



**Copenhagen
Business School**
HANDELSHØJSKOLEN



Full-time MBA
A CBS EXECUTIVE PROGRAM

CV Book 2010



The 2010 Full-time MBA CLASS

I have had the pleasure of working with the MBA class on highly current and relevant topics within corporate relations management throughout the year. We worked on real-life cases from A.P. Moller-Maersk and enjoyed lively discussions and presentations. The 2010 class is highly diverse in both their academic and work related experience which brings an interesting and engaging dynamics to the class room. In my collaboration with the class, they have demonstrated great motivation and ability to apply the theory they have learned in a practical setting. I believe they will all be a valuable asset to any company and that their work experience and skills are very transferable to the challenges of any organization in Denmark and abroad. I wish them all the best in their future endeavors.

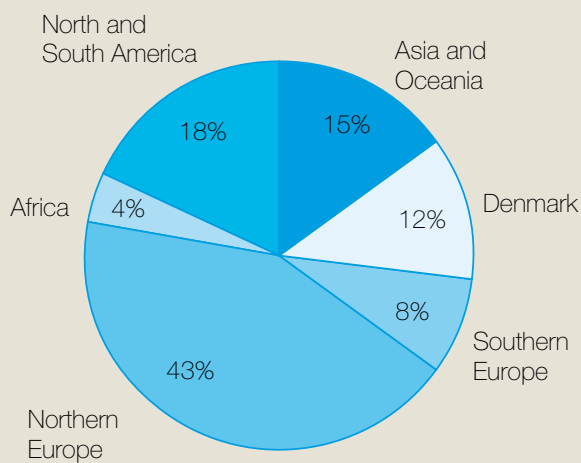
Knud Pontoppidan, Senior Advisor to the A.P. Moller-Maersk Group
Class Ambassador MBA Class 2010

Welcome to the 2010 MBA CV Book

The Full-time MBA program is an intense one-year leadership and general management learning experience that combines a diverse group of students and outstanding professors to create the ultimate learning environment. Following are some of the factors that make these candidates highly attractive for your organization.

Geographic Overview

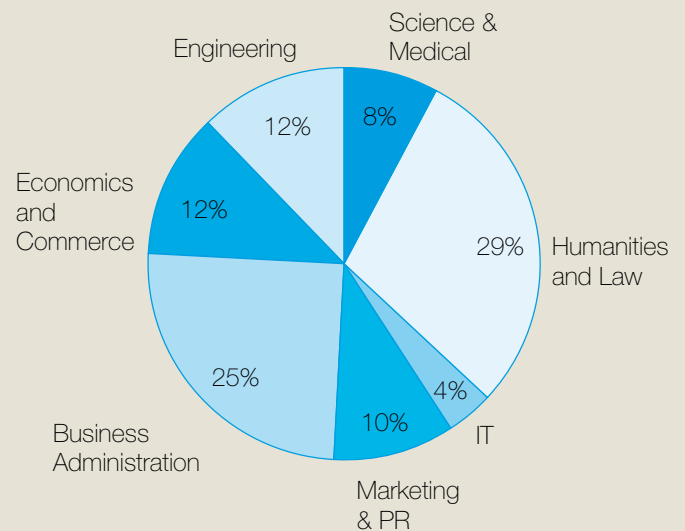
This year's 46 students represent 20 countries and an even greater diversity of cultures and languages. As a consequence, students learn beyond the class room about each other's cultures and how business is conducted in their respective countries.



Countries represented: Argentina, Austria, Bhutan, Brazil, Colombia, Denmark, Germany, India, Indonesia, Norway, Portugal, South Africa, Spain, Sweden, Switzerland, Thailand, The Netherlands, United Kingdom, United States, Zambia.

Education

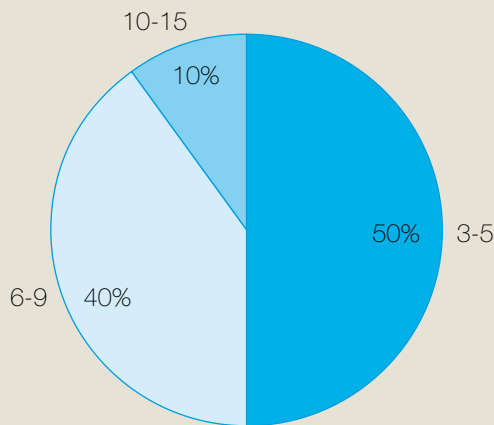
Working in groups is an important part of the program design as it facilitates learning about group dynamics and leadership as well as knowledge sharing. The diversity in education and industry experience exposes the students on different perspectives on issue analysis and on how value can be created.



