



UBC MBA

CLASS OF 2023 PROFILE BOOK

Candidates available for summer internships May – August 2022
and for full-time opportunities as of December 2022

Class Profile



6

average years of work experience



83 %

speak two or more languages



49 %

have international work experience



30

average age

Academic Experience

Undergraduate Major

39 %	Engineering	6 %	Economics
25 %	Business	5 %	Humanities
10 %	Science	4 %	Social Science
10 %	Computer Science	1 %	Law

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Aaron Mak

[linkedin.com/in/aaron-kh-mak](https://www.linkedin.com/in/aaron-kh-mak)

Result-oriented professional with 10+ years of operations experience in the hospitality industry who looks to bring a customer-focus mindset to product management. Proven track record in achieving revenue and profit targets by way of excellent strategic planning and solid interpersonal skills in a fast-paced, competitive environment. Bring an analytical and people-focused approach who works creatively and efficiently in satisfying all stakeholders.

Key Accomplishments

- Managed P&L of a 13-outlet restaurant chain and achieved 6.5% revenue and 3.5% profit average growth from 2015 – 2018 by improving customer satisfaction and efficiency through redesigning menu and enhancing workflow and execution.
- Led a diverse team of 400+ from multiple restaurants, to overcome impact from pandemic through strengthening communication and reinforcing operation management.
- Created multiple concepts within a chain-store model and launched three new concept outlets in 36 months including a service-award-winning restaurant.

Work Experience

Operations Manager, Maxim's Caterer Ltd., Hong Kong

District Manager, Maxim's Caterer Ltd., Hong Kong

Finance Analyst, Maxim's Caterer Ltd., Hong Kong

Education

- Bachelor of Business Administration (Operations Management), Baruch College, City University of New York, New York, USA



Aayushi Roy

[linkedin.com/in/aayushi-roy](https://www.linkedin.com/in/aayushi-roy)

Technology management professional with five years of experience establishing and managing B2B SaaS initiatives in retail and information technology services. Extensive experience communicating between business and technical departments to ensure business objectives were met on time, within budget, and according to specifications. Highly skilled in problem-solving, critical thinking, leading and working with multidisciplinary teams. Capable of supervising all aspects of operations and directing interdisciplinary teams. Well-equipped with technology and communication skills, as well as substantial experience in critical thinking and analytical abilities.

Key Accomplishments

- Capitalized globalization of Antino Labs corporate network into the US and Canadian markets. Strengthened the organization's market position in India. Accelerated the growth with increasing revenue by CAD\$0.25M in FY 2020. Enhanced productivity and ensured collaboration by mediating with five to six cross-functional teams.
- Amplified company growth by 400% in FY 2020 from the previous year by boosting business development. Generated and converted leads and consulted on technological developments. Increased customer engagement and improved system performance by training and mentoring a team of diverse professionals.
- Led development projects at Accenture for a major global retailer for maintenance of their retail point-of-sale and eCommerce system. Strategized on ensuring continual efforts to increase system fluidity, minimize fraudulent activities by debugging code errors.

Work Experience

Project Manager, Antino Labs Pvt. Ltd., Gurgaon, India

Business Development Manager, Antino Labs Pvt. Ltd., Gurgaon, India

Software Development Analyst, Accenture Solutions Pvt. Ltd., Bangalore, India

Education

- Bachelor of Engineering (Electrical Engineering), Kalinga Institute of Industrial Technology (KIIT) University, Bhubaneswar, India



Yibin (Ada) Wang

[linkedin.com/in/wangyibinada](https://www.linkedin.com/in/wangyibinada)

Brings six years of operations management experience in global EdTech giants and startups. Complemented with two years of diverse sales and marketing management experience from P&G. Expertise in user acquisition and operations, with a solid understanding of data analytical theories and practices. Proven leadership capabilities and outstanding communication skills in a multi-cultural business environment. With a positive attitude, able to face challenges with an innovative approach to solving complex issues.

Key Accomplishments

- Increased teachers' productivity per capita by 8% from Sep 2020 to May 2021 through developing a productivity prediction model and a personalized incentive system.
- Drove growth initiatives and achieved 10,000+ users within new APP's first three months by applying diverse referral strategies and social network marketing through the WeChat channel.
- Established a strategic operations system, including developing data analytical frameworks, tools, and techniques and built a business intelligence team, to optimize over 100,000 teachers' work performance in VIPKid.

Work Experience

Head of Teachers' Operations and Recruitment, Bytedance, Beijing, China
Growth Strategy Consultant, Chatterize, Wellington, New Zealand
Senior Operations Manager, VIPKID, Beijing, China
Key Account Manager, Procter & Gamble, Tianjin, China

Education

- Master of Literature: Literary Criticism and Writing, Nankai University, Tianjin, China
- Bachelor of Literature, (English), Nankai University, Tianjin, China



Akshay Rana

[linkedin.com/in/akshayrana073](https://www.linkedin.com/in/akshayrana073)

Former management consultant with over six years of experience focused on joining an innovative, dynamic and scalable firm in the tech industry. Proven experience in solutioning, sourcing, delivering high-quality results and strategizing general purpose technologies such as digital payments and core insurance solutions. Worked in the management consulting environment at KPMG, with an emphasis on digital and IT sourcing strategy, process reengineering, and project management in banking, financial services and insurance (BFSI) and government.

Key Accomplishments

- Collaborated on the Prime Minister's digital payment mission alongside the Government of India, payment service providers, and the Federal Bank of India. Surpassed the target set by the Prime Minister's Office (PMO) of 40 billion and 55 billion digital payment transactions in the country during 2019-20 and 2020-21 by designing cohesive strategies, initiatives and policies.
- Designed scoring frameworks and scorecards for all the banks and states to access, monitor, and course correct the digital payment health of the country.
- Designed IT strategy, solution architecture, and roadmaps for the next seven years for AIC, the world's biggest crop insurance company. Sourced IT solutions and services worth CAD\$70M by designing seven RFPs for security, network, compute and storage solutions for core insurance solution, HRMS, Email solution, co-hosting, network and call center services, and Flash storage procurement.

Work Experience

Assistant Manager, KPMG, India
Management Consultant, KPMG, India
Associate Consultant, KPMG, India

Education

- Bachelor of Technology, Uttar Pradesh Technical University, Noida, India
- TOGAF 9.1 Certified



Alex Canning-Choi

 [linkedin.com/in/alexcanningchoi](https://www.linkedin.com/in/alexcanningchoi)

Aspiring sustainability intrapreneur / entrepreneur with proven success working in uncertain and high stress environments. A passionate leader who focuses on collaboration and leveraging the strengths of the team. An outside-the-box thinker, who isn't afraid to challenge the status quo. Leverage international (10+ countries) and on-site work experience to creatively solve unique and complex problems. An organized and plan-driven individual with project management skills who can execute projects on-time and on-budget.

Key Accomplishments

- Led the integrated installation, commissioning and acceptance testing of several key systems on a project to build the world's largest gas turbine test facility, Rolls-Royce test bed 80, in Derby, UK.
- Reduced the Rolls-Royce test bed 80 project schedule by eight weeks by developing, proposing and implementing an innovative installation process.
- Received the Rolls-Royce test bed 80 project 'One Team Award' in December 2019 for outstanding efforts in demonstrating collaborative and leadership behaviour as nominated by the project members (including RR and MDS).

Work Experience

President, MBA Society, UBC Sauder School of Business, Vancouver, Canada

Project Integrator, MDS Aero, Ottawa, Canada

Business Development and Proposals Coordinator, MDS Aero, Ottawa, Canada

Education

- Bachelor of Engineering (Aerospace), Carleton University, Ottawa, Canada
- Project Management Professional (PMP) Certified, Project Management Institute



Alexander Lurye

 [linkedin.com/in/alexanderlurye](https://www.linkedin.com/in/alexanderlurye)

Entrepreneur and software engineer with 20+ years of hands-on experience in leading software development projects. Known to take on challenges where others have failed. Work best in early-stage startups where ingenuity is valued, and there is a need to work on building new products with a cost-effective approach, while considering resources, and timelines. Possess strong analytical skills, a customer-oriented mindset, and expertise in all stages of the software development lifecycle. Started and exited two companies (both still operating as profitable).

Key Accomplishments

- Co-founded a software outsourcing company and expanded it to employ 30+ engineers to date.
- Founded a cyber security B2B startup and led the product development, where we built and launched a new product within an unprecedented timeline of just 18 months.
- Built a comprehensive cloud-based software system for a healthcare company by leading the whole process from requirements definition, designing software architecture, leading the development process, and finally deploying the system in production.

Work Experience

Founder and CTO, Hardenite, Herzliya, Israel

Co-Founder and CTO, Trivium Solutions, Herzliya, Israel

Education

- Bachelor of Science, Mathematics and Computer Sciences, Tel Aviv University, Israel



Amol Gupta

[linkedin.com/in/amol-gupta93](https://www.linkedin.com/in/amol-gupta93)

Product management enthusiast with six years experience in new product development for service-based organizations. An empowering leader and a driver of change who constantly challenges the status quo and seeks to motivate team members. Inquisitive and detail-oriented professional, with a passion for designing products and services with a customer centric approach. Experienced in working with cross-functional (Quality Assurance, Security and Finance) and cross-border (across Asia Pacific and North and South America) teams, while having a first-hand perspective of fast-evolving technology industry.

Key Accomplishments

- Optimized client application performance by up to 40%, by identifying and resolving issues across architecture domains, while collaborating with management to develop project roadmaps and timelines.
Nominated for *ACE Award*, Accenture's top honour.
- Generated \$2 million in revenue by enhancing client products design and delivery, and closely working with cross-border (US) business users, business analysts, product owners, project managers and other relevant teams in all phases of SDLC.
- Saved 60,000 hours yearly and \$4.5M annually on resources and infrastructure, by assisting four cross-border and cross functional teams design and automate everyday tasks.
Awarded *Deep Skill Adder Award* for having IBM Critical Skills.

Work Experience

Application Development Senior Analyst, Accenture Solutions Pvt. Ltd., Gurgaon, India
Senior Systems Engineer, IBM India Pvt. Ltd., Bangalore, India
Associate Systems Engineer, IBM India Pvt. Ltd., Bangalore, India

Education

- Bachelor of Technology, University of Petroleum and Energy Studies, Dehradun, India



Amol Thind

[linkedin.com/in/amolthind](https://www.linkedin.com/in/amolthind)

A passionate leader at the intersection of combining finance and tech. Proven relationship builder with over seven years of experience in finance and digital projects including management of a team in commercial banking. Grew a team of 14 direct reports through digital transformation in the fast-paced business banking industry. Enjoy tackling challenges that result in the betterment of society in community improvement. Track record of working with small businesses and entrepreneurs across diverse industries. Adventurous traveller and go-getter who rises in the face of adversity.

Key Accomplishments

- Created a new digital team in commercial banking and grew from four initial staff up to a team of 13 direct reports. Managed the team through a number of digital project transformations and challenges like COVID-19.
- Provided lending and banking solutions directly to entrepreneurs throughout the Lower Mainland with a high performing portfolio of businesses.
- Team Captain of the BCMBA Games, who helped champion the team through an overall win, Autumn 2021, and also serves as President of the UBC Blockchain Club.

Work Experience

Manager, Alternate Channels Business Banking, Coast Capital Savings, Vancouver
Manager, Small Business Banking, Coast Capital Savings, Vancouver
Business Banking Officer, Coast Capital Savings, Vancouver

Education

- Bachelor of Business Administration (Business Management), British Columbia Institute of Technology, Canada
- Certificate in Small Business Banking, CSI Moodys, Canada



Angel Chiu

[linkedin.com/in/angel-chiu](https://www.linkedin.com/in/angel-chiu)

Professional account manager with five years of experience in the hospitality industry who aspires to contribute to the technology sector. Proven track record in developing brands and cultivating customer loyalty through strategic data analysis, planning, and execution. A steadfast leader who strives to balance the interests of clients, company, and employees, and she is not afraid to challenge the paradigm and think outside the box to achieve client satisfaction, business profitability, and employee wellbeing. An intrapreneur committed to increasing customer success, driving long-term growth and sustainability by implementing data driven decision making to augment business infrastructure.

Key Accomplishments

- Established major accounts and strengthened relationships with clients from Fortune 500 and BC's largest financial and technology companies.
- Achieved a 180% increase in personal annual sales revenue within one year of promotion through methodical analysis of existing sales records to identify missed opportunities and expand client base.
- Directed teams of over 80 in house staff, technicians, and external contractors to execute logistically challenging events.

Work Experience

Account Manager, *Culinary Capers Catering, Vancouver, Canada*
Secretary, *Sherwood Taipei Hotel, Taipei, Taiwan*

Education

- Associate Certificate in Marketing Communication, British Columbia Institute of Technology, Vancouver, Canada
- Bachelor of Science (Cell Biology and Anatomy), McGill University, Montreal, Canada



Ankita Bajpai

[linkedin.com/in/ankitabajpai](https://www.linkedin.com/in/ankitabajpai)

A technology professional with 10+ years of experience in product development. Passionate about learning with proven problem solving within the technology, telecom, consumer electronics, manufacturing industries. Managed and demonstrated diverse products to customers at tech forums and ideathons. Collaborated with teams to comprehend complex business problems and determine optimized solutions. Technology enthusiast who is looking to leverage experience, complemented by management acumen for strategic decision making.

Key Accomplishments

- Managed a technical team to design a secure auditing application which helped the business retain more than 80% of customers focused on critical data solutions.
- Developed a web-based performance analyzer tool for enterprise solutions to help in reducing issues reported by the customer by more than 20%.
- Collaborated with cross-functional engineering /operations teams and customer support representatives to derive release management and project plan for Oracle's JD Edwards application suite.

Work Experience

Senior Engineer and Scrum Master, *Terex, Redmond, USA*
Principal Engineer, *Oracle, Bangalore, India*
Lead Engineer - R&D, *Samsung R&D, Bangalore, India*

Education

- Master of Computer Application, National Institute of Technology, Raipur, India
- Bachelor of Science, Mathematics, Kanpur University, Kanpur, India
- Certificate in Project Management, University of Washington PCE, Bellevue, USA



Antariksh Dalal

[linkedin.com/in/antarikshdalal](https://www.linkedin.com/in/antarikshdalal)

Passionate marketing professional with expertise in helping clients leverage technology to make timely data-driven decisions by transforming raw data into actionable business insights. Five years of working with Vice-Presidents and Directors of Fortune 500 companies to translate business requirements into technical solutions using in-depth domain knowledge. Experienced in designing end-to-end technical solutions with the ability to build client relationships, manage mid-size teams, and lead multiple workstreams.

A strategic thinker and relationship builder with a high level of ownership.

Key Accomplishments

- Reduced business waste worth \$26M for a Fortune 500 CPG company while increasing operational efficiency by building an automated supply chain solution with 20+ Tableau workbooks.
- Defined growth ceiling worth \$215M by identifying and profiling 1045 customer accounts with drug underutilization for a Fortune 500 pharmaceutical company.
- Decreased processing time by 83% by standardizing analysis across regions, optimizing design, and building 18 dashboards to analyze the effectiveness of e-commerce as a channel for a Fortune 500 CPG company.

Work Experience

Business Intelligence & Analytics Consultant, *D.Pauls Travel & Tours Limited, New Delhi, India*

Decision Analytics Associate Consultant, *ZS Associates, New Delhi, India*

Business Intelligence & Analytics Consultant, *Thorogood Associates, Bangalore, India*

Education

- Bachelor of Engineering (Electronics and Communication Engineering), University of Delhi, New Delhi, India



Armando Rocha

[linkedin.com/in/armandorochac](https://www.linkedin.com/in/armandorochac)

Authentic ethical leadership demonstrated over six+ years of experience including volunteer activities. Marketing and HR professional who worked in product management and process improvement. Data-driven individual with a strong ability to develop communication strategies to achieve organizational goals. Talented team leader who brings a collaborative mindset, and is able to delegate effectively and inspire others. Vast knowledge and understanding of product design, including definition, structuring, implementation, training, and promotion.

Proven listening skills, work ethic, and time management. A highly enthusiastic innovator with exceptional performance in implementing and optimizing processes.

Key Accomplishments

- Improved the percentage of debit card plastic renewal for priority clients from 53% to 93% within six months with effective targeted communication strategies through various channels such as text messages, social media posts, and in-branch materials.
- Attained client retention above 80% (+15% vs. the market) by analyzing customer insights, consumer trends, market research, marketing best practices, and implementing innovative strategies.
- Expanded six new policies and functionalities nationwide within the personal loan product by designing, training, and monitoring employees providing more efficient operations.

