by adoption of business intelligence tools such as Tableau and Power BI; the offerings generated $150K+ in additional revenue in FY18

Aranca
A global research and analytics firm with 500+ employees and offices in the US, UK, Middle East and India
• Analysed technology and industry landscapes for companies to identify white-spaces and growth opportunities; analysis influenced R&D investments decisions of the client companies
• Youngest employee to receive ‘Employee of the Year’ award for top-performance and improving business processes by adopting digital-first approach

KEY AREAS OF EXPERTISE

Core Competencies: Product Management, Data Analytics, Stakeholder Management, Business Operations
Tools & Technologies: Tableau, SQL, MS Office, Visio, Advanced Google Analytics, Python (Intermediate), JIRA
Languages: English (Fluent), German (Pursuing A2/B1 Level), French (Elementary – taking lessons)

INTERESTS & OTHER INFORMATION

Data Analytics enthusiast – Tableau Public Profile | Advanced Google Analytics
IBM Certified “Design Thinking Practitioner”
Co-authored White Papers on ‘Industry 4.0’ and ‘Electric Vehicle Mass Transportation’
# Kah Chin TEO

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## EDUCATION

<table>
<thead>
<tr>
<th>Institution</th>
<th>Degree</th>
<th>Dates</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>ESSEC Business School</td>
<td>Global MBA with Major in Strategy &amp; Digital Leadership - AMBA accreditation “triple crown”</td>
<td>Aug 2021 – Present</td>
<td>Digital Disruption; Entrepreneurship; Global Strategy Simulation; Management Consulting; Sustainable Financial; Statistics</td>
</tr>
<tr>
<td>National University of Singapore (NUS)</td>
<td>Bachelor of Engineering (Environmental Engineering) - Distinction, CAP: 4.43</td>
<td>Aug 2012 – Jun 2015</td>
<td>Graduated with Honours from prestigious 3-year Global Engineering Programme, with Faculty Scholarship. Engineering Colours Award for achievements and contributions to co-curricular activities Awarded A+ and received Research Poster Award for Final Year Project on Biobutanol Production from Food Waste</td>
</tr>
<tr>
<td>University of Illinois Urbana Champaign (UIUC)</td>
<td>Student Exchange Programme (1 Semester)</td>
<td>Jan – May 2014</td>
<td>Masters-equivalent courses on Biofuels, Atmospheric Chemistry and Microbial Biology</td>
</tr>
<tr>
<td>ESSEC Business School</td>
<td>Masters</td>
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## PROFESSIONAL EXPERIENCE

<table>
<thead>
<tr>
<th>Company</th>
<th>Position</th>
<th>Dates</th>
<th>Responsibilities</th>
</tr>
</thead>
</table>
| TotalEnergies S.E. - Gas, Renewables & Power | Origination (Stage), Biogas Business Unit | May 2022 – Present | • Develop strategic roadmap for the production and commercialization of Bio-methane in South-East Asian region with particular focus, and defined go-to-market game plan for Singapore, Malaysia, and Indonesia  
• Perform business development activities: ie. Market prospecting, business modelling, M&A deal-making, projects valuation |
| Sobono Energy Pte Ltd | Business Development Manager | Jan – Aug 2021 | • Developed successful prototypes for GreenGas Blox and Organics Transit Towards Energy Recovery (OTTER) – innovative systems to recycle food waste in Singapore  
• Grew commercial prospects in Malaysia, Thailand, and Cambodia during Covid-19 movement restrictions through forming relationships with local key partners, clients, consultant, and investors  
• Served on Training-and-Hiring Committee; hired and trained 2 new engineers into technical project roles |
| Project Manager | - Singapore and Philippines | Oct 2018 – Dec 2020 | • Led and completed Project Circular, a 5.7MW, Biogas Power Plant expansion at Biotech Farm INC. in South Cotabato, Philippines. The plant is one of the largest commercial-scale biogas plants in Asia using napier grass feedstock  
• Managed project team consisting of over 200 administrative staff, engineers, supervisors, and contractors and managed to complete project on time over a short 6-month execution period  
• Procured ~USD$8M worth of equipment from Asian and European markets based on specifications, handled international logistics and subsequently commissioned and managed the operations of the plant during start-up phase  
• Crafted tender scopes, negotiated with contractors, and subsequently awarded contracts to the most competitive bidders to ensure smooth project execution within the cost, schedule, and scope requirements  
• Traveled South-East Asia for supplier’s meeting, FATs, stakeholder engagements to ensure critical project alignment  
• Facilitated Power Plant 30-staff Operations team in process and team management towards successful project handover |
| Senior Project Engineer | - Singapore and Philippines | Jun 2017 – Oct 2018 | • Project Coordinator for Project Cleanstream, a Design-and-Build renewable energy 3.9MWp biogas power plant project and wastewater facility at Biotech Farm INC. South Cotabato, Philippines – One of Philippines’s largest biogas plants  
• Generated work-breakdown and Progress Gantt Chart to assist Project Manager as part of schedule management  
• Designed and implemented compliant Mechanical, Electrical and Control scopes of the power plant together with partners |