Work Experience

The combination of research and experience is essential in order to guarantee good learning. 50% of the class has at least 6 years of work experience. In combination, research-based learning and experience broaden the participants' knowledge and strengthen their decision-making skills, making them better leaders and managers when returning to work.

Work Experience in Years



Leadership and Management

A vast majority of the class has management and leadership experience from such diverse roles as Brand Manager, Head of Marketing, HR Manager, Operations Director, Platoon Leader, Production Manager, Regional Director, Sales Manager, Senior Engineer etc.

In addition, students undergo an intensive Leadership Development Program as part of their MBA. The Leadership track includes both theoretical learning in the class room and practical exercises off campus. This not only prepares the students for managerial challenges in their future careers but also lets them explore what leadership is and develop a capacity to exercise it effectively and responsibly.

Introducing the Students

In the following pages, our talented students present themselves and their career objective. Included in their presentations is their contact information, and we recommend that you contact the candidate directly for a full CV and/or an interview. A copy of this book is also available on our website at www.cbs.dk/ftmba.



Anil Mathew

Indian

PROFILE

A professional driven by excellence in project implementation and pre-sales consulting within the Information Technology industry. Skilled communicator with good analytical skills and passionate about taking on new challenges.

OBJECTIVE

Looking for a challenging managerial role with a leaning towards strategy development and operations management.

Work Experience		Country
2005-2009	Tata Consultancy Services Limited , SAP consultant Responsible for technical implementation, requirement analysis and project execution. <ul style="list-style-type: none">• Project lead for two implementations• Pre-Sales consultant• Managed SAP Centre of Excellence Asia Pacific• Winner of SAP Global Competition 2007	India

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2001-2005	Sathyabama Institute of Science and Technology B.E. in Electronics and Communication	India
Languages	English, Hindi, Malayalam, Tamil	

Contact

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Anja Wenger

German

PROFILE

An experienced dentist with special expertise in implantology and innovative aesthetic dentistry. Experience in private practice and teaching for universities and dental industry within Switzerland, UK, India and Scandinavia. Established an innovative dental clinic in London. I strive for dental excellence and a stronger cooperation with the dental industry. My strengths include results oriented teamwork under challenging circumstances.

OBJECTIVE

By combining dental professionalism and passion with business knowledge, management and leadership skills I aim to establish a superior clinic-management environment in my own enterprise and contribute to product and business development in dentistry.

Work Experience		Country
2006-2009	Zahnmedizinische Zentrum Zürich Nord Worked as private dentist with special expertise in implantology, CAD/CAM dentistry and training of hygienists.	Switzerland
2006-2008	Zahnmedizinische Zentrum Zürich Private dentist with focus on high aesthetic dentistry, clinical management for purchase and supply, project leader of opening of subsidiary clinic in London, UK.	Switzerland
2006	Private Practice London, Sirona UK Associate dentist and trainer in CAD/CAM dentistry for dental students and established dentists.	United Kingdom
2003-2005	University of Zürich, Division for Aesthetic and Computer Restorations, Center for dental medicine Post-graduate education for CAD/CAM dentistry; Research in new dental ceramics, student education; International Cerec trainer certificate.	Switzerland
2003-2010	University of Zürich, Ivoclar Vivadent, Sirona UK Hammasväline , Lecturer, CAD/CAM dentistry and ceramics.	Switzerland, Liechtenstein, UK, Finland

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2003-2005	University of Leipzig Doctorate (dr. med. dent)	Germany
1997-2002	M.Sc. Dentistry/Medicine	
Languages	German, English, Russian	

Contact

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Asanda Khakhana

South African

PROFILE

Guided by purpose and driven by determination, a well proven professional with over 7 years of general management experience in both large corporates and multinational organisations. Responsible for starting up a new business development unit and making it profitable. Proficient and strategic thinker with strong ability to make critical analysis, identify opportunities, and develop solutions.