Work Experience

Personal Loan Market Manager, *Compartamos Banco, Mexico City, Mexico*

Personal Loan Product Owner, *Compartamos Banco, Mexico City, Mexico*

Co-founder and Coordinator, *Conectar para Dar Youth Group, Mexico City, Mexico*

Education

- Diploma in Innovation, Redbox Academy, Mexico City, Mexico
- Graduate Certificate in Operations Management, Universidad Panamericana, Mexico City, Mexico
- Bachelor of Industrial Engineering and Innovations Management, Universidad Panamericana, Mexico City, Mexico



Asif Shaikh

[linkedin.com/in/m-asifshaikh](https://www.linkedin.com/in/m-asifshaikh)

An aspiring consultant and curious engineer experienced at leading teams to achieve synergy through trust and empathy. Approach problems and issues with a macro and micro lens to systematically break them down by asking “why” and using data as ammunition. A modest young achiever with seven years of experience from consulting and R&D operations with a focus on product development, project management, and cost-optimization. Enthusiastic learner looking for the common denominator and differentiators of diverse industries and eager to make a mark by solving the most pressing issues.

Key Accomplishments

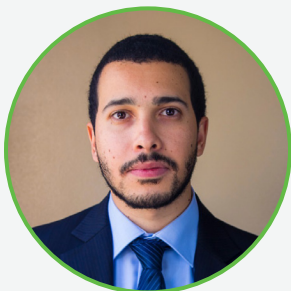
- Accomplished keystone export motorcycle’s re-launch, following a product pull-out, within a three-month turnaround timeline after rectifying field issues by leveraging existing platform’s design elements. Improved profitability by 7% in further stages, generating \$1.2M revenue by driving project team to innovate alternate design solutions and negotiate cost of proprietary parts with suppliers.
- Delivered savings of \$3M/year for organization’s bestselling motorcycle (1.5M units/ year) through agile initiatives of rapid development of low-cost prototypes.
- Collaborated with a cross functional team to devise an ‘Indian Market Entry Strategy’ for a French car maker and presented findings to the CEO on analysis on the regulatory environment, product positioning (pricing), and cost reduction roadmap, resulting in repeat business worth \$2M.

Work Experience

Program Manager – R&D Product Development, Hero MotoCorp Ltd., Jaipur, India
Deputy Manager – Value Engineering, Hero MotoCorp Ltd., Jaipur, India
Analyst – Project Management, Tata Technologies Ltd., Pune, India

Education

- Bachelor of Engineering (Mechanical Engineering), Manipal Institute of Technology, Karnataka, India



Azhar Zahid

[linkedin.com/in/ahmedalazharzahid](https://www.linkedin.com/in/ahmedalazharzahid)

Consultant who brings six years of experience in international finance infrastructure development and early-stage startups. A track record of helping organizations innovate and grow through systems development, financial analysis and market research. An intrapreneur who is motivated to make a positive impact.

Key Accomplishments

- Led the process of financial modelling to secure an MoU for a USD500M hydrocarbon storage facility in the North of Morocco.
- Prepared financials which resulted in a USD5M cold storage facility company currently undergoing fundraising in Cambodia.
- Identified a USD500M Total Addressable Market for a Vancouver fintech startup and facilitated market access for the US.

Work Experience

Consultant, Fintech, Vancouver, Canada
Senior Finance and Investment Analyst, Casablanca, Morocco

Education

- Bachelor of Business Administration, Al Akhawayn University, Ifrane, Morocco



Bikramjeet Singh

[linkedin.com/in/bikramjeet-singh](https://www.linkedin.com/in/bikramjeet-singh)

Entrepreneur and sales professional with technology and sustainability lens gained through global experience in the renewable energy sector. Founded and led the business to success during times of economic instability. Excel at developing creative solutions while leading teams under pressure, and exceeding stakeholder expectations and achieving high sales revenues. Dedicated to relationship building and creating personalized customer experiences. Managed a cross-functional team of more than 150 people to execute each project. Conducted business with foreign governments and worked on planning and executing cross-border collaborations.

Key Accomplishments

- Secured the world's largest solar rooftop mandate (25 MW in North India) and mentored team in pitching, designing, and implementing the project.
- Saved >500,000 MT (metric tons) of food wastage annually and collaborated with Fruit Control - Italy, to craft a green energy solution for post-harvest storage technologies.
- Awarded "Game Changer of the Year" from Tata Power (1/10,000+ employees and associates). Selected by TATA Power (India's largest renewable energy company) to become an authorized channel partner as the only startup in India to score a maximum number of cold storage solar rooftop projects in the first year of the alliance.

Work Experience

Managing Director, Water Foods Pvt., Ltd., India (Start-up focused on sustainable energy projects)

Sr. Sales Engineer, TRANE -USA, Dubai, UAE

Technical Sales Manager, International Coil Ltd., Delhi, India

Education

- Bachelor of Technology, Mechanical Engineering, Punjab Technical University, Punjab, India



Cat Aramwongtrakul

[linkedin.com/in/sarida-aramwongtrakul](https://www.linkedin.com/in/sarida-aramwongtrakul)

A strategic problem solver with strong skills in profit and loss analysis and pricing strategy, and an ability to leverage business insights to support decision making that translates into competitive advantages and profitability. Four years of working in account management and business development in a startup that required building effective relationships with both internal and external multi-disciplinary stakeholders. Passionate about ecommerce, consulting, data analytics and process improvement.

Key Accomplishments

- Worked cross-functionally to coordinate RFP response and create a proposal for the Estee Lauder Group; developed sensitivity analysis and led end-to-end negotiations to win the project worth up to USD3M.
- Improved the profitability of one of L'Oréal's business units by 3.2% by negotiating for a new commercial structure for the Friends & Family sales event that generated a total gross revenue of about USD400,000.
- Nominated Most Valuable Player Award as the Continuous Improvement Advocate and selected by country CEO to the first batch of Growth Club members to leverage the company's data analytics tool for new customer acquisition.

Work Experience

Business Development Manager, aCommerce, Bangkok, Thailand

Associate Business Development Manager, aCommerce, Bangkok, Thailand

Sales Team Lead, Gogoprint, Bangkok, Thailand

Education

- Bachelor of Arts, English (Honours), Chulalongkorn University, Bangkok, Thailand



Cesar Ayala Alanis

[linkedin.com/in/cesar-ayalaalanis](https://www.linkedin.com/in/cesar-ayalaalanis)

An energetic leader and aspiring product manager with 16 years in financial analysis & planning, capital raising, and business strategy. Successful track record working with startups to Fortune 500 companies in Mexico and the United States. Proven experience in project and product management who is excellent at building and maintaining relationships with key business stakeholders. Team player with strong interpersonal skills and a solid ability to lead cross-functional teams. Passionate about mentoring and always eager to keep learning.

Key Accomplishments

- Led the project management of more than 300 client implementation projects. Created and launched an online registration tool used by +1,000 employees and +500 clients to book an office visit pre and post Covid.
- Managed the financial performance and oversaw the financial strategy and planning. Increased sales by 8% (annual avg.) through creating a new pricing model and establishing new price escalator clauses. Reduced costs by 6-8% through developing and implementing new vendor strategies.
- Led multiple initial public offerings (IPOs) and follow-on offerings in the Mexican financial market (raised USD6B in capital funding) and performed business valuation of more than 200 companies.

Work Experience

CFO, KIO Networks, Data Centers, Mexico City, Mexico

Corporate Banking Director, Actinver Bank, Mexico City, Mexico

Investment Banking Sr. Associate, Santander Bank, Mexico City, Mexico

Business Valuation Manager, Deloitte, Mexico City, Mexico

Education

- Bachelor of Finance, ITESM, Monterrey, Mexico



Chris Yeung

[linkedin.com/in/chrisyeung1](https://www.linkedin.com/in/chrisyeung1)

Driven product manager with proven ability to establish long-term sustainable results and processes through effective strategic planning with a customer-centric perspective. Able to analyze ambiguous problems with an empathetic, holistic, and multi-disciplinary approach to ensure the collective goals of all stakeholders are achieved. Track record of identifying and optimizing processes by working interdependently with diverse teams. Clearly communicating, critically analyzing problems, being creative and operating with integrity influence my day-to-day behaviours. Passionate about building and scaling products and services that improve an individual's health and wellbeing.

Key Accomplishments

- Collaborated with multi-disciplinary sales channels and teams to increase sales targets by 89% by providing thorough forecast models and business cases for TELUS Online Security.
- Established three user personas to create short and long term strategies to increase participation rate by 33% and decrease turnover for employees working in the remote community of Lake Louise.
- Created and established a fundraiser engagement strategy to increase amount per participant by 15% from the previous year.

Work Experience

Product Manager, TELUS, Vancouver, Canada

Business Analyst, TELUS, Vancouver, Canada

Project Coordinator, 2019 Canada Winter Games, Red Deer, Canada

Education

- Bachelor of Science (Food, Nutrition and Health), University of British Columbia, Vancouver, Canada



Conor Trainor

[linkedin.com/in/conoradamtrainor](https://www.linkedin.com/in/conoradamtrainor)

Strategic, data-driven decision maker with a strong finance and analytics background, innovative problem-solving skills, and an excellent ability to develop qualitative and quantitative insights.

An unmatched work ethic formed as an Olympic and professional athlete. Highly experienced managing teams, building relationships, and empathetically motivating team members. A strong communicator and collaborative leader who firmly believes in empowering others and sharing wins. Passionate about problem solving related to business strategy and change management.

Key Accomplishments

- Directed KPCP strategy for target company acquisitions through financial analysis and extensive market research to forecast future valuation scenarios and sensitivities.
- Increased a client's revenues by 20% and obtained an equity stake for KPCP by conducting in-depth market analysis and re-calibrating the client's offering to a higher-end customer segment.
- Achieved multiple firsts in Canadian rugby history, including Olympic Games, two-time Pan American Games gold medalist, and two-time Commonwealth Games participant.

Work Experience

Investment Associate, KP Capital Partners (Search Fund), Vancouver, Canada

Professional Rugby Athlete, Vannes/Nevers, France

Olympic Rugby 7's Athlete, Victoria, Canada

Education

- Bachelor of Engineering Science (Civil & Environmental), Western University, London, Canada
- Financial Modelling & Valuation Analyst, Corporate Finance Institute, Vancouver, Canada



Dallan Stoddart

[linkedin.com/in/dallon-stoddart](https://www.linkedin.com/in/dallon-stoddart)

Aspiring finance professional with four years of project management, engineering design, and business development experience. Proficient at all levels of management due to diverse company exposure through quantitative and qualitative business initiatives. Highly skilled problem-solver with a committed interest to finance, entrepreneurship, technology, and real estate. Bring hardware and software engineering, data acquisition, and start-up exposure. Working toward applying my passion for articulating potential company growth in venture capital or private equity.

Key Accomplishments

- Led a team through a product development project, which included: funding, design, prototyping, field testing, and product delivery - product provided remote access to control and monitor construction projects autonomously. Data collected was used to improve Keller's operating efficiencies and provide client quantity billing. The newly designed system improved data accuracy by 19%, which alleviated contractual quantity issues and lead to higher revenue billing.
- Ran operations and logistics for over 20 Keller projects, all of which generated a high margin return and a combined \$50M (USD) in revenue.
- Nine years of operating a self-managed investment portfolio consisting of long-term and short-term trading strategies in the North American equity markets. Avid residential real-estate investor and commercial real-estate enthusiast.

Work Experience

Electrical Engineer, Keller, Denver, United States

Project Engineer, Keller, San Francisco, United States

Co-President, Finance Club-MBA Society, Vancouver, Canada

Education

- Bachelor of Applied Science (Electrical Engineering), University of British Columbia, Kelowna, Canada
- CFA Level 1 Candidate, CFA Institute



Daniel Cruz

[linkedin.com/in/danielscruz](https://www.linkedin.com/in/danielscruz)

Bring 14+ years of intensive experience in Internal Control/Audit, Risk Management, and implementation of compliance programs in global organizations in the construction, technology, and energy (O&G) sectors. Strong skillset in COSO, SOX, ERM, with certification in Quantitative Risk Management. Led teams in a Controller, Internal Auditor, and Chief Compliance Officer roles. International lens brought to projects in assurance and risk management from several countries across the LATAM region. In-depth knowledge of process management and financial modelling, who is has a solid work ethic. CliftonStrengths include: Achiever, learner, and restorative.

Key Accomplishments

- Provided internal consulting to improve Enterprise Risk Management framework and the internal control environment standards to efficiently administrate the oil fields at the country level, and to fulfill the complex requirements of E&P contracts, the administration of royalties (≈ USD 170M/month), and the local regulations defined by the Ministry of Energy.
- Designed the compliance risk monitoring program (procedures, indicators, platforms, reports, and communications), and implemented the IBM I2 system, creating advanced models for the detection of risk events in order to detect early warning signals and red flags in compliance with the elements of the COSO ERM framework, corporate guidelines, and SOX mandates to operate in NYSE market.
- Led the implementation and deployment of the Global Operations Standard (Service Capability Model, set of Best Practices, Key Performance Indicators, Key Risk Indicators established by parent company in the US), to standardize and optimize the operations across five countries of the LATAM operation (Colombia, Brazil, Peru, Argentina, Ecuador).

Work Experience

Internal Control Advisor, *National Hydrocarbons Agency (Ministry of Energy of Colombia)*, Bogotá, Colombia
Operations Control Supervisor, *Emerson Electric*, Bogotá, Colombia
Internal Control Chief LATAM Region, *CEMEX*, Bogotá, Colombia

Education

- Graduate Diploma in Financial Management, Pontifical Javeriana University, Bogotá, Colombia
- Bachelor of Industrial Engineering, Colombian School of Engineering, Bogotá, Colombia
- Certified Anti-Money Laundering Specialist (CAMLs)
- Certified Quantitative Risk Management (CQRM)



Dhruv Malhotra

[linkedin.com/in/dhruv-malhotra](https://www.linkedin.com/in/dhruv-malhotra)

Strategic problem solver and energetic leader who is very deliberate in his thinking. A team player, who has the ability to connect with people on any level. Intrapreneur who delivered numerous projects while collaborating with teams such as Sales, IT, Procurement, Manufacturing and Engineering in an ISO 9001:2015 rated manufacturing plant. Founder of a 3D printing design and consultancy service start-up, focusing on finding intricate solutions to complex problems.

Key Accomplishments

- Executed urgent orders worth \$500K under stringent timelines, and reduced lead time from eight to two weeks, supplying Moderna and Pfizer for COVID-19 research labs.
- Recognized by client and management for exceptional customer service by catering to last minute changes in design for items already on shop floor, without causing delays or losses.
- Reduce quality costs by 20%/year, through development and implementation of a customer sales order generator while collaborating with marketing and IT. Set the foundations of future automations which enabled appropriate pricing.
- Garnered interest in STEM pathways for school aged children, through conducting educational workshops by forming partnerships with libraries in exchange for priority access to 3D printing services.

Work Experience

Founder, *Chimp 3D*, Vancouver/Brantford, Canada
Product Engineer, *Mott Manufacturing*, Brantford, Canada
Mechanical Designer, *EV Fern*, Oshawa, Canada

Education

- Bachelor of Engineering, (Mechanical Engineering, Honours), University of Ontario Institute of Technology, Oshawa, Canada



Di Zhang

[linkedin.com/in/zhang-di](https://www.linkedin.com/in/zhang-di)

An aspiring product manager with a strong technical background and four years in the semiconductor industry. Expertise in global technology delivery and supply chain. Coordinated projects with multi-cultural teams, managed projects using technical know-how, overcame emerging issues in the field and ensured product delivery was met with consistent customer satisfaction—collaborated with customers between Germany, China, Korea, and Japan. Focused on contributing to making the world a better place.

Key Accomplishments

- Organized global service support for technology delivery, planned actions for escalation from field engineers, designed a robust strategy to make improvements by digitalizing and optimizing the installation process which shortened timelines from two weeks to one.
- Defined next-generation performance standards through a laser module; initiated the process for new product development, including design and prototype, iteration based on market feedback, testing, and optimization, pre-commercialization.
- Co-founded a non-profit focusing on mental health of Chinese students based in Germany. Organized workshops during COVID-19 among students in Germany and hospitals in Wuhan by creating comic-strips, posters, articles and plays to help cope with mental health issues.

Work Experience

Technical Support Engineer, KLA, Weilburg, Germany

Dept. Head, Chinese Students Studying in Germany Psychological Association (Non-Profit), Goettingen, Germany

Service Engineer, Coherent Laser Systems, Goettingen, Germany

Education

- Master of Science, Optics and Photonics, Karlsruhe Institute of Technology, Karlsruhe, Germany/Aix-Marseille University, Marseille, France
- Bachelor of Science in Optical Information Science and Technology, Harbin Institute of Technology, Harbin, China



Dipti Muley

[linkedin.com/in/diptimuley](https://www.linkedin.com/in/diptimuley)

Community minded project manager with analytical, research and leadership skills. With 10 years of diverse non-profit and professional experience, looking to bring innovative, sustainable, and strategic solutions to businesses. Proven interpersonal skills with extensive experience in managing cross functional and multi-cultural teams.