## LANGUAGES & TECHNOLOGY

- English-Fluent, Mandarin-Fluent, Spanish-Basic, French-Basic  
- Software: AutoCAD, Google Docs, Google Sheets, Prezi, Microsoft Office (including Project, Visio), PowerBI

## RELEVANT EXPERIENCE & INTERESTS

- Biogas Circular Economy, Agri-food production, Fertilizers, Low-Carbon Energy, Energy Transition  
- National Service: Air Operations Specialist (AOS, 3SG) of Republic of Singapore Air Force (RSAF), 121 Squadron
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EDUCATION

ESSEC Business School - Paris, France
Global MBA with Major in Strategy & Digital Leadership
Key Focus Areas: Strategic Management, Statistics, Strategic Marketing, Finance

School of Tourism and Hospitality Management Sant Ignasi - Barcelona, Spain
MSc in Hotel Management
Master thesis: Marriott and SPG integration: The Four Points by Sheraton Barcelona Case

Nhtv International Hotel Management School - Breda, The Netherlands
B.A. in Hotel and Business Administration
Bachelor thesis: Combining revenue management and customer relationship management

PROFESSIONAL EXPERIENCE

Optimand - London, UK (Cloud-based data platform for hotel web analytics and business intelligence)
Business Development Manager
- Analyzing potential market entry strategy for penetration of Paris market, targeting 10+ opening in 5 months.
- Identifying opportunities to increase contribution of managed account portfolio by 12%, through educating clients on use of platform and cross selling/upselling additional services
- Gather and analyze destination market data and wrote specialized blog posts to increase brand awareness. Target to increase website leads by 100% YoY.
- Gathering and analyzing customer feedback, designing new features, and developing new products with the software team

Buckingham and Lloyds - London, UK (Residential development of 11-super luxury apartments in Central London)
Revenue Management - Independent Consultant (whilst pursuing full-time MBA studies)
- Led market and competition analysis: Enhanced the IT infrastructure to ensure better connectivity with online travel agents. Positioned property to increase room revenue, sales increase of 5% Sept 2021 vs Sept 2019
- Created sales-marketing strategy, enhanced brand awareness using digital marketing tools, direct revenue increased 50% vs 2019
- Designed scenarios, assessed profitability, and performed market analysis for new properties in different European markets, using data collected from diverse sources (including online data, interviews, and industry publications)