OBJECTIVE

Seeking an opportunity as an Executive Assistant to the CEO's office in a large firm operating within the African market; structuring and managing organisational transformation projects.

Work Experience		Country
2008-2009	ABSA Bank , Strategic Supplier Relationship Manager Responsible for structuring and rolling out the supplier management strategy and framework for the group. Aligning supplier service deliverables with internal operating process and governance procedures.	South Africa
2004-2007	Kelly Group , Customer Relationship Manager and later General Manager, Public Sector Accounts Identification of target markets, development and implementation of sales strategy, maintaining key government relationships, and coordination of branch teams for service execution. Received the CEO's award for outstanding performance.	South Africa
2002-2004	Dell , Key Accounts Manager Responsible for development and management of the SMB customer accounts.	South Africa

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1996-1999	University of Kwazulu-Natal Bachelor of Commerce (Honours)	South Africa
Languages	English, isiXhosa, isiZulu, seSotho	

Contact

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Christian Rangen

Norwegian

PROFILE

Visionary, energetic and innovative executive who excels at achieving impossible tasks. As a natural leader, I love leading groups to exceed their own ambitions. Former CEO and co-founder of a management consulting firm. Extensive experience in strategy, innovation and leadership development implementation in knowledge-driven organizations. Management author and external lecturer.

OBJECTIVE

I am seeking a challenging position as CEO or executive in an aggressive growth company, turnaround case, start-up or consulting firm.

Work Experience		Country
2004-2008	Knowledge Management Consulting AS CEO, co-founder, consultant, executive coach, experienced facilitator Worked with clients to develop and implement innovative solutions on strategy, innovation, leadership and metrics. Developed a full range of tools for measuring and developing knowledge-driven organizations. Spoke regularly at national and international conferences. Successfully sold and exited KMC in 2008.	Norway
2004-2008	KMC Press , Management author Co-authored and published three books on strategy, management and marketing.	Norway
2003-2008	BI – Norwegian School of Management/HR Norway External lecturer Strategy, organizational psychology, HR & strategy, organizational behavior.	Norway
2002-2004	Knowledge Management Group DA , Partner, Consultant	Norway
2000- 2001	Nordic Speech Technology, NST , Business analyst, Business developer	Norway

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2005-2010	Communicology , Communication & Change (Master NLP)	Sweden
1999-2002	BI – Norwegian School of Management , BA Management	Norway
1996-1999	University of Bergen , BA Political Science	Norway
Languages	Norwegian, English	

Contact

rangen.10@mba.cbs.dk



Christine Pritchard

American

PROFILE

Diligent achiever with extensive multi-national project management and process improvement experience. Adept at aligning change strategies and processes with the strengths of human capital to exceed performance improvement and financial targets. Passionate about creating value by streamlining inefficiencies.

OBJECTIVE

A project management position in a consultancy or multinational organization focused on process improvement or strategic business initiatives that will provide me with challenging growth opportunities.

Work Experience		Country
2008	Proudfoot Consulting , Process Consultant Implemented a structured methodology to analyze the root causes of reduced operational effectiveness; designed and installed a customized management operating system that achieved measurable and sustainable results for clients.	USA
2006-2007	Maersk Inc. , Business Development Analyst Performed market research and analysis to identify potential market segments and support regional Vice President of Sales to develop new business strategy in response to declining market share.	USA
2004-2006	Maersk Logistics , Deputy Manager Managed local and global teams to deliver projects that included analyzing market feasibility and internal competencies to launch new services; standardizing internal processes; developing a knowledge management system.	China
2002-2003	Maersk Logistics , Client Coordinator	USA
2001-2002	Maersk Inc. , Financial Analyst	USA

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1997-2001	McGill University Bachelor of Commerce (with distinction)	Canada
Languages	English, Spanish (Conversational), Danish (Basic)	

Contact

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Christoph Maurer

German

PROFILE

Experienced professional with proven strengths in service experience design, lean consulting, RFID and supply chain management in an international surrounding. I am perceived as having an optimistic nature and being highly reliable, enriched by a self-starter mentality and a constant thirst for knowledge.

OBJECTIVE

To sharpen my management and leadership skills by engaging in an international organization with ambitious expectations in the fields of business development, marketing or consulting, and thereby constantly being exposed to steeper learning curves.