A strong team player with values based in empathy, building partnerships, elevating awareness, and driving impact.

Key Accomplishments

- Conceptualized and managed a project in partnership with the non-profit Savera by conducting research and data analysis to identify and manage treatment of Tuberculosis patients in 23 villages in rural India.
- Fund raised \$30K in partnership with AIDIndia and KVM every three years by building awareness, and community and forming partnerships for promoting organic farming in rural Punjab.

Work Experience

Donor Relations and Project Coordinator, Association for India's Development, Seattle, USA

Volunteer, Environmental Coalition of South Seattle, Seattle, USA

Renewable and Carbon Strategist, Green Stratos Consulting, Hyderabad, India

Education

- Bachelor of Engineering (Computer Science), RGPV, Bhopal, India
- ISO 14001 Environmental Management Systems Auditor, International Organization for Standardization, Hyderabad, India



Dylan Pieterman

 [linkedin.com/in/dylan-pieterman](https://www.linkedin.com/in/dylan-pieterman)

Business development professional with three years of experience, two years held in health and fitness, and one year in technology. Previously worked as a Commercial Director for an IT research and advisory company in consulting and establishing new B2B contracts with C-suite executives in medium to large size enterprises across all industries. Exceptional at establishing new clients on a global scale and transforming consultations into membership contracts. Adept at leading teams, managing clients and associates, and coaching. Passionate for health sciences and technology, and looking to pivot into biological/medical technology.

Key Accomplishments

- Identified leads and established new client relationships in industries and geographical locations previously unpenetrated, specifically within South Africa and parts of Europe.
- Renegotiated large enterprise contracts previously closed (USD100,000+ contracts), establishing new annual contracts with CIOs in hospitals and healthcare, manufacturing, and construction.
- Involved in several pilot projects including transitioning into a new Salesforce Lightning platform, lead generation and distribution, LinkedIn Prime outreach analysis, and early advancement into event representation and presentation.

Work Experience

Commercial Director, Info-Tech Research Group, London, Canada

Personal Trainer, GoodLife Fitness, Guelph, Canada

Online Personal Trainer, Pieterman Fitness, Guelph, Canada

Education

- Bachelor of Science (Biological Sciences - Honours), University of Guelph, Guelph, Canada



Ed Watson

 [linkedin.com/in/edmwatson](https://www.linkedin.com/in/edmwatson)

Professional Engineer (P.Eng.) with 10 years of experience in planning and advisory consulting at WSP. Skilled at turning technical information into business insights and at teaching teams to do the same. Always exploring how new technologies might transform technical and business practices. Calm, thoughtful and trustworthy.

Key competencies in clear business and technical writing, thoughtful data analysis and presentation, and leading teams with compelling objectives.

Key Accomplishments

- Led the strategic redesign of WSP's 300-person building sciences team's intranet site and migrated to SharePoint Online, including consultations with users, stakeholders and IT.
- Pivoted the team's knowledge sharing and training activities to fully online experiences due to COVID-19.

Work Experience

Project Manager and Technical Lead, WSP, Vancouver, Canada

Manager for National Center of Excellence, WSP, Vancouver, Canada

Chair of Social Committee for 300-person office, WSP, Vancouver, Canada

Education

- Bachelor of Applied Science (Civil Engineering), Queen's University, Kingston, Canada
- Professional Engineer (P.Eng.) with Engineers and Geoscientists of British Columbia (EGBC)



Emma Herlinger

[linkedin.com/in/emma-herlinger](https://www.linkedin.com/in/emma-herlinger)

Passionate about the non-profit and impact space having spent three+ years in philanthropic management. An avid believer in the power of storytelling and empathy. Proven record of professional success in fields with little to no formal experience and a demonstrated history of working beyond assignment and position scope. Exemplary verbal and written communication skills, a dedicated and effective team-builder, and cultivator of a leadership style grounded in community with an emphasis on service.

Key Accomplishments

- Grew foundation revenue by 150% to highest levels since inception by building and sustaining community relationships and lobbying volunteers and donors in order to optimize \$35-45K budget spending.
- Ensured survival of community restaurant by strategizing, implementing and engaging in on-going reassessment of COVID-19 strategy, processes and protocols during the pandemic.
- Improved business operations for bi-coastal team by developing standardized procedures and handbooks for company and position, including office management, HR duties, and intern management to increase efficiency and productivity.

Work Experience

Vice President Internal, MBA Society, Sauder School of Business, Vancouver, Canada
Executive Director, Lummi Island Foundation for Education, Lummi Island, Washington, USA
Strategy Coordinator, Elle Communications, Los Angeles, California, USA

Education

- Bachelor of Arts, Interdisciplinary Studies in Culture, Scripps College, Claremont, California, USA



Enyu Zhou

[linkedin.com/in/enyuzhou](https://www.linkedin.com/in/enyuzhou)

Passionate about new challenges and big causes. Highly independent and able to find solutions with a positive and "can-do" attitude. A team player who is willing to listen, share and collaborate. Proven background in product management, data analysis, and technical troubleshooting. A conscientious leader who firmly believes in the value of being a team player, while contributing to the overall success of others.

Key Accomplishments

- Optimized the use of over 10M company products in BC, AB, and SK by following up with clients, acting as a liaison with internal departments, leading the installation and upgrade, and configuring the network server, SQL server and gaming software.
- Managed up to 25 field technicians by training new employees, developing installation protocols, maintaining work schedules, and onboarding/offboarding throughout the life cycle of the program.
- Increased the stability of the flagship product by 40% through assisting in the PLC development, optimizing the electrical circuit, and programming in C++ to accelerate the response rate of user interface.

Work Experience

Field Support Technician, Scientific Games, Edmonton, Canada
Field Service Manager, Ecofitt Corporation, Edmonton, Canada
Electrical Engineer, LED Pros Inc., Edmonton, Canada

Education

- Bachelor of Science, Electrical Engineering, University of Alberta, Edmonton, Canada



Fatir Ali

[linkedin.com/in/fatirali](https://www.linkedin.com/in/fatirali)

Mission driven intrapreneur with a track record of bringing complex projects to successful completion. Spearheaded initiatives to design MVPs, acquired partnerships with strategic vendors, sourced and secured initial sales, and launched a product to market. Currently, excited about helping fast-growing companies and start-ups establish strategic partnerships, increase revenues, and find product market fit.

Key Accomplishments

- Delivered a \$15M automated manufacturing plant startup, for a Fortune 150 company as one of the Project Managers.
- Secured a pilot project for Alleviate Labs (Startup) within two weeks of starting the company through consistent outbound sales activity and providing a prototype that was created within two weeks of product ideation.
- Built proof of concept for the "Emotion Analyzer" research project and a VR workplace training simulation for Ascend VR (Startup).

Work Experience

CEO, Alleviate Labs, Vancouver, Canada

Technical Project Manager, Nucor (Vulcraft) Canada, Ancaster, Canada

Education

- Bachelor of Applied Science (Mechanical Engineering), University of Windsor, Windsor, Canada
- Diploma in Data Science (Bootcamp), BrainStation, Toronto, Canada



Felipe Bejarano Gamez

[linkedin.com/in/joan-felipe-bejarano](https://www.linkedin.com/in/joan-felipe-bejarano)

Business developer and supply chain specialist with six years of entrepreneurial experience working in international trade and logistics. Proven track record leading the implementation of processes and technology solutions, analyzing financial and operational data for decision making, and fostering local and international client relationships. Proficient in the various facets of small business, and thrives in engaging and challenging environments.

Key Accomplishments

- Addressed the custody and safe management of over \$5M in customers' inventory/month during the last three years.
- Built and refined customer relationships leading toward sustainable growth, resulting in over 65% avg. annual revenue increase over three years.
- Managed the implementation process of SAP Business One (ERP) and Systech Lab (WMS) within the scheduled target.

Work Experience

Co-founder and General Manager, Cargodepot S.A.S., Bogota, Colombia

Project Manager, Adualog S.A.S., Bogota, Colombia

Education

- Master of Science (Logistics and Supply Chain Management), University of Sheffield, Sheffield, UK
- Bachelor of Science, Business Administration (Global Economics), University of West Florida, Pensacola, USA



Gaspar Mardones

[linkedin.com/in/gmardones](https://www.linkedin.com/in/gmardones)

Engineer with six years of CPG sales experience, supervising key account commercial relationships, who is focused on working with startups going forward. Proven negotiation, analytical, problem solving and interpersonal skills. Able to persevere to meet deadlines in high pressure environments. Bring an enthusiastic demeanor, and can tackle challenges with a smile. Bilingual communications skills.

Key Accomplishments

- Co-planned and executed strategic initiatives to improve market share: built collaborative relationships with clients; negotiated short- and long-term commercial strategies and reached record market share in 2020.
- Boosted key account sales through working with multidisciplinary teams using AGILE methodology — Despite COVID-19 achieved USD630,000 in sales growth on H1 2020 (+4,4% vs -10% market decrease).
- Expanded two sales channels and developed three new strategic alliances which helped grow sales +242%, added over seven new products to “distributors channel” portfolio and increased sales by 17% in regional supermarkets and grocery stores.

Work Experience

Key Account Manager, AB InBev Chile, Santiago, Chile
Key Account Manager, VSPT Wine Group, Santiago Chile
Key Account Supervisor, VSPT Wine Group, Santiago, Chile

Education

- Bachelor of Business Engineering, Universidad de Chile, Santiago, Chile



Gaurav Chadha

[linkedin.com/in/chadha-gaurav](https://www.linkedin.com/in/chadha-gaurav)

Result-driven professional looking to integrate big data into marketing and operations of small-sized Canadian tech companies. Believe in fostering long-term relationships, decision making based on analytics with a committed passion for solving the ‘unsolvable’. Focus on creating effective, efficient, impactful, and most importantly sustainable expansion strategies. Experience in client and vendor relationship management, consultative sales, procurement, and negotiations. Let’s help small tech companies scale and compete with giants and create value in the market.

Key Accomplishments

- Developed strategic partnerships with parent company Mercer while delivering multiple internal projects, leading to recurring business from select countries, including Mexico, Canada, USA and Brazil and developed an integrated employee feedback system.
- Expanded business in Canada from \$50,000 to \$500,000 per annum over two years through requirement analysis, issue identification, data analysis and product-consumer fit. Championed Mettl’s 360 feedback product in the international market by choosing customer experience over customer product.
- Reduced procurement costs for Essem by 6% by identifying the supplier bottleneck, re-negotiating contracts and vendor analysis.

Work Experience

International Sales (Consultative), Mercer-Mettl, Gurgaon, India
Graduate Trainee Engineer, Suzlon Energy Ltd., New Delhi, India
Management Trainee, Essem Srinisnons Systems Pvt. Ltd., India

Education

- Bachelor of Technology (Electronics and Electronics Engineering), Manipal Institute of Technology, Manipal, India



Gaurav Singh

 [linkedin.com/in/gaurav-singh9](https://www.linkedin.com/in/gaurav-singh9)

Self-motivated marketing and operations professional with experience in consumer products, banking, and education industries. An empowering leader with an entrepreneurial spirit who consistently challenges the status quo and seeks to collaborate with team members. Expertise in contract management, negotiations, and vendor performance/vendor data management, and sourcing support processes for material and commercial savings. Proven track record of executing digital marketing campaigns with social insights and market research. In-depth knowledge of SEO, PPC, social media, viral marketing strategies, procurement, and operations.

Key Accomplishments

- Awarded "COE Stellar" by Bank of America Global Procurement team for sourcing \$1.8M in savings by negotiating long-term synergistic contracts by identifying historical patterns using analytics tools and evaluating data and finding common ground.
- Improved performance by 10% by conducting consumer research to understand industry trends and user/non-user behaviours to make decisions for product placements (Coca-Cola India), and determined key metrics to assess overall digital campaign impact.
- Initiated flexible class times to accommodate underprivileged children and worked with local government to promote and expand outreach of a primary school in India, which led to recognition by the cabinet minister for Skill Development & Entrepreneurship.

Work Experience

Regional Manager, *Enrich Agro (Coca-Cola Bottling Plant), North India*
Senior Team Member – Global Procurement, *Bank of America, New Delhi, India*
Special Projects, *Shri Ram Global School, Haryana, India*
Digital Marketing Research Internship, *Universal Pictures, Los Angeles, USA*

Education

- Managing Enterprises in Media, Entertainment & Sports, Anderson School of Management, University of California, Los Angeles, USA
- Bachelor of Commerce, Sri Venkateswara College, University of Delhi, Delhi, India



Geoffrey Sugar

 [linkedin.com/in/geoffreysugar](https://www.linkedin.com/in/geoffreysugar)

Entrepreneurial registered professional planner (RPP) with four years of real estate development experience as an analyst and development manager. Demonstrate success in using a technical skillset to source potential land acquisitions and quickly evaluate feasibility for redevelopment. Strengths include: yield and massing studies, proforma modelling, local government urban planning policy and managing consulting teams. Passionate about public engagement, the Metro Vancouver multi-family market and aspire to learn more about real estate finance.

Key Accomplishments

- Supported \$100M+ in development site acquisitions and \$40M+ dispositions.
- Development Manager for Deep Cove Apartments (\$50M), a boutique mixed use building in one of the most highly contentious neighbourhoods in Canada. Experience managing and leading external teams and individuals, including: architects, contractors, engineers, planners and lenders.
- Supported the Addition to Reserve Application on behalf of Tsweil-Waututh First Nation and Darwin Properties for the North Shore innovation district; a \$1.3B+ multi-phase mixed use master plan in the District of North Vancouver.

Work Experience

Assistant Development Manager, *Darwin Properties, North Vancouver, Canada*
Summer Analyst, *Oxford Properties, Toronto, Canada*
Small Business Owner, *The Juniper Island Store, Stony Lake, Canada*

Education

- Registered Professional Planner (RPP), PIBC/CIP, British Columbia, Canada
- Master of Planning, Queen's University, Kingston, Canada
- Bachelor of Arts, Western University, London, Canada



Grace Hardwicke-Brown

[linkedin.com/in/gracehardwickebrown](https://www.linkedin.com/in/gracehardwickebrown)

Strong communicator, leader, and team builder who brings passionate, contagious energy to every project. Unique educational background, leveraging both business and law to deliver exceptional and innovative solutions. An analyst who can strategically leverage the strengths of others to build high performing teams.

Key Accomplishments

- Successfully sought an order from the British Columbia Supreme Court as a first-year legal summer student.
- Placed first as a member of the MBA team case presentation delivered to Methanex Corporation.
- Accomplished Varsity Rower from UBC, including 2019 National Champion and Head of the Charles Champion in the lightweight four.

Work Experience

Student-at-Law, *Inlet Employment Law, Vancouver, Canada*

Head Coach, *Kelowna Rowing Club, Kelowna, Canada*

Program Manager and Coach, *False Creek Rowing Club, Vancouver, Canada*

Education

- Juris Doctor Candidate, Peter A. Allard School of Law, University of British Columbia, Vancouver, Canada
- Bachelor of Commerce (Accounting and Business Law), Sauder School of Business, University of British Columbia, Vancouver, Canada



Harsimran Singh Bawa

[linkedin.com/in/harsimranbawa](https://www.linkedin.com/in/harsimranbawa)

Result driven entrepreneur with a str[linkedin.com/in/harsimranbawa](https://www.linkedin.com/in/harsimranbawa) interest in product management and digital strategy. Believe in advocating for sustainable improvement in people and processes, and who has a structured approach

to problem solving, managing stakeholders and applying analytical thinking with data to deliver impact. Managed cross functional teams over seven years of experience in product development, operations, process improvement and business strategy. Worked in technology consulting across diverse industries from e-commerce, tech (SaaS, edtech, healthtech, fintech), retail, and healthcare. Expert in advanced analytics, statistical and financial modelling, and a frequent user of Tableau, Python, SQL, Power BI, and Google Analytics tools.

Key Accomplishments

- Conceptualized and scaled a USD730,000 apparel manufacturing company with 150+ clients in 14 states in India; increased sales by 33% year-on-year in the fifth year of operations.
- Led a team of 44 employees across product development, business development, production and operations, supply chain, sales and marketing.
- Performed due-diligence on 50+ targets across 10+ industries by conducting market entry assessment and value identification analysis; advised 15+ Fortune 500 and 10+ PE clients on fraud and compliance risk; conducted 30+ extensive stakeholder interviews.