Baglioni Hotel - London, UK
Assistant Revenue Manager
- Led commercial strategy of hotel. Selected most profitable accounts and planned sales actions to most attractive markets. Improved RevPAR 2019 vs 2018 of 3.2%
- Analyzed profitability of channel segments and accounts to identify potential for increased returns. Analysis helped to boost daily rates in high demand period by 10%
- Prepared visual reports using relevant data to facilitate weekly meetings and key decisions with head-office management
- Improved website effectiveness in converting bookings through content revision, enhanced technology, and implementation of digital marketing actions. Direct bookings increased by 6%
- Developed budgets yearly revenue budgets. Created multiple scenarios during the pandemic to enable agile decision-making process. Ensured decisions were made considering changing external environment and data coming from other industries (e.g., airline)
- Built B2B relationships with travel agencies, diversifying the channels strategy and reducing risk of over reliance on a single source. Resulting in a 5% increase of room revenue during low season vs 2018

Four Points by Sheraton - Barcelona, Spain
Assistant General Manager & Project Leader - Internship
- Organized transition from Starwood IT ecosystem to Marriott’s. Acted as the in-house lead coordinating all stakeholders. Project completed on schedule
- Planned training for hotel’s associates on new systems and processes. Coordinated internal marketing efforts to promote benefits of changed systems. Subsequent project survey showed 75% of employees were satisfied with changes

LANGUAGES & OTHER SKILLS

Italian – Native, English – Fluent, Spanish – Fluent, French – Intermediate
Technology: SAP business object, Microsoft Office (Excel Expert), Tableau, Power BI, Google Analytics, Google Ads
Hospitality Property Management Systems and technology tools: Opera, Tesipro, Scrigno, SynXis, Travel Click, STR, Ota Insight and more
Passionate about geopolitics, economics, and history
Rong Wu
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rong.wu@essec.edu
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+33 6 11 07 10 79

EDUCATION

ESSEC Business School - Paris, France
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation "triple crown"
GMAT: 720
Key subjects: Marketing Management | Statistical Analysis | Global Negotiation | Digital Transformation

Beijing City University - Beijing, China
Bachelor Degree in Economics
GPA: 85/100, Student Ambassador in Student Union

PROFESSIONAL EXPERIENCE

Louis Vuitton - Paris, France
MBA Consultant - Louis Vuitton x ESSEC – Consulting Mission
- Proposing a strategy to cater to a rapidly growing market with very specific needs: Gen-Z

Home Life Technology Co., Ltd - Beijing, China
Chinese social application enabling users to share their lifestyle and home design experience, 20M users worldwide
Senior Online Growth Manager
- Managed an online marketing team, and increased the MAU (Monthly Active Users) of the product from 5th to 1st in the lifestyle application category within one year (2018)
- Constructed keywords in the App Store category using SEO Analysis resulting in ranking progression from 26th to 1st position
- Developed online Ads measurement frameworks and action plans, including clear KPIs and goal projections, facilitated its implementation with a focus on paid digital channels, resulting in a 48% increase in market share 2018 vs 2017
- Managed teams (including external agencies) across functions, data analysis team, social media & content marketing team, and AB test team, increasing work productivity through effective communication and regular feedback
- Managed real-time bidding accounts, such as Facebook and Tiktok, according to their algorithms and AB tests to optimize advertising content and format, Click-through rate increased by 30% in 2019 vs 2018
- Mapped personas to channels utilizing questionnaires and developed value propositions per persona, applying to actual advertising, significantly improved ad delivery accuracy and suitability for new users and the application
- Cooperated and communicated regularly with main media and large application markets, such as Tencent, Tiktok, App Store, and Huawei, building good relationships to ensure priority selection of quality online advertising resources
- Managed owned media, such as RED and Weibo, created content that matched demands and attracted more than 500,000 fans in total, enhanced the visibility of the company, and cooperated with KOL, increased effective exposure for the company's user activities at important points
- Set KPIs for team members that ensure motivation to achieve corporate goals and established fluid communication and feedback system, maintained team stability and increased the ability to handle emergencies