Work Experience		Country
2006-2009	Swisscom AG , Inhouse Consultant Designed and implemented processes for product launches (\$1.5m project) focusing on customer service experience. Co-executed the implementation of processes for a VoIP telephony product (\$1m project). Led a team of five people and exceeded the targeted process e2e quality for a new IPTV offer. Introduced lean production elements and KPI systems with improvements of up to 20% within 6 months.	Switzerland
2005-2006	Seeburger AG , RFID & SCM Consultant Enhanced customer base by presenting RFID Hardware and SCM solutions to management levels. Promoted to be a company representative at international RFID conventions. Performed market and competition analyses, customer specific supply chain process designs and ROI analyses. Installed and tested RFID equipment at customer facilities with a hands-on attitude. Lectured on RFID soft-/hardware.	Germany/ Europe
1999-2005	Internships / working student: L'Oréal Deutschland GmbH , DaimlerChrysler AG , Schenker Australia Pty Ltd. , UPM Consult , PTV AG , P&L Specialties	Germany/ Australia/ USA

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2002-2003	McGill University – Desautels Faculty of Management Exchange student	Canada
2000-2005	University of Applied Sciences, Karlsruhe Bachelor of Business Administration	Germany
Languages	German, English, French (med.), Spanish/Danish (learning)	

Contact

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David Bennett

American

PROFILE

Military Officer experienced in leadership, problem-solving, decision-making, communications and operations. I am a veteran with over eight years in the military combined with three years of analysis and client management in the financial industry. My leadership and team-building skills have allowed me to empower subordinates and create high performing teams capable of succeeding in any environment.

OBJECTIVE

To obtain an executive management position where I can utilize my education and work experiences to create value within an international organization.

Work Experience		Country
2007-2009	United States Army , Platoon Leader Responsible for leadership of a 21 soldier scout platoon in support of Operation Iraqi Freedom. Areas of responsibility included tactical employment, training, administration, personnel management, logistics, and overall combat readiness.	USA, Iraq, Kuwait
2005-2007	Ameriprise Financial, Inc. , Associate Financial Advisor Responsible for the operations of a USD 65 million financial services practice. Supervised four employees to create, research, present, and implement financial solutions for 400+ clients of the firm. Projects included new client acquisition, data management, and passive recurring revenue implementation.	USA
2004-2007	Michigan Army National Guard , Leader of a 16 soldier platoon. Responsible for training, developing, mentoring, and supervising soldiers to ensure all missions assigned by company commander were properly executed.	USA

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1999-2004	Western Michigan University Bachelor of Arts, General History	USA
Languages	English, Spanish (Basic), Danish (Basic)	

Contact

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Deepak S. Sud

Indian

PROFILE

I am a detail-oriented business professional with proven ability to work with cross-cultural teams yielding high results. I have held marketing, sales and business development roles leveraged by my engineering experience within the lighting industry in Middle-East & Indian markets with a global clientele.

OBJECTIVE

I am seeking a marketing / business development role in a technology-based multi-national organization where I can demonstrate my strong techno-commercial and communications skills within a multicultural set-up.

Work Experience		Country
2007-2009	GLS, Dubai , Sr. Engineer - Applications <ul style="list-style-type: none"> Responsible for end-to-end cycle from design to sale of luminaries. Market research to identify the target market segment. Product training seminars and marketing promotion strategies. Involved in landmark projects like YAS Island – Abu Dhabi, Burj Dubai. 	U.A.E.
2006-2007	Zubair Electric L.L.C., Muscat , Sales Engineer <ul style="list-style-type: none"> Responsible for customer relationship management for key accounts. Involved with iconic project for Ministry of Tourism and Royal Oman Police. 	Oman
2005-2006	Keselec Schreder Pvt. Ltd., Pune , Sales Engineer	India

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2000-2005	Pune University Bachelor of Electrical Engineering	India
Languages	English, Hindi, Punjabi, Marathi	

Contact

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Deidre Johnson

American

PROFILE

An experienced project manager with excellent presentation and personal skills. I am a strong team player, leader and motivator, and possess a unique design knowledge base including Leadership in Energy Efficient Design accreditation.

OBJECTIVE

To obtain a management position that utilizes my skills, work ethic, achievements and no-nonsense negotiating abilities.