Work Experience

Co-Founder, Chief Executive Officer and Head of Product Development, *Sehaj Knitwears, Ludhiana, India*

Associate, *Ernst & Young, Gurugram, India*

Summer Intern, *KPMG India Pvt. Ltd., Gurugram, India*

Education

- Bachelor of Financial and Investment Analysis, Shaheed Sukhdev College of Business Studies, University of Delhi, New Delhi, India
- Certified Scrum Product Owner (CSPO), Scrum Alliance



Himanshi Raghuvanshi

[linkedin.com/in/hiraghuv](https://www.linkedin.com/in/hiraghuv)

An aspiring product manager with four years of demonstrated experience in the IT industry, with a growth mindset in managing multiple engagements across globally distributed and cross-functional teams. Enhanced stakeholder communication resulting in strong customer, partner, and team satisfaction. Previously a customer-obsessed project manager who overcame roadblocks by monitoring project financials and risk. Driven go-getter who believes in empowering customers by creating innovative products which can disrupt the status quo.

Key Accomplishments

- Managed technology team of 20 developers and 50 stakeholders, leading the project delivery by removing roadblocks, driving priorities, assessing risks, and overseeing overall delivery of the project. Delivered over 30 cross-functional projects with a portfolio worth \$10M for US and Europe public sector clients and identified new and repeat business opportunities worth ~\$3M by interfacing with diverse industry stakeholders.
- Increased month-on-month revenue by 20% through effective financial planning with account aligned teams and owned the process automation of customer status report generation using Power BI & Microsoft Power Apps to boost productivity two-fold.
- Reduced project cost by 25% and delivered on stakeholder expectations through proactive risk mitigation, escalating priorities, issue resolution, and negotiating timelines and scope.

Work Experience

Education

Project Manager, Microsoft, Hyderabad, India

- Bachelor of Technology, Computer Science and Engineering, Vellore Institute of Technology, Tamil Nadu, India



Horace Zhao

[linkedin.com/in/horacezhao](https://www.linkedin.com/in/horacezhao)

A CPA/CGA with five years of experience in auditing, financial analysis, and investment. Participated in pre-IPO preparedness and statutory audit engagements (IFRS adoption) at PwC for enterprises from diverse industries, including: automotive, engineering and construction, and energy. Expert in financial statement analysis, financial modelling, equity valuation, and internal control assessment and optimization. A self-driven team player with solid analytical acumen, proven work ethic, and exceptional abilities to leverage qualitative and quantitative insights to support decision-making.

Key Accomplishments

- Led a team of five to acquire a \$3M yearly revenue target company. Analyzed business operations and prepared a profit forecast. Estimated the bid price resulting in 15%+ in savings.
- Pioneered a new model to calculate the cost of sales and perform revenue-cost analysis efficiently. Verified differences between the production and financial data. Model was widely adopted by the client to assist in strategic adjustments.
- Prepared the consolidation and disclosure of non-current assets of a leading construction group (\$172B assets) with 45+ subsidiaries. Verified and analyzed the reasonableness of material fluctuations.

Work Experience

Education

Investment Assistant Manager, Investment, Shunda Group Co. Ltd., Heilongjiang, China
Assurance Senior Associate, PwC, Beijing, China

- CPA, CGA
- Chartered Financial Analyst (CFA) Level I
- Bachelor of Management (Accounting), Zhongnan University of Economics and Law, Wuhan, China



Ibrahim Baig

[linkedin.com/in/k-ibrahim-baig](https://www.linkedin.com/in/k-ibrahim-baig)

Focused on working in strategic decision making, based on previous experience from the education, electronics and supply chain industries. Proven track record in identifying issues to pivot an organization's focus from ideation to execution. Solid understanding of B2B, B2C sales, with a passion around sustainability. Bring an agile approach with an eye for process improvement while being mindful of building innovative frameworks to help companies in achieving their overall business objectives.

Key Accomplishments

- Identified operational challenges and strategized on prioritizing sales as well as developed business opportunities worth CAD120,000 equal to 30% of annual sales from the previous year.
- Collaborated on launching a mentorship program that increased the exam taking success rate of students by 47%. Additional revenue of CAD40,000 was generated in the admission season.
- Increased the adoption of good sanitary practices in rural India by developing actionable strategies using surveys, government data and local leaders to help shift patterns for the benefit of health and wellness as well as encourage school enrollment among all children.

Work Experience

Operations Manager, Siltaq Technologies, Bangalore, India

Lead SMP, CLIECD, New Delhi, India

Production Engineer, Zeonics Systech, Bangalore India

Education

- Bachelor of Engineering (Telecommunications Engineering), PESIT, Bangalore, India



Jatin Rajvanshi

[linkedin.com/in/jatin-rajevanshi](https://www.linkedin.com/in/jatin-rajevanshi)

A customer-obsessed product leader with six years of experience in B2C and B2B product management within Ed-tech, HR-tech, healthcare, and telecom industries. Experienced in creating products with a growth mindset, and leading with innovative vision, emotional intelligence, thought leadership, and a customer-driven approach.

Able to build products from scratch, conduct market research, and apply critical thinking, while working with cross-functional agile teams.

Key Accomplishments

- Led two product verticals and introduced more than a dozen new features for a SaaS product by conducting extensive market and user research, and collaborating with engineering, design, marketing and sales teams.
- Launched a recruiting mobile application by understanding the market, ideating the solution, setting the strategic direction, and developing the product with engineering & marketing teams.
- Consulted with four internal business units on a new product launch, product expansion through industry analysis, trend mapping, competitor bench-marking, risk and regulatory analysis in domains such as Fintech, Telecom & Healthcare.

Work Experience

President, Product and Service Management Club, UBC, Vancouver, Canada

Product Manager, NoPaperForms, Gurugram, India

Senior Executive - Consulting and Market Research, NEC Corporation, New Delhi, India

Programmer Analyst, Cognizant, Kolkata, India

Education

- Bachelor of Technology (Computer Science and Engineering), Vellore Institute of Technology (VIT), Vellore, India
- Certified Scrum Product Owner (CSPO), ScrumAlliance, New Delhi, India



Joe Patrick

[linkedin.com/in/joepatrick1](https://www.linkedin.com/in/joepatrick1)

Field and Operations professional with strong problem-solving skills, looking to move into a career in operations management or the technology sector. Proven leadership ability through managing diverse teams and organizing process workflows to ensure quality work and deadlines were met. Possess a healthy mix of quantitative and qualitative skills that helped to ensure clients received quality data and contractors fulfilled their obligations.

Key Accomplishments

- Collaborated with a highly specialized team to bring in \$70M in revenue in 2020 (record high for the Canadian Opco) as a result of careful project planning and execution.
- Learned practical leadership qualities through managing teams in Canada and the United States while performing pipeline inspections and providing on the job training.
- Garnered a 100% inspection success rate by meticulously monitoring work progress and ensuring inspection tools were built properly on jobs.

Work Experience

Pipeline Inspection Specialist, *NDT Global, Edmonton, Canada*
Structural Engineering Intern, *Collins Industries, Edmonton, Canada*
Construction Supervisor, *Associated Engineering, Edmonton, Canada*

Education

- Bachelor of Science in Civil Engineering, University of Alberta, Edmonton, Canada



Jonathan Haun

[linkedin.com/in/jonathanhaun](https://www.linkedin.com/in/jonathanhaun)

Former financial services risk and compliance consultant with five years of experience in client-facing roles. Significant experience managing teams, mentoring, and collaborating with global teams. Excellent presenter and communicator with a passion for applying data analytics to complex problems. Strong analytical skillset with intermediate proficiency in Python, VBA, and SQL. Actively pursuing a career in finance, having passed CFA level I and focusing studies on finance subjects.

Key Accomplishments

- Conducted a compliance program audit for a multinational investment bank, having travelled to client offices in New York, London, and Singapore to plan, execute, and present directly to client stakeholders.
- Managed a team of 10 analysts for a multi-million-dollar project, serving as a subject matter expert and team lead, continuously coordinating with senior members of the engagement team across multiple office regions.
- Designed and implemented a transaction monitoring procedure for a small west-coast bank, whose clients included multiple cryptocurrency exchanges.

Work Experience

Senior Consultant, *Protiviti, New York, USA*
Advisory Consultant, *Exiger, New York, USA*
Business Analyst and Reporting Specialist, *JP Morgan Chase, New York, USA*

Education

- Bachelor of Science (Economics & Biology), University of Michigan, Ann Arbor, USA
- Certificate in Applied Data Science, Emeritus Institute of Management, New York, USA



Jonathan Almeida

[linkedin.com/in/jonathan-pessoa-almeida](https://www.linkedin.com/in/jonathan-pessoa-almeida)

Business transformation and change management strategist with experience in people, sales, and operations. Worked professionally in South America and the United States with a proven record as an entrepreneurial cross-functional team leader, who is skilled in strategic thinking, problem-solving and working with ambiguity. Motivated by impactful and interconnected projects with diverse stakeholders. Managed teams and helped companies achieve strategic results, while staying true to values like: building human connections, honesty, and kindness.

Key Accomplishments

- People: Developed three executive career succession plans for different departments within the company, connecting dots on human resources (financial, structural and development) synergies through the integration process of recent acquisitions and leveraging key insights on strategic planning.
- Sales: Generated \$400K having developed a new channel of relationships with C-suite and board members over 100 companies, and being the account manager for all strategic decisions.
- Operations: Optimized the P&L of \$3M by managing 34 operational excellence projects among diverse departments.

Work Experience

Partner & Executive, MAIO Human Capital Consulting, São Paulo, Brazil

Associate Director, Page Executive, São Paulo, Brazil

Sales & HR Manager, Adtalem Global Education, São Paulo/Chicago, Brazil/United States

Education

- Leading Organizational Change, [Executive Education], University of Chicago Booth School of Business, USA
- Bachelor of Engineering (Petroleum Engineering), Federal University of Ceara, Fortaleza, Brazil (Exchange term at University of Colorado and Montana Tech)



Kareena Fagwani

[linkedin.com/in/kareenafagwani](https://www.linkedin.com/in/kareenafagwani)

Purpose-driven consultant and conscious thought leader who is passionate about uplifting marginalized communities, fighting for climate change and women-empowerment. Problem solver with a proven track record of building business development processes, ESG strategies and CSR program implementation for Fortune 500 corporations. Over four years of experience in CSR consulting and helping social enterprises scale. Committed to leveraging diverse skills to affect change and substantially impact the triple bottom line.

Key Accomplishments

- Channeled \$1M towards WASH (Water, Sanitation & Hygiene) CSR programs by influencing decision making among India's top corporations to invest funds in critical challenges in the sanitation value chain.
- Increased deal conversion rate by 20% and curated a sales playbook to optimize sales process. (Playbook comprised of HubSpot sales dashboards for weekly, monthly, and quarterly review of performance for a plastic credit startup).
- Sourced and onboarded 42 new clients by partnering with CEO of plastic credit provider to develop proposals for marquee clients contributing to an increase in revenue by 25% over a four-month period. (Exceeded sales record over the same duration by all sales personnel).

Work Experience

Business Development Venture Fellow, RePurpose Global (NYC, USA based), Remote

Strategic Initiatives Senior Associate, Samhita Social Ventures, Mumbai, India

Growth and Sales, Hashtag Loyalty (Thrive), Mumbai, India

Education

- Master of Arts, Sociology (Business & Tribal Societies in India), University of Mumbai, Mumbai, India
- Bachelor of Arts (Economics), University of Mumbai, Mumbai, India



Karina Nagy

[linkedin.com/in/karinajillnagy](https://www.linkedin.com/in/karinajillnagy)

Versatile business strategist and enthusiastic team leader with a broad scope of experience in the marketing and technology sectors. Passionate about improving businesses with solutions found through analysis and creative, innovative thinking. Proficient in written and verbal communication with clients, stakeholders, and team members, and thrives leading multidisciplinary teams to complete projects on time and under budget. Excels managing key accounts and increasing sales through effective relationship management, holistic thinking, and intrapreneurial drive.

Key Accomplishments

- Increased client retention by restructuring the sales team to include designated account managers to foster stronger and more personalized client relationships.
- Introduced firm to the technology industry by landing the first technology client, paving the way to delve into new industries not yet approached or considered.
- Project managed design and configuration of public companies' ESG and Annual Reports through leading design, content, client and print teams to produce and finalize publications.

Work Experience

Account Manager, Red Rocket, Vancouver, Canada

Project Manager, Mobify, Vancouver, Canada

Account Manager, Agency Media, Langley, Canada

Education

- Bachelor of Business Administration, Trinity Western University, Vancouver, Canada



Karthik Narayanan

[linkedin.com/in/karthiknarayanan-ubc](https://www.linkedin.com/in/karthiknarayanan-ubc)

Self-starter with expertise in using strategic thinking, project management and an analytical skillset to build and grow long-term sustainable businesses. Brings over seven years in multi-functional roles in corporations, and start-ups, with entrepreneurial experience in consulting and cleantech. Passionate about solving hard and complex problems by innovating "out-of-the-box" solutions. Plan to excel in consulting through a proven ability to add value through collaboration and meticulous execution on fine details while keeping in mind the big picture.

Key Accomplishments

- Patented a new "floating solar" structure design and developed a new venture around this product by focusing on manufacturing, operations and execution with 34% market share and USD16M in revenue in India in 2020-2021, which was subsequently acquired - Recognized as the youngest "Young Solar Achiever" by Solar Energy Society of India in 2021.
- Standardized the product offering through development of a new data driven platform for customers and investors, and designed iterations that enhanced cross-functional collaboration between execution and design teams as the Product Manager with 8Minutes Future Energy - Played a key role in winning the coveted "Residential Rooftop Solar Company of the Year" award in 2017 by India Solar Congress.
- Enhanced operations for a portfolio of projects worth ~USD\$1.85M leading to a one-month reduction in conversion time and 20% reduction in turnaround time as owner of the entire rooftop solar division.

Head - Solar Business Unit, Adtech Systems Limited, Chennai, India

Product Manager, 8minutes Future Energy Pvt. Ltd., Delhi, India

Business Analyst, Mu-Sigma Business Solutions, Bangalore, India

Work Experience

Education

- Bachelor of Technology (Electrical and Electronics Engineering), SRM University, Chennai, India



Kartik Sharma

[linkedin.com/in/kartik-sharma-cscp-641a9b69](https://www.linkedin.com/in/kartik-sharma-cscp-641a9b69)

Consulting professional with five years of progressive experience in operation functions who plans to focus on management consulting. Proven track record driving projects and improving processes in a wide range of operations facets, from strategy formation to execution and analysis. A proficient collaborator between technical and managerial teams, and a motivator who works smarter and innovates. Excellent at fostering key business relationships which translate into profitable business results.

Key Accomplishments

- Drove the digitalization of coal blending process as the scrum master at Tata Steel's agility project, saving CAD\$3.6M/annum through application of machine learning and optimization techniques.
- Increased revenue by CAD\$12.7M/annum by increasing throughput of coke plant from 88% to 99% by doing root-cause analysis of breakdowns and evaluating levers for process time reduction.
- Won the "Rising Icon" award for improving power reliability index SAIFI from 3.1 to 1.9 interruptions/customer/year by doing root-cause analysis of interruptions and implementing actions to prevent recurrence.

Work Experience

Senior Manager, Business Transformation, Tata Steel, Angul, India
Manager, Power System Operations, Tata Steel, Jamshedpur, India

Education

- Bachelor of Technology (Electrical Engineering), IIT Roorkee, Roorkee, India
- Certified Supply Chain Professional (CSCP)
- KPMG Lean Six Sigma Green Belt Certified



Kartik Suresh

[linkedin.com/in/kartik-suresh](https://www.linkedin.com/in/kartik-suresh)

Analytical and adaptable life-long learner with six years of experience in enabling holistic data driven decision making for Fortune 500s across over eight industries globally. Proven business development track record having led a seven-member team to sign 10 new clients, contributing to ~\$5M in revenue. Tenacious intrapreneur with experience in hands-on analytics, solution design, ideating and designing data driven transformational programs, presales, sales & marketing, and strategy. Recipient of numerous accolades including six awards for exceptional performance. An adroit communicator and active listener who steadfastly values meaningful interactions and teamwork over individual brilliance.

Key Accomplishments

- As a member of the Founder's Office, a core team that worked directly with the CEO/Founder on strategic initiatives, spearheaded business development efforts to develop a strong customer pipeline with revenue potential of ~\$15M by actively contributing to the creation of transformation pitches, white papers, thought leadership articles and other marketing collateral.
- As a member of the Pre-Sales team, helped acquire 14 new Fortune 500 clients by deliberating on client problem areas and designing relevant data driven solutions and roadmaps.
- For a leading Fortune 10 retail client:
 - Brick and mortar division - Developed a forecasting model in R to estimate inbound and outbound trailers for distribution centers, leading to streamlined logistics and labour management. Developed an inventory management tool in VBA to monitor inventory levels across various stores and store formats, resulting in improved inventory management.
 - E-commerce division - Leveraged clickstream data to perform a funnel path analysis which helped business understand consumer behaviour and drop-off rates at each step of the customer journey, leading to improved retention strategies on the website.