MEILISHUO Network Technology Co., Ltd - Beijing, China
Online fashion shopping application with 100M users in China
Channel Manager
- Created cost plans based on realistic goals in each channel according to different user values
- Managed a monthly budget of ¥10 million and led a team with responsibilities including new user growth, online promotions, market research, consumers behavior analysis, and communicational content AB test
- Set up Polaris indicators based on milestones, weighting the data of different dimensions to give objective criteria for evaluating the effectiveness of each channel, greatly improved efficiency increased the speed of feedback
- Managed different types of external teams and communicated effectively to establish work standards and followed up regularly about stage work summaries and goals for the next stage of work
- Developed an online marketing strategy during the shopping festival, such as Double Eleven Shopping Festival and Black Friday Shopping Day, which Matched the overall sales strategy and ultimately led to purchases

LANGUAGES, TECHNOLOGY & OTHER INTERESTS
Languages: Mandarin (Native) | English (Fluent) | French (intermediate, Actively taking lessons)
Technology: Power BI, Tableau, analytical tools, Microsoft Office, Google Ads
Interests: Assemble LEGO Models, Cosmetics & Fashion, Escape Rooms: enjoy logical deduction and team adventures
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+33 6 31 04 11 26

EDUCATION
ESSEC Business School - Paris, France 2021 – 2022
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
Scholarship: Future Women Leaders & High Potential
Key subjects: Strategic Management, Digital Marketing Strategy, Financial Management, Digital Disruption
Huazhong Agricultural University - Hubei, China 2003 – 2007
BA - Advertising

PROFESSIONAL EXPERIENCE
DFS Group, La Samaritaine - Paris, France May 2022 – Present
ESSEC Field Project - Consulting Mission
• Devising a strategy to reinvent the Beauty Department

FREELANCE CREATIVE - Shanghai, China 2019 – Present
Clients: Estee Lauder Group, T-mall Luxury, Marie Claire China, AD/Architectural Digest China, etc.
• Created the communication content (concept, storyboard, social content planning, briefing photographers and video producers, directing shoots) for agencies and global fashion media requiring clear communication with multidisciplinary teams to ensure powerful campaign execution
• Managed and coordinated multiple projects simultaneously including campaign shoots and producing trend reports for luxury eCommerce platforms

CONDENAST - VOGUE CHINA - Shanghai, China 2013 – 2019
Deputy Integrated Creative Director - Digital Project Jan 2017 – Sep 2019
• Directed a cross-functional team of content creators, designers, and IT service providers to find actionable solutions and campaigns for VOGUE China and advertising clients (including LVMH Group, Cartier, Stella McCartney, Estee Lauder Group, etc.) across all digital platforms and unified SOP to drive efficiency
• Managed and monitored content on VOGUE CRM and eCommerce channel platform, and led coordination with internal departments, ensuring a strong customer centric approach and building brand loyalty

Integrated Creative Manager Jan 2016 – Dec 2016
• Directed and supervised digital and social campaign from A to Z, including social content planning, time scheduling, photo and video shoot production and client communications

Senior Creative Editor May 2013 – Dec 2015
• Developed print and social advertorial content via social media including VOGUE magazine, WeChat post and Weibo, managed the layout sketch, presented the company and engaged in diverse networking activities

AVON CHINA - Shanghai, China 2012 – 2013
Marketing Copywriter
• Edited product content on brand website, and leveraged various media channels to enhance brand image
• Planned, implemented, and supported merchandise and promotional campaigns

SAATCHI & SAATCHI - Shanghai, China 2011
Senior Copywriter
• Organized and integrated online and offline creative concepts, ideas to brand campaign of clients
• Identified client’s core message and target audience, and showcased features when creating TVC and Print ads

TBWA - Shanghai, China 2009 – 2011
Copywriter
• Scripted and proofread online commercial ads, provided copy to clients, and modified copy in accordance with clients' demands
• Improved local website content for international brands by rewriting Chinese copy

LANGUAGES, TECHNOLOGY AND OTHER INTERESTS
Chinese (Native), English (Fluent)
Power Bi, Microsoft Office Suite, Photoshop, Video production, Google Ads Certificate
Ayse YILDIZTEKIN
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+33 6 69 17 97 83