Work Experience		Country
2006-2009	Hockenbergs Food Service Equipment & Supply Co Project Manager: Key Accounts & Contract Sales Responsible for managing foodservice projects from award through complete installation. Led contact with customers, vendors and contractors to maintain time sensitive schedules.	USA
2004-2006	BGD Companies, Inc., Project Manager Managed custom furniture fabrication projects from quotation through final installation. Negotiated logistics, coordinated raw material purchase and supported external sales team.	USA

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2009	Leadership in Energy Efficient Design Accreditation	USA
1999-2003	University of Minnesota, Twin Cities Bachelor of Science in Interior Design	USA
Languages	English	

Contact

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Douglas Sikwanda Kakoma

Zambian

PROFILE

A focused and results driven business executive with over 8 years proven track record of successfully working with high performance teams to launch new companies, products and marketing campaigns. Strong on financial management, business model designs, team work and improving work processes in multi-cultural and dynamic environments such as telecoms, finance, entertainment and philanthropy. I am passionate about learning and solving complex issues to make life enjoyable and better.

OBJECTIVE

To pursue an opportunity in an international and multi-cultural organization in Zambia where I can leverage my previous work experience and my international MBA education from CBS.

Work Experience		Country
2009	Commercial Capital , Executive Assistant to the CEO Delivered statistics and information on demand, drafted and reviewed all documents and advised on key decisions, attended all senior management and external strategic business meetings and conferences.	Zambia
2007- 2009	Commercial Capital , Project Manager Headed all business projects and coordinated planning and implementation of product launches and scaling, branding programs, revenue growth strategies, improved work processes and the media budget.	Zambia
2004-2007	Charis Music , CEO and Founder Headed the company, raised funds and launched new and exciting music products and media programs.	Zambia
2000- 2004	Celtel Zambia (Now Zain) , Inventory Controller Headed the central inventory system and all receipts, distribution, activations and warranty schemes and played a key role in all sales promotions and campaigns.	Zambia

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1996-1999	Copperbelt University, School of Business Bachelor of Business Administration	Zambia
Languages	English, Zambian languages	

Contact

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Eric John Garcia

American

PROFILE

Strategic and entrepreneurial thinker driven by the ability to generate new ideas, identify opportunities and develop effective solutions. International experience within consumer banking, public relations and global humanitarian aid has widened my personal and professional skills in event management, trend-spotting, project planning, financial advising and developing client relations.

OBJECTIVE

To pursue a management/consultant position within an international organization that promotes business development, innovation, strategic thinking, and a passion for driving change.

Work Experience		Country
2008	Effector Communications A/S , Account Manager Facilitated with the initiation and planning of PR campaigns. Consultant for the Corporate Brand (Public Relations) team at Novo Nordisk A/S, working with international PR activities and corporate events.	Denmark
2006-2007	United Nations, UNICEF , Technical Assistant Responsible for market research for the identification of new products to be incorporated within UNICEF's worldwide educational programs. Performed analysis of the emergency supplies list along with creating/updating product specifications within the organization's educational guidelines.	Denmark
2005-2006	Citigroup, Citibank N.A. , Personal Banker Executed integrated sales, relationships and credit strategies that were aligned with the financial center's business plan in order to achieve desired revenue and service hurdles.	USA
2005	AXA Advisors , Financial Consultant Provided advice to employees of non-profit organizations.	USA

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2000-2004	State University of New York, SUNY Stony Brook Bachelor of Science, Psychology	USA
Languages	English, Spanish, Swedish (intermediate), French (basic)	

Contact

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Frank Wessel

German

PROFILE

Highly motivated young professional with several years of working experience in the field of corporate restructuring. Worked within a challenging environment where interpersonal skills were essential. Willing to face the opportunities of an international working environment with responsibility and passion, but without losing the human touch.

OBJECTIVE

I am looking for a challenging management position in a mid- to large-sized company where I can effectively apply the skills developed through my MBA along with my previous working experience.