Work Experience

Apprentice Leader (Founder's Office), Mu Sigma Business Solutions, Bangalore, India
Apprentice Leader (Sales and Marketing), Mu Sigma Business Solutions, Bangalore, India
Decision Scientist, Mu Sigma Business Solutions, Bangalore, India

Education

- Bachelor of Technology (Chemical Engineering), SRM University, Chennai, India



Keana Li

[linkedin.com/in/keanali](https://www.linkedin.com/in/keanali)

Consulting professional with over four years of experience at a Top 10 global design firm, providing analytics translation and data-driven strategy services related to risk management, procurement, and partnering. Skilled at business and risk analytics, portfolio analysis, and an active learner of new machine learning applications to support decision making. Proven innovator and project manager with experience developing enterprise collaboration platforms and streamlined process designs. Recognized leader and storyteller with demonstrated excellence at cultivating key relationships and mentoring developing professionals.

Key Accomplishments

- Enhanced C-suite decision making by developing objective risk ratings and a go/no-go machine learning model to assess enterprise and financial risk of major projects across the global organization.
- Increased visibility of risk trends and key partnering and project execution outcomes by preparing risk review analysis for inclusion in the quarterly report presented to the Board of Directors.
- Optimized operational efficiency by developing and implementing a suite of enterprise software tools and processes that facilitated the corporate risk review practice utilized company-wide on all major projects.

Work Experience

Major Projects Consultant, *Project Risk, Stantec Consulting Ltd., Vancouver, Canada*

Mechanical Engineer in Training, *Stantec Consulting Ltd., Vancouver, Canada*

Positron Emission Tomography Target Research Assistant, *TRIUMF Nuclear Medicine, Vancouver, Canada*

Education

- Bachelor of Applied Science (Biomedical Mechanical Engineering), University of British Columbia, Vancouver, Canada



Kenneth Kurian Vekkel

[linkedin.com/in/kennethk-pmp](https://www.linkedin.com/in/kennethk-pmp)

Multi-skilled and goal focused B2B strategy professional with over seven years of business development, project and service management experience in manufacturing and IT firms. Proficient in positive impact creation, strategic customer relationship development, customer retention, and new client acquisition. Possess strong influential communication, and presentation skills and able to build meaningful relationships with multi-disciplinary and multi-generational stakeholders. A diversity-driven leader who recognizes a group's strength lies in its members' knowledge, experiences, skills, natural abilities, motivations, and thinking styles and emphasizes value adherence within the organization.

Key Accomplishments

- Surpassed sales targets by 12-15% for two consecutive years by evaluating current market conditions through industry segmentation and project mapping techniques.
- Enhanced lead generation rates to 40% by refining customer specific requirements, addressing trouble areas of service management firms and developing a sales pipeline.
- Reduced the site resolution time from 21% to 17% by training 70+ field service technicians on SLAs, incentive-based performance reports and system functionalities through info sessions and in-person presentations.

Work Experience

Product Management Consultant, *Keystone Systech Pvt. Ltd., Mumbai, India*

Senior Sales Engineer, *SchuF Specialty Valves, India Pvt. Ltd., Mumbai, India*

Education

- Bachelor of Engineering (Mechanical), University of Mumbai, India
- Project Management Professional (PMP®), Project Management Institute, USA



Kevin Lam

[linkedin.com/in/kevinlam-92](https://www.linkedin.com/in/kevinlam-92)

Software engineer turned entrepreneur with seven years of software engineering experience, designing and building scalable software at Amazon Web Services. Experienced with development pipeline for numerous novel Amazon product launches: iterative Kindle Fire Devices since 2013, Fire Phone, Echo Show. Strong business acumen with excellence in activating ideas with extensive technical experience. Engineer by trade, entrepreneur at heart.

Key Accomplishments

- Driven product pilot projects as an engineer at Amazon Silk, such as the Browser Homepage Shopping Experience to 10 million devices worldwide, with over \$30M attribution to revenue lift to Amazon retail revenue.
- Shipped browser experiences for niche devices, such as various iterations of the Kindle Fires, Fire Phone and Echo Show, and by leveraging Chromium framework. Identified product pain points as an engineer, proposed and implemented changes to browser experiences for fluid user experience.
- Entrepreneurial success in Vancouver's competitive restaurant space. Brought unique experiences through extensive use of technology (inhouse eCommerce experience, customer loyalty initiatives, unique AR projection mapping décor). Having begun in 2017, three stores across Vancouver have now reached \$3M annual revenue, with over 10% being processed by inhouse ecommerce solutions.

Work Experience

Partner, Pokey Okey Enterprises, Vancouver, Canada
Software Engineer II, Amazon.com, Seattle, USA

Education

- Bachelor of Science (Computer Science), University of British Columbia, Vancouver, Canada



Lindsey Ogilvie

[linkedin.com/in/lindsey-ogilvie](https://www.linkedin.com/in/lindsey-ogilvie)

Business strategy enthusiast with a background in financial analysis and commercial lending. Dedicated life-long learner, who thrives in fast-paced, high-pressure environments. Experienced leader who fosters cohesion and efficiency in teams by leveraging strong relationship-building, conflict resolution, and problem-solving abilities. Passionate about developing creative solutions to complex business problems, while considering the impact of these decisions for various stakeholders.

Key Accomplishments

- Managed a portfolio of +90 small & medium-sized business clients, contributing to 21% growth in client book and 31% annual growth in authorized loan volumes.
- Led teams of 10+ coaches and volunteers to organize and deliver more than 30 athletic skill development clinics with over 100 participants.

Work Experience

Commercial Banking Analyst, TD Canada Trust, Burnaby, Canada
Technical Director, Vancouver Minor Softball Association, Vancouver, Canada
Programme Assistant, European Commission (DG EAC), Brussels, Belgium

Education

- Bachelor of Arts (Economics), University of British Columbia, Vancouver, Canada



Ling Weng

[linkedin.com/in/lingweng](https://www.linkedin.com/in/lingweng)

Product Management executive with 10 years experience in leadership roles with proven success managing entire category in small appliances and directing new product development. Led cross-functional teams (engineering, sales, marketing, design, quality, procurement) globally and oversaw global launches in UK, Asia, Mexico and South Africa. Experienced in managing full product life cycle from product initiation, feature definition to commercial launch and customer support. Well-versed in applying innovation, business analytics, and market research to deliver better products faster. Committed to looking for opportunities to optimize operation and supply chain process.

Key Accomplishments

- Defined the strategic three-year brand innovation plan of the next generation product with C-suite executives by conducting incisive market research and qualitative user study, which outperformed competitor products by 70% of POS units.
- Managed the entire Instant Pot category with annual sales of over \$700M and doubled category growth within three years.
- Oversaw 100+ new product global launches by working together with cross-national teams in Europe, Asia, South America and South Africa.

Work Experience

Senior Product Manager, *Instant Brands Inc., Ottawa, Canada*
Sales and Marketing Manager, *Solex High-Tech Industries, Xiamen, China*

Education

- Bachelor of Mathematics (Actuarial Science, Honours), University of Waterloo, Waterloo, Canada



Luis Felipe Guzmán

[linkedin.com/in/luis-felipe-guzmán-correa](https://www.linkedin.com/in/luis-felipe-guzmán-correa)

Finance professional with 14 years of experience in banking, oil & gas and construction industries looking to leverage skills and contribute to technology and data analytics research. Expertise in credit negotiation, project finance and cash management with profound analytical skills and ability to solve complex problems. Passionate about continuous process optimization and enthusiastic about analyzing data to build predictive models for accurate decision making.

Excellent team leader who enjoys new challenges and motivated to develop team members' skills with respect and empathy.

Key Accomplishments

- Implemented the financial planning department in a multi-company group by working with historical data and developing economic models and cash flow projections used for forecasting and decision making.
- Implemented a finance department for an international business unit by adequately applying new procedures, training the team and assigning responsibilities for permanent autonomy.
- Collaborated on SAP R3 application (Finance module) by designing blueprints and tests which led to enhanced automated processes.

Work Experience

Finance Junior Manager, *Flesan del Perú, Lima, Peru*
Administrative Operations Head, *Pluspetrol del Peru, Lima, Peru*
Finance Head, *Pluspetrol Angola Corporation, Luanda, Angola*

Education

- Bachelor of Economics, Universidad del Pacífico, Lima, Peru



Luiza Vargas

[linkedin.com/in/luizamaivargas](https://www.linkedin.com/in/luizamaivargas)

Dynamic entrepreneur who thrives in a learning environment. Has an eye for detail, and who is creative and empathetic and passionate about working with diverse teams. Experience in the retail, food and beverage industries, where my leadership, and communication skills have allowed me to overcome challenges and work beyond expectations to improve efficiency.

Key Accomplishments

- Grew business from one to five stores in seven years and optimized profit and working capital by focusing on creating a diverse workforce and building out sales and organized stock planning. Minimized losses by using effective communication, conflict resolution, problem solving and decision-making skills.
- Increased profit margins and improved production by preparing financial and cost analysis reports and proposing strategies while also increasing sales by building rapport with retailers and wholesale clients.
- Improved preparation time of dishes and team coordination by 100% in restaurant operation by optimizing workflow and teamwork.

Business Development Specialist, *Swiss Bakery, Vancouver, Canada*

Chef de Cuisine, *Various, Brasilia, Brazil*

Business Owner, *City Shoes, Brasilia, Brazil*

Work Experience

Education

- Master in Social Work and Organizational Psychology, University of Brasilia, Brasilia, Brazil
- Bachelor of Science, Business Administration, University of Brasilia, Brasilia, Brazil
- Associate Degree in Gastronomy, Centro Universitario IESB, Brasilia, Brazil



Maria Fernanda Santolalla

[linkedin.com/in/mariafernandasantolalla](https://www.linkedin.com/in/mariafernandasantolalla)

Marketing professional with eight years of experience leading marketing in promotional activities, digital communication, brand management, and research. Proven skills in successful brand building, and in creating disruptive marketing campaigns. Result-driven professional, with a focus on creativity, adaptability, and building strong business relationships.

Key Accomplishments

- Increased the non-credit sales of the brand AVA, company-operated service stations by 10% by creating promotional campaigns, and decreased marketing expenses by 23% by negotiating better business conditions with suppliers.
- Planned and executed the campaign for the launch of Tambo's brand in the Peruvian market through building the brand's personality with a social media strategy.
- Attained over \$30K new revenue per month for Tambo by identifying and renting unutilized store spaces for advertising to CPG companies.

Marketing Manager, *Numay SA, Lima, Peru*

Head of Marketing, *Tiendas Tambo, Lima, Peru*

Work Experience

Education

- Bachelor of Marketing, Universidad San Ignacio de Loyola, Lima, Peru



Maria Tinoco

[linkedin.com/in/maria-ana-tinoco](https://www.linkedin.com/in/maria-ana-tinoco)

Mission-driven leader with five years of experience as a strategic account manager; working in public and private sectors and supporting international companies, and high-impact entrepreneurs. Extensive knowledge and understanding in account management, and project development, including cross-border projects. Proven ability to solve challenges, achieve exceptional results while adjusting to limited resources. Developed creative and flexible solutions, and knows how to build strong and accountable teams. Motivated learner and valuable contributor, who shares creative ideas for continuous process improvement.

Key Accomplishments

- Created the first "Endeavor Wellness Challenge", reaching 100+ entrepreneurs and C-suite staff in acquiring new positive daily habits, and securing CAD\$12,000 in donations.
- Enhanced the Endeavor experience for 200 global entrepreneurs by leading the LATAM Committee, in executing regional project goals and sharing best practices amongst 11 offices.
- Secured four local selection panels by coordinating and supervising the event that highlighted 20 high-impact entrepreneurs from 12 different companies, 32 mentors, and three sponsors to participate.

Work Experience

Health and Smart Cities Senior Community Leader, Endeavor, Mexico City, Mexico
Industry Development Manager, ProMéxico, Mexico City, Mexico
Co-founder and Coordinator, Conectar para Dar, Mexico City, Mexico

Education

- Bachelor of Administration and International Business, Universidad Panamericana, Mexico City, Mexico
- Social Project Management Diploma, INDESOL, Mexico City, Mexico



Mathieu Gauthier

[linkedin.com/in/mathieugauthier95](https://www.linkedin.com/in/mathieugauthier95)

Capital markets professional with over three years of investment banking experience covering financial sponsors and their portfolio companies agnostically across industries, geographies, and the capital structure. Driven individual who is internationally carded by Triathlon Canada, with added passion for the consumer and technology industries. Key decision maker on non-profit board of directors and deep expertise advising various technology startups on a part-time basis. Looking to pivot into a decision-making role at a high-growth startup or a venture capital fund.

Key Accomplishments

- Lead transaction touchpoint for fundraising and potential RTO of technology startup.
- Advised global pension fund on binding bid for minority stake in gas pipelines located in Mexico.
 - Involved in all steps of the process including valuation and IC materials.
- Key contributor to Auxe's expansion into the Quebec market and general business development and growth initiatives.

Work Experience

Head of Investor Relations & Corporate Development, BTQ AG, Taipei, Taiwan
Investment Banking Analyst, Scotiabank, Toronto, Canada
Professional Triathlete, Triathlon Canada, Victoria, Canada

Education

- Bachelor of Management and Organizational Studies (Finance Specialization), Western University, London, Canada
- Strategic Management Program, Chinese University of Hong Kong, Ma Liu Shui, Hong Kong
- Commerce DEC, Dawson College, Montréal, Canada



Matt Allemang

[linkedin.com/in/matt-allemang](https://www.linkedin.com/in/matt-allemang)

Capital markets professional with over six years of fixed income sales & trading experience. Self-motivated value creator with extensive knowledge of the financial markets with a strong work ethic. Proven business leader with solid interpersonal skills that thrives in a fast-paced work environment. Well-rounded and versatile team player with a desire to continuously learn.

Key Accomplishments

- Covered 25 of the largest institutional clients within the Chicago franchise in short term interest rates, including numerous asset managers, hedge funds, pensions, insurance companies, corporations, and money market funds.
- Executed billions in trade volume daily with various fixed income products including but not limited to treasuries, commercial paper, corporate credit, repo, agency discount notes, bullets, and callables.
- Increased revenues through collaborating with business leaders across the investment bank to drive several client initiatives to ensure cross-divisional coordination and premier client engagement, service, and execution.

Work Experience

Vice President, *Short-Term Interest Rates, Goldman Sachs, Chicago, USA*

Associate, *Short-Term Interest Rates, Goldman Sachs, Chicago, USA*

Analyst, *Short-Term Interest Rates, Goldman Sachs, Chicago, USA*

Education

- Bachelor of Arts (Finance), Michigan State University (Honors College), East Lansing, USA



Michael Roulston

[linkedin.com/in/michael-roulston](https://www.linkedin.com/in/michael-roulston)

Professional Engineer with five years experience in engineering consulting and aspirations to apply a multi-faceted skillset to the fintech industry. History of strong performance using analytical and critical thinking abilities to solve complex technical engineering problems while coordinating with multi-disciplinary teams. Proven knowledge in business analytics and finance with skills in Python, SQL, Tableau and business valuation. Demonstrable track record of dependability, organizing tasks, prioritizing workload, and using superb communication skills to forge strong relationships with teams and clients. A lifelong learner with a commitment to ongoing development of multiple mental models to aid decision-making in all areas of life.

Key Accomplishments

- Created an NPV financial model which was instrumental in finishing third place from 20 teams in the UBC MBA Methanex Case Competition, resulting a live presentation of the case study to over 100+ students, professors and Methanex leadership.
- Implemented an electric autonomous vehicle pilot project into a small Albertan city overcoming enormous initial public relations challenges by persuading the community of the project's merits through presentations to over 5000 passengers.
- Achieved Professional Engineer status with the Association of Professional Engineers and Geoscientists of Alberta (APEGA) in 2020 and Engineers and Geoscientists of British Columbia (EGBC) in 2021.

Work Experience

President of the 2023 MBA Sailing Club, *UBC Sauder School of Business, Vancouver, Canada*

Mechanical Engineer, *Atlabach Consultants, Edmonton, Canada*

Chief Operator, *Autonomous Vehicle, Pacific Western Transportation, Beaumont, Canada*

Education

- Bachelor of Science, Mechanical Engineering, University of Alberta, Edmonton, Canada
- Professional Engineer, Engineers & Geoscientists British Columbia, British Columbia, Canada
- Google Data Analytics Certificate, Grow with Google



Miguel Angel Tapia Garay

[linkedin.com/in/miguel-tapia-garay](https://www.linkedin.com/in/miguel-tapia-garay)

Finance strategist with vast experience leading teams, generating predictive insights through financial planning & analysis, forecasting, and controlling mechanisms for maximizing the value of high-growth multinationals.