EDUCATION

ESSEC Business School - Paris, France
Global MBA with Major in Strategy & Digital Leadership - AMBA accreditation “triple crown”
Activities: Created Blockchain/Crypto section on ESSEC Global MBA Blog to publish articles regularly

MIT Sloan School of Management - USA
Blockchain Technologies: Business Innovation and Application, Online Executive Program (Certificate of Completion)

Marmara University - Istanbul, Turkey
Bachelor of Arts in Business Administration (German)

Vienna University of Economics and Business - Vienna, Austria
Bachelor of Arts in Business Administration (German)

Studied 3 years before transferring to Marmara University

PROFESSIONAL EXPERIENCE

Louis Vuitton - Paris, France
ESSEC Field Project / Consulting Mission
- Proposing a strategy to cater for a rapidly growing market with very specific needs: GEN-Z

M-GEN Digital Agency & Software Company - Istanbul, Turkey

M-GEN is founded by Ufuk Tarhan, who is among 50 Most Influential Female Futurists by Forbes Magazine and World’s Top 100 Female Futurists.

Chief Marketing & Operations Officer & Partner
2016 – 2021
- Fostered a growth oriented, positive and encouraging relationship with large corporates and multinational customers (e.g. Unilever, BSH, BASF, Metro Cash & Carry, 3M, Coca-Cola etc.) by managing 25 FTEs
- Restructured M-GEN’s business plan and overall strategic vision including reorganization of HR, IT, Finance. Hired new talent, increased creativity, overall quality performance and internal efficiency
- Financed M-GEN’s growth through successful investment in crypto currency trading
- Achieved cost reduction by 18%, increased software based projects by 16%, profit by 23% and overall turnover by 38% in three years
- Doubled turnover through existing customers and acquisition of new clients with a focus on corporate and employer branding projects
- Won various Social Media Awards in different categories with projects designed for multinational clients (e.g. BSH, BASF, Bosch)
- Transferred all client business to the Cloud (Microsoft Teams) resulting in boosted productivity, efficiency, security, and crisis management
- Established a strong outsourcing, vendor & consultancy ecosystem and expanded range of available services

Finance & HR Manager
2015 – 2021
- Managed accounting and financial operations including cash flow, budgeting, taxes and banking
- Transformed financial reporting through implementation of agile systems, adapted to a volatile regulatory environment
- Established new IT department to support clients’ operations and ability to execute recommended marketing strategies
- Supervised all HR operations and HR team of 10 FTEs in compliance with M-GEN’s happy-employee-oriented company culture

Business Development Manager
2012 – 2015
- Designed corporate brand marketing strategies to attract new customers aligned with M-GEN’s core values (creativity, value add, speed)
- Grew client based, by adding new multinationals (e.g. 3M, BAT, AIG) to portfolio, negotiated annual contracts and tripled overall revenue

Social Media Strategist
2011 – 2012
- Managed five people including Social Media Specialists, Designers, and Analysts
- Created & executed social media strategies for corporate multinational clients

LANGUAGES, CERTIFICATIONS & OTHER INTERESTS

Languages: English (Fluent), German (Fluent), Turkish (Native), French (Beginner & Actively Learning)
Blog: Crypto Lab is my blog, with the primary goal of increasing cryptocurrency awareness and helping everyone in improving crypto literacy.

Certifications & Training:
- Harvard Business School / Becoming a Better Manager (35 Hours Online Executive Program, 2018), Google / Fundamentals of Digital Marketing (8 Weeks Online Course, 2019), Boston Consulting Group & University of Virginia / Digital Transformation (6 Weeks Online Course, 2019), Institut De Francais (Villefrance-Sur-Mer) / Intensive French Course (160 Hours, 2019), Cryptocurrency Investment & Trading Courses (Udemy), Sprinklr (Unified-CXM platform), Microsoft Teams Training Programs

Interests: Crypto & Blockchain & Web 3.0, Tennis & Piano Player, Travel