Work Experience		Country
2006- 2009	Ernst & Young , Consultant, Corporate Restructuring Restructuring Advisory and Assurance: Member of a successful consultancy team providing restructuring concepts, cash flow analysis and red flag reports to distress companies, working on audit engagements (German-GAAP, IFRS, US-GAAP).	Germany
2005	HSH Gudme Corporate Finance GmbH , Internship M&A Advisory: Preparation of data-rooms, valuation, market, company and product research.	Germany
1999-2000	WHHY Credit Union, Cheyenne, WY , Customer Service Representative: Cash management.	USA
1995-1999	Savings Bank Osnabrück , Bank employee Customer service (cash, insurance, investments), borrowings.	Germany

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2001-2006	Leuphana University Lüneburg Master of Business and Law	Germany
Languages	German, English	

Contact

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Frederik Adolf van Nie

Dutch

PROFILE

Entrepreneurial executive who generates value by creating, building and leading successful organizations. Strong leader with experience in corporate governance, finance and marketing, who enables organizational growth by defining sustainable visions and executing clear strategies. By using my good interpersonal skills I proactively align and motivate people. Passionate about leading and working with others to achieve innovative value through commitment, hard work and having fun!

OBJECTIVE

A strategic management position facing M&A, turnaround or new business development situation. Performing a challenging role in a dynamic firm with an open, driven and innovative culture and an ambitious vision.

Work Experience		Country
2005-2009	Van Nie Beheer BV , Managing Director Transforming the organization to a successful holding with currently 7 different business subsidiaries with a diversified investment strategy on commercial real estate. Implemented new business investments strategy that has synergies with commercial real estate investments. The company has a clear focus on growth for the future and during the current financial crisis the company is proving to still actively execute its growth strategy.	The Netherlands
2004-2005	Dregema BV , Managing Director Daily management of the company and the organization of a small merger between two outlets, including organization of their new premises.	The Netherlands
2003-2004	Finesse BV , Quality Manager Responsible for the performance of the company together with the management team; my contribution was mainly starting and completing ISO 9002 certification.	The Netherlands

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2006-2007	Hanzehogeschool, Hanze connect Groningen Executive Master, Commercial Real Estate Investment	The Netherlands
1998-2002	Hanzehogeschool Groningen Bachelor in Business Economics	The Netherlands
Languages	Dutch, English, Danish, German	

Contact

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Fredrik Dackehag

Swedish

PROFILE

Value creating business operator with experience from transformation projects within the high-tech and consumer goods industries. Facilitates change through involvement, genuine business understanding and focus on delivering results. Track record of leading and motivating diverse project teams to success. Analytical, problem-solving and supply chain strategy competencies. Driven by opportunities for lateral and out-of-the-box thinking.

OBJECTIVE

Challenging business opportunities in an international and dynamic setting within the Öresund region.

Work Experience		Country
2007-	Accenture , Management Consultant Deployed to supply chain management. Project manager for global R&D and logistics improvement projects.	Scandinavia
2005-2006	IKEA , Logistics Developer Accountable for optimizing the supply network for the East and Central European retail market.	Eastern Europe
2004-2005	IKEA , Logistics Developer Implementation of a replenishment improvement initiative at IKEA's two largest suppliers.	Poland
2003-2004	IKEA , Business analyst Responsible for simulations and cost calculations for the European logistical flow differentiation strategy.	Sweden / Switzerland
2002-2003	IKEA , Supply Chain Management Trainee.	Sweden / Europe

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1997-2002	Lund University and Lund Institute of Technology Master of Science: Business Administration with Technology Management	Sweden
Languages	Swedish, English, Scandinavian, German, Polish (basic)	

Contact

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Georgina Vere Nicoll

English

PROFILE

Driven and enthusiastic advertising and brand management professional. Stimulated by fast paced challenges, creativity and innovation. Branding, marketing and business development competencies. Strong pitch execution, presentation and analytical skills. Ambitious and prepared to take calculated risks.

OBJECTIVE

Pursuing a position in a fast paced environment that requires a combination of broad business skills, unconventional thinking and creativity.