Internal consultant who managed top-down and cross-functional transformational initiatives for designing and implementing quantitative models and financial tools driving new sources of value.

Inspiring leader who motivates teams by managing change, framing, and organizing work as a vehicle to solve problems, while fostering a culture of operational excellence and simplicity.

Key Accomplishments

- Surpassed budget savings by generating USD2M additional savings by designing and monitoring mechanisms to analyze sales expense structure and coordinating multidisciplinary inefficiencies in the value chain.
- Decreased transportation costs by 5% in the retail channel by analyzing frequency and volume of retail customers' orders, creating KPI's to minimize weekly orders and maximize volume of orders in mid/large-sized cities in Mexico.
- Improved forecast accuracy by 4% through negotiating with process owners on the implementation of an Excel productivity tool (in-house development), allowing for the capture, analysis, control, update, and report of savings for more than 300 projects along the value chain.
- Mitigated potential risks valuing USD1M/yearly in the operating plan by creating the Productivity Council, a strategic forum for the discussion of large scale and transformational productivity initiatives connecting regional and global opportunities.

Work Experience

Head of Quantitative Analysis and Co-Founder, *I-PetCare, Mexico City, Mexico*

Productivity Manager - Sales Function, *Pepsico Mexico Foods, Mexico City, Mexico*

Productivity Financial Planning and Analysis Manager, *Pepsico Mexico Foods, Mexico City, Mexico*

Education

- Bachelor of Business Administration, National Autonomous University of Mexico, Mexico City, Mexico



Mohit Tewari

[linkedin.com/in/tewarim](https://www.linkedin.com/in/tewarim)

Passionate about working with organizations on innovation and digital transformation. Consultant with seven years of experience in solving business problems using technology-based solutions. Proficient in analyzing business problems, and technology, project and people management. Evaluated complex processes, identified areas for improvement and developed and implemented innovative solutions. Intrapreneurial with a desire to start new things.

Key Accomplishments

- Provided consulting services to Damco Solutions to create digital products, such as a digital portal, payment receipting system and reinsurance system. Added new accounts by adapting the application suite with the introduction of new product features.
- Streamlined clients' business operations by designing insurance products at Capgemini. Trusted face for business teams to build their requirements. Performed requirement elicitation from clients and identified business/technical solutions.
- Built a new insurance connect team to assist in presales and RFP process to win new accounts. Identified several areas of improvement in the presales solution and added to the team in order to implement recommendations.

Work Experience

Application Consultant, *Damco Solutions, Noida, India*

Information Technology Business Analyst, *Capgemini Technology Service Limited, Mumbai, India*

Project Manager, *Capgemini Technology Service Limited, Mumbai, India*

Education

- Bachelor of Engineering (Hons), Electronics and Instrumentation, Birla Institute of Technology and Sciences, Pilani, India



Syed Mohsin Iqba

[linkedin.com/in/syedmohsiniqba/](https://www.linkedin.com/in/syedmohsiniqba/)

Business development and sales leader with over eight years in achieving sales, territory growth targets, customer acquisition and retention and delivering engineering solutions across a wide range of industries in UAE, Saudi Arabia, Qatar, Oman and India. Extensive experience in motivating and leading teams to reach targets, managing multiple accounts, while managing relationships, including and post-sales support.

Strong communication, and presentation skills for large and small audiences.

Key Accomplishments

- In 2021, helped Hilti India exceed six-month targets by achieving 120% of the territory target in Gurgaon, India, which was crucial for the company's financial health due to the onset of the pandemic.
- Worked with Milwaukee Power Tools of Techtronic Industries to achieve 20% growth in Saudi Arabia, achieving a revenue of approximately USD1.1M and penetrated key customers.
- Secured the EPC project worth USD7M for the construction of power plants of 20MW capacity for Saudi Electricity Company; IPP will help support the grid for peak demand requirements during summers.

Senior Technical Account Manager, Hilti India, Gurgaon, India
Field Consultant, Techtronic Industries, Dubai, UAE

Work Experience

Education

- Bachelor of Engineering (Mechanical Engineering), Manipal Institute of Technology, Manipal, India



Mudra Patel

[linkedin.com/in/mudrapatel5/](https://www.linkedin.com/in/mudrapatel5/)

Bring three years of experience in a product service line at Deloitte. Proven track record of success as a Product Owner, with outstanding analytical, interpersonal and leadership skills. Excellent at stakeholder and relationship management across the organization and among clients. An intrapreneur with a desire to do things differently.

Key Accomplishments

- Generated over US\$3M and a social engagement of 50,000 followers in 2020 by spearheading a cross-functional team of 20 members for 'ConnectMe' project, an integrated HR platform based out of Salesforce.
- Increased product revenue by 20% by analyzing and recommending critical growth areas, process and functional gaps by engaging with industry leaders, clients' service delivery heads and key teams across geography and verticals. Hit 98% of the defined product goals by translating high level business scenarios into user stories and maintained product backlog to reflect clients' requirements.
- Partnered with the Product Manager and UX team to gather and execute business requirements and ensured the product team understood the vision. Customized product capacity and delivery plan to conform to clients' needs and timelines while leading through the project's lifecycle.

Product Management Associate, Deloitte, Bangalore, India
Business Technology Analyst, Deloitte, Bangalore, India

Work Experience

Education

- Bachelor of Technology (Information Technology), National Institute of Technology, Karnataka, India



Namrita Lamba

[linkedin.com/in/namrita-lamba](https://www.linkedin.com/in/namrita-lamba)

Ten years experience in product development, sourcing, and merchandising in the apparel supply chain industry. Proven expertise in leadership, communication, and relationship management among diverse stakeholders. Committed to voluntary endeavours with various sustainability projects in both Canada and India.

Excellent at conceptualizing, initiating, and executing new ideas with a positive spirit.

Key Accomplishments

- Awarded 'Star Performer' for exceptional product development and management.
- Improved order conversion from 5% to 20% by strategic category planning and seasonal trend analysis.
- Launched an upcycled product line using discarded fabrics; employed underemployed minority women.

Work Experience

Volunteer, *Threading Change, Vancouver, Canada*

Merchandising and Sourcing Manager, *Impulse, Gurgaon, India*

Head of Sustainable Initiatives, *Impulse, Gurgaon, India*

Education

- Master of Fashion Management, National Institute of Fashion Technology, New Delhi, India
- Bachelor of Business Management, Centre for Management Studies, Bangalore, India



Narissa Mawji

[linkedin.com/in/narissamawji](https://www.linkedin.com/in/narissamawji)

Strategic problem-solver who excels at collaborating with teammates from diverse functional areas. An empowering leader with a proven track record in public healthcare. Motivated to make a positive impact in organizations by providing innovative solutions to complex problems. Bring an analytical approach, while collaborating with inter-disciplinary teams.

Key Accomplishments

- Promoted to site supervisor of testing and vaccination sites within Fraser Health, after increasing site efficiency by 40% and reducing patient wait times by 30% by restructuring the workflow of the clinical team (80+ staff).
- Increased revenue by 20% (projected) by providing consultation to medical directors on the viability of utilizing the clinical space to generate additional revenue after hours (massage therapy, kinesiology, and physiotherapy).
- Reduced the need for patients to access the ER by 97% by triaging and providing initial assessment and care to 300+ patients per month at the Urgent and Primary Care Centre.

Work Experience

Site Supervisor, *Fraser Health Covid Testing Sites and Vaccination Centers, Vancouver, Canada*

Nurse Consultant, *Revive Medical Clinic, Vancouver, Canada*

Registered Nurse, *Fraser Health Urgent and Primary Care Centre, Vancouver, Canada*

Education

- Bachelor of Science (Nursing), University of British Columbia, Vancouver, Canada
- Bachelor of Science (Combined Major in Science – Math, Life Science, Earth & Environmental Science), University of British Columbia, Vancouver, Canada



Nicolas del Castillo

[linkedin.com/in/nicolasdelcastillo](https://www.linkedin.com/in/nicolasdelcastillo)

Passionate about product and brand management with five years of experience in various industries, including retail, telecommunications, and banking, who plans to shift career focus to technology and gaming. Proven ability to influence multifunctional teams to create market opportunities and create synergies between departments. A strategic thinker, excellent communicator, and motivator who looks to innovate and bring people together to integrate different points of view.

Key Accomplishments

- Created product cross-selling strategies such as bundling existing and new products in go-to-market campaigns to secure sales for both products, resulting in 17% revenue growth.
- Led the pricing and store assessment strategies for white brand products and coordinated cross-functional teams to ensure a successful launch and store participation of 35%.
- Led multi-vendor project focused on increasing sellers' net promoting score in online platforms to increase the number of sellers to up to 40%.

Work Experience

Product Manager, *Hipermercados Tottus, Lima, Peru*

Account Executive, *GTD Peru, Lima, Peru*

Assistant Portfolio Manager, *BBVA, Lima Peru*

Education

- Bachelor in Business Administration, Universidad de Lima, Lima, Peru



Nicole Macgregor

[linkedin.com/in/nicole-macgregor](https://www.linkedin.com/in/nicole-macgregor)

Financial analyst with six years of experience in private equity, consulting and entrepreneurial environments. Strong problem-solving and communication skills with a proven track record of successful contract negotiations, portfolio management, and strategic decision making. Driven intrapreneur seeking a challenge that will have a positive impact on society.

Key Accomplishments

- Joined ISOI as a cofounder and developed the Mexican bioplastics market, as well as, conducted financial analysis, operations, and negotiations, resulting in +\$2M market. Restructured ISOI's business model by renegotiating the importing/buying scheme and securing a five-year exclusivity agreement for Mexico.
- Participated in i3's roadshow, a USD\$200M venture capital fund, actively developed the i3 financial vehicle through conversations with lawyers and the Mexican stock market authorities. Developed investment prospectus and fund modeling (Waterfall) and investment memorandum materials that led to discussions with institutional investors.

Work Experience

Co-Founder & Finance and Strategic Development, *ISOI-Renewable Materials Importer, Mexico City, Mexico*

Financial Analyst, *MRP, Mexico City, Mexico*

Education

- Bachelor of Applied Science (Civil Engineering), Universidad Iberoamericana, Mexico City, Mexico



Nirag Gosalia

[linkedin.com/in/nirag-gosalia](https://www.linkedin.com/in/nirag-gosalia)

Data driven product growth leader with over seven years of experience in technology, data science, e-commerce, and b2b SaaS platforms. Accomplished project manager and motivator in highly demanding environments of fast-growing unicorns. Highly analytical, strategic and customer focused with a proven record of using data science and weaving stories to build products and experiences loved by customers. Charismatic leadership qualities who is able to build meaningful relationships with international, multi-cultural and multi-generational stakeholders.

Key Accomplishments

- Launched the first ever CLM (Customer Lifecycle Management) system for an e-commerce platform, improving customer experience and buy-conversion metrics by 200BPS, leading to USD5M in revenue for the year with no additional costs. Established and mentored two strategic teams – Analytics and Customer Retention comprised of nine members.
- Built a product roadmap for FY21 prioritizing 12 new features worth \$10M, and led brainstorming and ideation meetings to finalize product workflow and arranged for a \$2M budget to deliver key enhancements and market new features, intended to ease browsing and improve app customer experience.
- Built pricing analytics tool book used by the CEO and other 70+ heads of pricing and procurement at a leading Fortune 100 retailer, resulting in the tool book becoming a key reference point for decisions on pricing and competitive intelligence; Helped the company save more than USD200M in the following year post launch.

Work Experience

Product Manager, *Sprinklr, Bangalore, India*

Growth Manager, *Myntra, Bangalore, India*

Decision Scientist, *Mu Sigma, Bangalore, India*

Education

- Bachelor of Engineering (Electronics and Communication Engineering), University of Mumbai, India



Pawan Bellubbi

[linkedin.com/in/pawan-bellubbi](https://www.linkedin.com/in/pawan-bellubbi)

An engineering professional with multifaceted experience across oil & gas, real estate and the petroleum industries. Held roles in Sales and Operations, while freelancing as a PLC programmer. An enabler with experience managing interdisciplinary teams in high-stress offshore drilling environments who thrives under pressure. Excited to apply my skills and resources in strategy and marketing roles.

Key Accomplishments

- Managed and built a new vertical of automation for heavy material, from designing marketing collateral and sales strategies, resulting in over USD100,000 in the first year of implementation.
- Built sales pipeline and created standardized variable-frequency drive solutions for increased customer satisfaction via lower operational complexities and enhanced savings.
- Optimized drilling parameters to cut costs 30+% per month in complex offshore environments.
- Implemented safety focused initiatives and achieved a targeted 12% reduction in HSE incidents company-wide across different locations.

Work Experience

Drilling Operations Engineer, *Halliburton, Mumbai, India*

Drilling Operations Engineer, *Schlumberger, Mumbai, India*

Sales Engineer, *MQ Factory Automation, Mumbai, India*

Education

- Bachelor of Mechanical Engineering, University of Mumbai, India



Pia Rodriguez Raggio

[linkedin.com/in/mprodriguez](https://www.linkedin.com/in/mprodriguez)

Marketing professional with over eight years of experience in marketing and advertising, leading the development of new solutions and cross-company projects with focus on creativity and innovation. Proven team builder of multi-functional teams with a high sense of responsibility and commitment.

Key Accomplishments

- Launched six new patisserie products, which represented over \$675K in sales annually by leading all commercial aspects including product development, pricing, promotional activities, and sales training.
- Positioned the company among the top five in e-commerce sales within the Puratos Group, by leading the implementation of the webshop with a multi-functional team.
- Surpassed projected e-commerce registration goals by 14% through developing marketing campaigns for customers and implementing an incentivization program for the sales team.

Work Experience

Patisserie Product Manager, Puratos Peru, Lima, Peru
Marketing Coordinator, Universidad de Piura, Lima, Peru

Education

- Bachelor of Communication, Universidad de Lima, Lima, Peru



Pranay Lakhotia

[linkedin.com/in/pranaylakhotia](https://www.linkedin.com/in/pranaylakhotia)

Digital transformation and technology strategy consultant with eight years of experience in client facing roles around the globe, advising client teams on how to efficiently use technology to meet business objectives. Strong relationship management skills and a passion for delivery excellence by adopting Agile frameworks and industry best practice. Demonstrate skills in ERP implementation, software automation and cloud migration for clients in oil and gas, public services, and automobile industries. Proven leader of multidisciplinary teams who believes in collaboration and efficient execution. Passionate about consumer behaviour and delivering customer-centric technology solutions.

Key Accomplishments

- Spearheaded build of a microservice-based scalable framework to provide savings of \$2M annually and increased operational efficiency by using API integrations to address system failures for complex IT landscapes. Won "ACE Client and Customer Award" for FY20 for providing outstanding contributions to clients' business outcomes.
- Led development of a robust warranty calculation system for the largest luxury automobile manufacturer in Germany, which was leveraged in settling more than five million claims across Norway, Sweden, Germany, and North America.
- Increased tax calculation accuracy to 100% by designing and developing ERP based webforms to replace paper-based tax forms, transforming the conventional manual process of tax collection.

Work Experience

Senior Application Development Analyst, Accenture India, United Kingdom, and Germany

Education

- Bachelor of Technology (Mechanical Engineering with spec. in Chemical Process Engineering), VIT University, Vellore, India
- Certified Scrum Master, Scrum Alliance
- AWS Certified Cloud Practitioner, Amazon Web Services



Raghav Malik

[linkedin.com/in/raghavmalik1](https://www.linkedin.com/in/raghavmalik1)

Strategy-focused professional with three years of experience as an equity analyst. Strong background in facilitating decision-making between companies and institutional investors. Refined ability to identify the impact of strategic decisions on all stakeholders. Developed expertise in positioning companies based on their prospective growth inclinations, especially in consumer-driven industries. An excellent communicator and ideator with the ability to think “out of the box” even in everyday decision-making. Demonstrate zeal for leadership, aspire to go “above and beyond”, and able to team up with others to deliver optimum output.

Key Accomplishments

- Worked as lead banker for Axis Bank in a fundraise of ~USD1.1B by DMart (former market cap of ~USD19B; currently among the two most popular hypermarkets in India), by positioning the company as a potential disruptor, comparable to Walmart in its prime expansion phase.
- Created an informal pitching platform focused on automotive giants by facilitating interactions between blue-chip players and some of the largest domestic funds in India by co-hosting the first-ever Auto Investor Conference for the company.
- Enhanced the relationship between Axis Bank and Mahindra by ideating and implementing a first-of-its-kind investor connect exercise, a product test drive across Mumbai for institutional investors to evaluate the conglomerate's latest offering: the XUV300, pre-launch; recognized by the CFO of Mahindra for this initiative.

Work Experience

Equity Analyst, Axis Bank, Mumbai, India
Investment Banking Intern, Axis Bank, Mumbai, India

Education

- Chartered Financial Analyst (CFA) – Level 1
- Bachelor of Arts – Economics, Mumbai University, Mumbai, India



Rahul Reddy Varanasi

[linkedin.com/in/rahul-reddy-varanasi](https://www.linkedin.com/in/rahul-reddy-varanasi)

Consulting professional with over five years of experience in process optimization and implementation. A proven track record of creating streamlined processes that typically result in 1.5 FTE in savings and exceeded clients' expectations.

An analytical thinker with strong communication abilities that encourages collaboration in ideation. Worked for both Fortune 500 companies and start-ups with Series B funding or more. A strategist, who is looking for the most effective ways to scale companies' operations.

Key Accomplishments

- Completed a project to conform global reporting to the standard set in India that involved daily meetings with Accenture management in Tokyo, Kuala Lumpur, and Japan.
- Collaborated with a team on creating an automation that resulted in saving 10 FTE in a single deal with an estimated \$1.3M of savings.
- Created new quality assurance protocols that improved efficiency and resulted in a saving of 1.2 FTE for a CPG firm.

Work Experience

Process Optimization Consultant, Mason & Co. Chocolatiers, Auroville, India
Investment Analyst, TCG Advisory Services, Chennai, India
Analytics and Modeling Analyst, Accenture Pvt. Ltd., Hyderabad, India

Education

- Bachelor of Arts (Economics), New York University, New York, USA



Ricardo Montemayor Leos

[linkedin.com/in/rnml91](https://www.linkedin.com/in/rnml91)

Accomplished digital technology leader with over eight years of experience across many multinational organizations globally. Focused on the use and implementation of technology to drive improvements and efficiency of business operations, while expanding capabilities through digital transformation. Passionate about Product Management, from incubation through global rollout by leading functional and technical teams using Agile practices. Avid learner of new technology domains, with numerous certifications in the space, complemented with two IT Masters' degrees from top tier universities.

Key Accomplishments

- Led and launched two digital products simultaneously, managing different teams of 10+ developers comprised of testers, architects, and Scrum Masters. Extensive work with Executive Directors and global functional teams to build strategy & roadmap overview. Products used globally by multiple teams, with a revenue influence of USD50M/ year.
- Designed and implemented strategies to drive for Agile & DevOps company-wide adoption, while partnering with global teams across several functions, to reach a 100% adoption and implementation. Built forecasting models and dashboards to reach key metrics. Also, actively engaged in vendor management and helping teams bring the best Agile talent.
- Deployed technologies across 20+ key sites in Latin America, helping on the digital transformation of those businesses. Focused on Brilliant Manufacturing and Lean methodologies, with a reduction in turnaround time, (up to 50%), and up to 10% in overall performance improvement.

Work Experience

IT Strategy & Digital Transformation Manager, PepsiCo, Mexico City, Mexico

Staff Technical Product Manager, General Electric, Cincinnati, USA

Digital Technology Program Manager – Internal Consulting Associate at CAS, General Electric, San Francisco, USA

Education

- Master of Science, Information Technology, Carnegie Mellon University, Pittsburgh, USA
- Master in Information Technology Management, Tecnológico de Monterrey, Monterrey, Mexico
- Bachelor of Science, Business Informatics, Tecnológico de Monterrey, Monterrey, Mexico



Robby Baker

[linkedin.com/in/robbybaker360](https://www.linkedin.com/in/robbybaker360)

Professional engineer with ten years experience in the construction of tunnels, bridges, LNG plants and hospitals. Passionate about humanitarianism and disaster relief having led teams during the emergency response to the Christchurch earthquake and in various refugee camps throughout Africa. Proven track record leading teams in high-risk environments, to deliver construction projects from design through to commissioning. Highly driven problem solver who loves succeeding in complex challenges.

Key Accomplishments

- Increased profit margins by 23% by optimizing the construction program and analyzing subcontractor rate structures to identify cost savings in the construction of three replacement rail bridges in remote South Australia.
- Saved \$360,000 by developing a cost-effective design and an innovative contract model to deliver a 1300m2 temperature-controlled pharmacy and logistics warehouse in South Sudan.
- Successfully delivered construction three weeks early ahead of the monsoon season of a 100-bed maternity and emergency hospital inside the Rohingya Refugee Camp, by coordinating a workforce of 200 local construction workers.

Work Experience

Project Manager, Coleman Rail, Melbourne, Australia

Construction Manager, Doctors Without Borders / Médecins Sans Frontières (MSF), Various in Africa

Tunnel Engineer, McConnell Dowell, Christchurch, New Zealand

Education

- Bachelor of Engineering (Civil Engineering), University of Canterbury, New Zealand
- Chartered Professional Engineer (CPEng), Engineers Australia



Sahil Jain

[linkedin.com/in/sahiljain112](https://www.linkedin.com/in/sahiljain112)

Product enthusiast with over four years in developing software applications for mission critical systems. Certified Scrum Product Owner (CSPO®) who is well versed with agile methodologies. Passionate about creating, scaling, and optimizing software. Data driven decision maker who often tracks customer success metrics and product happiness scores for continuous product improvement. Firm believer in collaborative leadership and teamwork as cornerstones to maximizing value creation. Focused on leveraging skills in business development and product strategy to create sustainable tech products that are profitable and address society's greatest challenges. A natural entrepreneur, and a minimalist at heart.

Key Accomplishments

- Automated the creation of step-by-step business workflows via an intuitive product interface, which in its POC phase reduced the agent onboarding time by ~20 days and reduced cost by ~\$30,000 per agent.
- Performed extensive research on competitor workflows, target audiences and requirements to develop the next-gen "Advertisement Campaign Manager"; witnessed an improvement of ~30% in task management & efficiency in the first four months post product launch.
- Revamped ground architecture of the ad-settings product that eliminated code glitches, leveraged code reusability, and significantly boosted overall product happiness score (4.6 to 6.2).

Work Experience

Associate Director of Engineering, *Sprinklr, New Delhi, India*
Technology Analyst Intern, *Morgan Stanley, Mumbai, India*
Software Developer Intern, *PlaypowerLabs LLC, Gandhinagar, India*

Education

- Bachelor of Information and Communication Technology, Dhirubhai Ambani Institute of Information and Communication Technology, Gandhinagar, India



Sam Zhai

[linkedin.com/in/samyusenzhai](https://www.linkedin.com/in/samyusenzhai)

Entrepreneurial polymath with a strong interest in developing and regulating technologies that advance human welfare. Unique blend of business strategy, legal, science and creativity skills acquired through six years of rigorous academic studies across four distinct fields. Passionate about biotechnology, green technology, gaming and music technology. Result-driven and creative team player who seek to solve strategic problems holistically. Experience in creating, leading and managing small to medium-sized interdisciplinary teams with a high level of diversity.

Excellent verbal and written communication and adept using mediation skills.

Key Accomplishments

- Spearheaded and published research on extracellular bacterial defense mechanism against bacteriophages in the JEMI research journal of University of British Columbia.
- Interviewed low-income clients and provided oral and written legal advice on employment dispute and estate planning in the Law Students' Legal Advice Program of Allard School of Law at UBC.

Work Experience

Music Director and Organist, *St. Anselm's Anglican Church, Vancouver, Canada*
Clinician, *UBC Law Students' Legal Advice Program, Vancouver, Canada*

Education

- Juris Doctor Candidate, Peter A. Allard School of Law, University of British Columbia, Vancouver, Canada
- Bachelor of Music (Piano Studies), University of British Columbia, Vancouver, Canada
- Bachelor of Science (Microbiology & Immunology), University of British Columbia, Vancouver, Canada



Seenu Yellapu

[linkedin.com/in/seenuyellapu](https://www.linkedin.com/in/seenuyellapu)

An inquisitive, creative, and people-oriented problem-solver with a passion for technology and product management. Passionate about creating innovative products with a unique blend of skills in the software and cruise lines industries. Entrepreneurial and people leader who thrives when challenged and learns from failure. Equipped with strong organizational skills, evidenced by a track record of leading teams to meet profit and growth goals via innovative solutions.

Key Accomplishments

- Built and maintained services for engineering and maintenance segment of Qantas Airlines IT applications. Responded rapidly to the changes in the system with Agile management, decreasing the production cycle time by 15%.
- Established a retail store with 200 unique photo products and services. Identified competitive and alternative offerings in the market and assessed strengths and weaknesses and developed a strategy for competing in the market.
- Designed and established fine art photo studios on three of the world's biggest cruise ships. Defined specific plans and budgets for ensuring customer loyalty, as well as selling products and services for existing and new customer segments.

Work Experience

Business Development Head/Co-founder and Managing Partner, *Dreams Studio, Bangalore, India*
Studio Artist, *Royal Caribbean Cruises Ltd., Miami, USA*
Senior Software Engineer, *Tech Mahindra, Hyderabad, India*

Education

- Bachelor of Technology (Electronics and Communications), Jawaharlal Nehru Technological University, Anantapur, India



Shubham Dubey

[linkedin.com/in/shubhamdubeyubc](https://www.linkedin.com/in/shubhamdubeyubc)

Realist with an eye for data and committed interest in capital markets, politics and economic theories.

Bring s over eight years' experience as a commodities trader at a proprietary trading firm. Specialization in the energy markets and soft commodities. Track record in high frequency decision-making under pressure and in high-risk environments while focusing on discipline and flexibility.

Key Accomplishments

- Ranked top two from a group of 29 traders over six of the eight years spent at Futures First.
- Winner of multiple awards in firm-wide competitions, including the prestigious "Trader of the Month".
- Developed a Python and RDBMS tool to extract and organize trade data from US Department of Agriculture, reducing cycle-time from more than 30 minutes to microseconds.

Work Experience

Associate - Commodities Markets, *Futures First, Hyderabad, India*
Intern, *JP Morgan Chase, Bangalore, India*

Education

- Master of Science (Tech) (Finance), Birla Institute of Technology and Science, Pilani, India
- Master of Science (Hons) (Physics), Birla Institute of Technology and Science, Pilani, India
- CFA Level 1, CFA Institute, Charlottesville, USA



Shubhav Jain

[linkedin.com/in/shubhavjain](https://www.linkedin.com/in/shubhavjain)

Technology and digital transformation ninja with 10+ years of global experience delivering business value through innovative IT solutions. Skilled at partnering with clients and leveraging multi-site, cross-functional teams to realize business vision through leading-edge technology capabilities. Demonstrate skills in strategy and process consulting for healthcare, telecommunication, and energy with multinationals including Humana (US), TeliaSonera (Finland), Netcom (Norway), and Santos (Australia). Deep understanding of information technology, and working with processes to deliver world-class solutions. Excel at customer engagement and uncovering new opportunities with existing clients. Articulate presenter with outstanding interpersonal skills. Deftly manages expectations and concerns to achieve alignment across organizational structures.

Key Accomplishments

- Delivered \$5M in business value by implementing key enterprise capabilities including integrations with diverse technology platforms such as Concur, Workday, ServiceNow, and SAP Fieldglass.
- Implemented, enhanced, and supported enterprise application projects of over \$20M in budget using both Waterfall and Agile methodologies.
- Achieved \$1M in business savings and ensured enterprise-critical compliance with government guidelines through automated solution capabilities for fraud detection.

Work Experience

Consultant, Tata Consultancy Services, Louisville, United States
Information Technology Analyst, Tata Consultancy Services, Delhi, India
Senior Software Engineer, Wipro Technologies, Delhi, India

Education

- Bachelor of Technology (Computer Science), Uttar Pradesh Technical University, Lucknow, India



Siddharth Garg

[linkedin.com/in/siddharthvgarg](https://www.linkedin.com/in/siddharthvgarg)

Data Science professional with over six years of experience in consulting. Passionate about solving business problems in e-commerce. Proficient in building complex machine learning algorithms to analyse data and facilitate business decision making. Proven track record of conducting data analytics, and fraud analytics in a wide range of industries, including: retail, manufacturing, and petrochemical.

Key Accomplishments

- Reduced investigation time by 15% by developing an unsupervised machine learning model (65% accuracy) for detection of company fraud following two-tier distribution sales channel.
- Assessed \$1.2M undeclared and unsustainable sales leading to the precise estimation of the value of assets by leading a team of four to perform classification, sales trend, market demographic analysis, and diagnostic analysis on gross merchandise value for a leading e-pharmacy company in preparation for a merger.
- Discovered fraudulent procurement of \$3M and fictitious payments of \$1.5M in payroll by leading a team of three to conduct rule-based fraud analytics, diagnostic analysis, pattern recognition and time series analysis in procurement and payroll for a global textile manufacturer situated in Bangladesh.

Work Experience

Assistant Manager, Data Analytics, KPMG, Bengaluru, India
Consultant, Data Analytics, KPMG, Bengaluru, India
Trainee Decision Scientist, Mu-Sigma, Bengaluru, India

Education

- Bachelor in Technology, Vellore Institute of Technology, Bengaluru, India



Sidhant Sidana

[linkedin.com/in/sidhant-sidana](https://www.linkedin.com/in/sidhant-sidana)

Creative, curious & customer centric problem solver having 10+ years of diverse experience leading cross-functional teams. Roles span from an entrepreneur to sales manager for a global top 10 company. Passion for creating products and services that use technology for improving lives. Highly versatile skillset includes strong communication, negotiation, analytical, & strategy skills. Track record of starting and scaling an IoT based services business. Adept using technology to establish robust systems and processes to improve workflow, having experience in CRM, CPQ, digital marketing, marketing automation and other SAAS-based solutions. Able to use software tools for design and illustration include: Photoshop, AutoCAD, SketchUp and Canva.

Key Accomplishments

- Lead cross functional teams across sales, marketing, operations and strategy while running an IoT start-up in the smart homes space, with average revenue growth of 70% year on year over five years.
- Built and implemented the services roadmap for integrating various services, offering a turnkey one stop smart home & building solution provider, distinguished with the highest level of international certifications.
- Delivered volume growth of 7.5% against an industry growth rate of 3% for automotive lubricants in a sales manager role for BP (Castrol), and led a team of 18 and served 850 customers.

Work Experience

Founder, *Smart Makerz, New Delhi, India*

Territory Sales Manager, *British Petroleum (Castrol), Rajasthan, India*

Manager Design, *Fianza Home Solutions, New Delhi, India*

Technical Support Associate, *Honeywell International, Haryana, India*

Education

- Bachelor of Technology, (Mechanical & Automation Engineering), Guru Gobind Singh Indraprastha University (GGSIU), New Delhi, India



Sijia Zhou

[linkedin.com/in/sijia-denise-zhou](https://www.linkedin.com/in/sijia-denise-zhou)

Digital transformation professional with five years of experience in data analysis and business intelligence with Fortune 500 clients. A motivated, detail-oriented, and results-driven leader who works effectively in diverse and agile environments with certified abilities for data reporting, data analysis, and data visualization. A self-starter with positive, collaborative can-do attitude and bias for action.

Key Accomplishments

- Successfully delivered various BI reports by Microsoft Power BI through building data interface, connecting different sources (Dynamic 365, SQL database, Excel), designing & configuring data models, and applying DAX language.
- Led error reporting automation project through Talend ETL data integration tool and improved work efficiency from daily manual and repetitive work into full automation.
- Designed functional requirements, functional and data flow to accurately convey business requirements to system developers and proactively communicated with clients on project progress and deliverables.

Work Experience

Senior Data Engineering Analyst, *Avanade, Shanghai, China*

Data Quality Analyst, *Log-net, Inc., Atlanta, USA*

Education

- Master of Science in Information System & Operations Management, University of Florida, Gainesville, USA



Smruti Savkur

[linkedin.com/in/smruti-savkur](https://www.linkedin.com/in/smruti-savkur)

Mission-driven leader focused on the intersection of impact and innovation in education, health, poverty and environment. Over six years working in educational leadership among fast-paced startups. Known to be a strategic thinker who has demonstrated resilient adaptability in solving problems in the non-profit sector. Established reputation for leading teams through effective communication, and collaboration. Proactive in identifying areas of improvement based on the needs of the end user, designing solutions and delivering results with high levels of ownership. Motivated to leverage skills in purpose-driven organizations.

Key Accomplishments

- Onboarded 5000 teachers within three months to fulfil company's scale projections by designing and executing hiring and training processes.
- Ensured the successful launch of teacher-led online math classes in six countries in collaboration with cross-functional teams, created to monitor and resolve critical product and process issues.
- Spearheaded a strategy to tap into early childhood education market by creating 750 educational activities, 750 audio calls and 12 counselling sessions for low-income families. Led customer discovery research to understand stakeholders' needs and refined the value proposition.

Work Experience

Program Manager - Teacher Success, Byjus FutureSchool, Mumbai, India
Founding Partner, Saarthi Education, New Delhi, India
Fellow, Teach for India, Pune, India

Education

- Master of Arts, (Honours) International Relations and Modern History, University of St Andrews, St Andrews, United Kingdom



Sunayana Kumar

[linkedin.com/in/sunayana-kumar-5b314a34](https://www.linkedin.com/in/sunayana-kumar-5b314a34)

Bring various experience including, client relations, operations, contract analysis and negotiation. A lifelong learner, who brings attention to detail and thrives in a fast-paced environment, working with multiple issues simultaneously. Built up interpersonal skills through work in donor relations, and critical thinking, and problem-solving skills as a lawyer.

Key Accomplishments

- Managed contracts for all LNG trades globally, accounting for a profit of \$100M, including an unprecedented 15-year offtake agreement, securing a steady supply of 1 million tons a year. Managed storage contracts for all products and all regions with the exception of the Americas.
- Managing end to end execution and supply of all offshore transactions in East Africa for trades amounting to over \$50M/week.
- Raised funds amounting to \$20M and ensured all projects were fully funded, and drafted and vetted all legal documents for the organization.

Work Experience

Operations Support Analyst, East Africa Trucking Operations, Trafigura, Mumbai, India
Contracts Analyst, LNG and Storage, Trafigura, Mumbai, India
Development and Donor Relations, The Akanksha Foundation, Mumbai, India

Education

- Bachelor of Arts and Bachelor of Laws, Symbiosis Law School, Pune, India



Tekarra Valiulis

[linkedin.com/in/tekarra-valiulis](https://www.linkedin.com/in/tekarra-valiulis)

Dynamic, client orientated, self-motivated professional with nine years of outstanding customer facing experience, strategically managing fast-paced, quickly changing environments in unpredictable circumstances. Proven analytical thinker, with a proven ability to apply quantitative and qualitative details to the broader picture. Dependable, supportive team member and leader, passionate about bringing people together and creating a positive and collaborative workplace. Enthusiastically pursuing a career that fully utilizes my business acumen to provide exceptional corporate legal services to businesses.

Key Accomplishments

- Initiated and led the development of a heavy-duty machinery procurement process, improving contract creation efficiency by approximately 25%, which ensured fire crews had the necessary equipment support prior to the peak fire season.
- Implemented and managed a new retail system, improving retail sales profits by decreasing daily cash flow discrepancies and gathering sales data to inform purchasing decisions, decreasing liquidation sales on inventory.
- Collaborated with a team to host and coordinate six fundraising events raising over \$50,000 to build schools in Myanmar, through the not-for-profit *UR Building Knowledge*.

Work Experience

Director: Assistant Business Manager, *UBC Law Review, Vancouver, Canada*
Financial Services Clerk, *BC Wildfire, Kamloops, Canada*
Assistant Office Manager, *Alpine Rafting, Golden, BC, Canada*

Education

- Juris Doctor Candidate, Peter A. Allard School of Law, University of British Columbia, Vancouver, Canada
- Bachelor of Business Administration (Finance), Thompson Rivers University, Kamloops, Canada



Tung Trinh

[linkedin.com/in/tonytungtrinh](https://www.linkedin.com/in/tonytungtrinh)

Innovative, enthusiastic, and hard-working individual who can set up a new team; energize the team to ideate, plan and execute business innovations via route-to-market, shopper marketing, distribution, and sales force management. With 10 years of well-rounded experience in developing customers in Asia for international brands, bring skills in strategic business development, and solution-oriented communication applied to tackling challenging and inspiring projects.

Key Accomplishments

- Set up the optimum distribution for Abbott in Indochina which fueled 30% sales growth in 2020 for the milk powder category while optimizing trade spend even during COVID-19.
- Co-created strategy-into-action for Unilever Myanmar in the first year of operations. First to successfully set up business development and sales training department in 2015 with a team of 13 people, covering 96 distributors and distributing to 120,000 outlets nationwide. Awarded the best and fastest digitalization implementation in year one.
- Developed and managed project "Perfect Village" for Unilever Vietnam (five pilots in 2013), which built sustainable business in rural Vietnam by combining market development with hygiene education for rural consumers and provided business opportunities to women entrepreneurs in these districts.

Work Experience

Trade Sales Director, *Abbott, Bangkok, Thailand*
Head of Shopper Marketing, *FrieslandCampina, Yangon, Myanmar*
Senior Business Development Manager, *Unilever, Ho Chi Minh City, Vietnam & Yangon Myanmar*

Education

- Bachelor of Chemical and Food Engineering, Ho Chi Minh University of Technology, HCMC, Vietnam



Uddipto Chakravorty

[linkedin.com/in/uddipto-chakravorty](https://www.linkedin.com/in/uddipto-chakravorty)

Digital transformation lead with extensive experience in product ownership, business analytics and software process automation engineering in financial services and public sector. Liaison between engineering, business and design teams as a product manager, who strategized, implemented and maintained software products. Software engineer turned certified agile product owner managing cross functional and multi-disciplinary teams located globally. Proficient in ideating and creating product strategy, product roadmap, backlog management, feature prioritization, analyzing consumer behaviour patterns and stakeholder analysis. Intrapreneurial thinker with a proven track record in software product management.

Key Accomplishments

- Implemented a complex electronic statement feature enhancement for TD's digital channels, resulting in reduced expenses for mail and paper statements. Also reduced customers' complaints regarding statement and document availability. As a QA manager led a large team of onshore and offshore engineers as part of the digital transformation portfolio.
- Collaborated with TD's marketing and engineering teams to implement an advertising banner system within the TD Canada Trust mobile app that incorporated machine learning and big data analytics on metadata collected from a customer's digital footprint for accurate segmentation and targeted advertising of several banking products - resulting in almost five times growth in digital advertising revenue.
- At Deloitte Digital implemented and tested an integrated health benefit exchange platform based on Obamacare (Affordable Care Act) in five US states: Washington, Pennsylvania, Texas, Tennessee and Wisconsin, resulting in automating and improving the process of social security benefits exchange for both state residents and employees.

Work Experience

Senior Quality Engineering Lead, TD Bank, Toronto, Canada
Senior Solution Specialist – Product Owner, Deloitte, Harrisburg, USA
Software Engineer Consultant, Accenture, Chicago, USA

Education

- Bachelor of Technology (Electronics Engineering), West Bengal University of Technology, Kolkata, India



Umesh Verma

[linkedin.com/in/umesh-verma](https://www.linkedin.com/in/umesh-verma)

Having worked within the telecom software industry for 16 years, developed a wide range of project and people management skills for strategic decision making. As a Software Engineering Manager/Solution Architect with Amdocs, created, led and motivated geographically dispersed teams. Well versed on how to convert customer requirements into business solutions.

Key Accomplishments

- Hired, shaped, and managed the Latin America team in Mexico to support new and existing markets; project success was copied company-wide for similar business expansions.
- Helped largest telecom in the world to achieve 50% reduction in time to launch new offers to the market by proposing solutions and leading a team of eight developers to execute "Time to the Market" project.
- Collaborated on winning new business worth \$48M by preparing a strategic business plan by leveraging previous success.

Work Experience

Software Engineering Manager, Guadalajara, Mexico
Development Lead, Pune, India & Sofia, Bulgaria
Employee Engagement Committee Member, Guadalajara, Mexico

Education

- Bachelor of Science (Physics, Mathematics), University of Lucknow, India
- Diploma in Software Technology, CMC Limited, Lucknow, India
- Certificate in Information Technology, CMC Limited, Lucknow, India



Utkarsh Wali

[linkedin.com/in/utkarshwali](https://www.linkedin.com/in/utkarshwali)

Believer in the adage, there is always more to learn, unlearn, and learn again; with so much more to do.

Brings five years of experience managing critical and time-sensitive projects like leading Cisco India's Agile transformation journey, vendor management for 10 different accounts and supply chain release for Tokyo 2020 Olympics. Demonstrate success in project management, business operations, and end-to-end agile transformation through superior communication and strategic decision-making skills. Excel in driving teams through all facets of project life cycle and ensuring optimal stakeholder experience.

Key Accomplishments

- Led Agile transformation and end-to-end operations for Cisco and coached 1000+ Cisco and Bank of America executives for a US\$1M project by coaching, planning, and implementing Lean and Agile mindset shift.
- Implemented and created analytical business solutions for the operations and complete software delivery life cycle for Cisco's supply chain business unit, supporting from planning to deployment phase by leveraging continuous delivery pipelines and DevOps.
- Elected member of Sauder MBA Executive Committee - VP Communications. Solely responsible for the development, integration, and implementation of a broad range of public relations activities relative to the strategic direction and positioning of the class and its leadership.

Work Experience

Agile Transformation County Lead (India), Cisco Systems, Bengaluru, India
Technical Project Manager, Cisco Systems, Bengaluru, India
Vendor Manager, Cisco Systems, Bengaluru, India

Education

- Bachelor of Engineering (Computer Science), SJCE (VTU), Mysore, India
- Certified Scrum Master (CSM)
- Certified Product Owner (CPO)



Vinita Kundnani

[linkedin.com/in/vinita-kundnani-126a14ab](https://www.linkedin.com/in/vinita-kundnani-126a14ab)

Techno-functional consultant with over four years of experience in ERP implementation. Designed and implemented end-to-end processes for clients in Technology, Healthcare & Life Sciences industries, helping leverage technology to solve complex business problems. Proven leadership in delivering agile programs through gap analysis and customized developments while working with teams globally. Excellent at problem-solving, strategic thinking, communication, relationship building and team management.

Key Accomplishments

- Implemented order management, logistics, and invoicing processes of Order-to-Cash cycle, deploying over \$51B of annual revenue across 50 countries globally. Designed and implemented advance invoicing functionality which reduced/eliminated manual efforts of ~30 resources in Europe and avoided cash delays of \$280M giving a real time statistic for future strategy planning.
- Automated determination of a critical tax component of the Brazilian tax system for orders worth \$400M, without which every order had to be reviewed and corrected manually by the Customer Sales Team.
- Developed a dynamic dashboard which gives real-time breakdown of the Order-to-Cash cycle; dashboard used to identify where the order process is impacted and provided a capability to fix issues, thereby increasing the efficiency of the Customer Sales Team by 30%.

Work Experience

SAP Supply Chain Consultant, Deloitte, Mumbai, India
Technology Consultant, Deloitte, Mumbai, India
Business Technology Analyst, Deloitte, Mumbai, India

Education

- Bachelor of Engineering (Computer Science), University of Mumbai, Mumbai, India



Vivian Wang

[linkedin.com/in/vivian-qiong-wang](https://www.linkedin.com/in/vivian-qiong-wang)

Versatile and experienced Category Manager for Fortune 100 company with eight years of diverse experience in end-to-end sourcing, vendor relationship management and procurement consulting. Managed \$60M+ annual spend for internal and external clients across multiple categories, proficient at running complex RFXs. Deeply passionate about utilizing data and analytics to innovate operation and supply chain practice. Highly adaptable and always curious.

Key Accomplishments

- Streamlined IBM North America fleet operation and reduced costs by 25% by leveraging data insights and consolidating supplier base.
- Transformed a manufacturer client's MRO and corporate travel program by implementing new suppliers and processes to capture bottom-line savings of more than \$500K.
- Invited as a guest speaker and panelist to Global Business Travel Conference to share best industry practices and insights on how data and analytics are reshaping the industry.

Work Experience

Category Manager, IBM, Toronto, Canada

Global Category Lead, IBM, Toronto, Canada

Strategic Sourcing Buyer, IBM, Toronto, Canada

Education

- Bachelor of Commerce (Finance), Dalhousie University, Halifax, Canada



Vrashali Revankar

[linkedin.com/in/vrashalirevankar](https://www.linkedin.com/in/vrashalirevankar)

Process/Project Engineer with seven years of experience as a consultant in the Oil & Gas industry. Experience includes preparation of technical deliverables, as well as managing teams globally (remotely). Passion for sustainable energy and being able to leverage my background and apply my talent to technology startups that focus on solving problems for the environment and having a social impact. A team player with excellent communication skills, with a knack for solving problems.

Key Accomplishments

- Recognized as a top performer consistently over three years by fulfilling commitments and working within tight timelines and under pressure.
- Single handedly managed two projects in the absence of Lead Engineers, resolving client concerns and coordinating with diverse functional teams.
- Optimized economics (-US\$126M) by techno-economic evaluation of 30+ strategic options for finalizing best business case for ethane recovery.

Work Experience

Process/Project Engineer, Worley Engineering Ltd., Abu Dhabi, U.A.E

Process Engineer, Penspen International Ltd., Abu Dhabi, U.A.E

Mental Health Champion, Worley Engineering Ltd., Abu Dhabi, U.A.E

Education

- Bachelor of Chemical Engineering, S.D.M. College of Engineering & Technology, India



Wen Pan

[linkedin.com/in/ubcwenpan](https://www.linkedin.com/in/ubcwenpan)

Financial analyst with solid financial acumen developed through five years of working in international companies in both Canada and China. Experience includes full cycle accounting, budget forecasting, to internal control. Proficient using accounting software and advanced Excel to conduct analysis of financial data. Socially intelligent as seen to be an adaptive team player with proven customer relationship skills.

Key Accomplishments

- Improved the internal control of an Italian subsidiary through the control of over duplicated payments and inappropriate sales reimbursements by the sales department; ensured expenses did not exceed the cash flow forecast for the first time.
- Maintained optimal inventory by predicting supply, managing inventory movements, following up goods in transit, and reconciling differences between the physical stock and recorded stock, resulting in a reduction of inventory discrepancies from 10% to 3%
- Controlled and reduced 200% currency risk by monitoring Currency Trade and managing different Forward Rate Agreements.

Work Experience

Economics Instructor, New Oriental Education & Technology Group, Suzhou, China
Financial Analyst, Touchstone International Medical Science Co., Ltd., Suzhou, China
Accountant, Energy Efficient Lighting Ltd., Toronto, Canada

Education

- Bachelor of Commerce (Accounting and Finance), Seneca College of Applied Arts and Technology, Toronto, Canada



William Kinash

[linkedin.com/in/williamkinash](https://www.linkedin.com/in/williamkinash)

Brings over seven years of financial services and sales leadership experience from the banking sector. Recognized for demonstrating a natural aptitude for leading and mentoring diverse team members and ensuring client satisfaction by proactively addressing needs and establishing positive relationships. Professional focal points include financial services, account management, client relationship management, sales growth, technology solutions, marketing, and client acquisition. Colleagues describe me as a progressive, empathetic, driven, down-to-earth sales and leadership expert who can be relied on to offer superior solutions that deliver profitable results.

Key Accomplishments

- Ensured the delivery of a world-class client experience, achieving the branch's top client experience target in 2020. Received *Leadership Model Award* for excellence.
- Gained a deep understanding of clients' personal, business credit and investment needs and provided tailored solutions, achieving \$39.7M in total sales volume during the first fiscal year as a Financial Advisor. Received Gold Award for continued excellence in all areas of focus: deepening client relationships, managing risk, growth and inclusion, and external partnerships.
- Orchestrated and hosted monthly evening advice seminars for clients and community members on investing, lending, estate planning, and other topics to acquire new clients.

Work Experience

Assistant Branch Manager, Royal Bank of Canada, Vancouver, Canada
Financial Advisor, Royal Bank of Canada, Vancouver, Canada
Banking Advisor, Royal Bank of Canada, Vancouver, Canada

Education

- Bachelor of Business Administration, British Columbia Institute of Technology, Vancouver, Canada
- Bachelor of Arts, University of Victoria, Victoria, Canada



Zolo Tsevegjav

 [linkedin.com/in/zolotsevegjav](https://www.linkedin.com/in/zolotsevegjav)

Finance professional with 10 years of combined experience in financial services, manufacturing, and IT industries with a proven track record in business partnerships. Excellent at developing key business relationships vertically and horizontally which translate into strong collaboration and improved financial results. Possess solid skills in financial planning & analysis, strategic planning, and project management. Motivated, self-initiator and picks up new concepts, ideas, and systems quickly.

Key Accomplishments

- Built FP&A team from scratch by hiring and training four staff and led budget & cost control, KPI monitoring and performed profitability analysis.
- Achieved 40% reduction in fixed costs and 30% in variable costs by optimizing operations together with VPs and consolidating vendors.
- Improved working capital by US\$7M by extending payment cycles and accelerating AR collections.
- Managed a team of three and supported 10+ sales trading desks, dealing derivative products in Tokyo, Hong Kong, Singapore, and Sydney markets as an internal business partner.

Work Experience

Finance & Strategy, PayPay Corporation (Softbank Group's Fintech Subsidiary), Tokyo, Japan
Financial Planning and Analysis - Director, OYO Japan G.K. (50% JV with Softbank Group), Tokyo, Japan
Team Manager - Fixed Income Securities Operations, Goldman Sachs Japan, Tokyo, Japan

Education

- Bachelor of Business Administration, Ritsumeikan Asia Pacific University, Kyoto, Japan

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155 – 2053 Main Mall

Vancouver, BC, Canada

V6T 1Z2

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