Work Experience		Country
2006-2008	Bartle Bogel Hegarty (BBH) , Account Manager Day-to-day management of all aspects of client business including; budget control, competitive and market analysis, brief and strategy development, creative accountability, client and supplier relationships. Management of key client TV and print campaigns – managed a team of 8 employees across disciplines.	UK
2006	Bartle Bogel Hegarty (BBH) , International Account Coordinator Primary contact for local market clients across Europe. Responsible for the adaptation and implementation of TV and print campaigns throughout Europe. Mentor to internal International Account Coordinator department – developed and produced formal operational processes.	UK
2004-2006	J. Walter Thompson (JWT) , Account Coordinator Broad support for account teams. Point of contact for European client markets. Assisting with advertising shoot management.	UK

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2000-2003	University of Newcastle-upon-Tyne BA Combined Honors: History of Art and Architectural History and Theory	UK
Languages	English, French (basic), Spanish (basic)	

Contact

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Hancharoen Singh (Steven) Thakwan

Thai

PROFILE

A results oriented individual with a knack for creative thinking, driven by passion for excellence. Charismatic, open-minded and friendly person with good experience in leading cross-functional teams.

OBJECTIVE

To challenge the boundaries of success and excellence for a dynamic consumer-driven company in an international arena. Leveraging my creative ability to birth original and innovative possibilities at a management level, preferably in a consultancy or marketing role.

Work Experience		Country
2008-2009	Nestlé Indochina , Brand Executive – Children's Nutrition Responsible for biggest powder milk brand in 5 countries; developed successful brand plan and led a collaborative cross-functional execution strategy.	Thailand/Laos/ Cambodia/ Vietnam/Burma
2007-2008	Nestlé Indochina , Management Trainee Recruited along with 4 other candidates from a pool of approx. 1000 applicants, being the only one assigned to a marketing role. One-year intensive management development program divided into 3 months duration at each functional division, reporting directly to top management. Initiated and implemented new trade marketing POSM, developed new SOP for sales operation executives.	Thailand/Laos/ Cambodia/ Vietnam/Burma
2005-2006	Destinations of the World , Assistant to M.I.C.E manager Managing and promoting M.I.C.E events online and via trade fairs. Negotiation and sales of packages with current and new tour companies (suppliers). Initiated E-flyers and web-based recruitment of interested customers.	Thailand/India

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2003-2007	Bangkok University International College Bachelor of Business Administration (Marketing)	Thailand
Languages	English, Thai, Hindi, Punjabi	

Contact

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Jan Ole Huseby

Norwegian

PROFILE

Dynamic and dedicated team player with broad international experience and an optimistic and analytical mindset. Through experience from highly competitive industries I have developed a strategic and commercial way of thinking as well as a good sense for identifying opportunities and developing solutions, always founded in high-integrity principles.

OBJECTIVE

To further develop my professional and leadership skills in a management consulting, banking or strategic management position, preferably in an international setting.

Work Experience		Country
2007-2009	Fearnley Finans Shipping AS , Project Broker Identifying, arranging and structuring financial shipping and offshore projects. This included carrying out financial and market analysis, negotiation of charterparties, purchasing agreements and bank financing, preparation of prospectuses, consulting, sales and portfolio management. Extensive contact with ship-owners, shipbrokers, banks, lawyers and investors worldwide.	Norway / Singapore
2004-2007	Fearnleys AS , Shipbroker Arranging and negotiating contracts for transportation of crude oil (Aframax, Suezmax and VLCC). Independent work with extensive client relations in an international and competitive industry.	Norway / USA

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1997-2004	University of Oslo Master of Law	Norway
Languages	Norwegian, English, French (basic)	

Contact

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Javier Benavente Ortega

Spanish

PROFILE

Creative and innovative engineer, expert in business strategic planning and project management. Specific experience within IT solutions, construction and retailing industries. I am an energized, charismatic, enthusiastic and positive person who likes to smile and who will introduce a breath of fresh air into the workplace.

OBJECTIVE

I am looking for a position where I can develop my creativity and invest everything I have to achieve goals, be present and participative and encourage others to perform their best.

Work Experience		Country
2008-2009	Aserban Gestion SL , Manager I worked as a manager in a chain of retail shops. Being part of a small family business I was involved in almost every aspect of the business, including purchases and new marketing strategies. Specifically, I managed the IT department, successfully implementing a video surveillance system and a new communication process. Controlling costs and dealing with suppliers were among my everyday tasks.	Spain
2007-2008	Grubenort SL , Project Manager Successfully managed the construction of a 3000 sqm building with offices and warehouses. My responsibilities included HR management, budget control and deadline meeting. Responsible also for adjusting new requirements to the existing plan. Other projects accomplished were the reformation of various shops for a company within the retailing industry.	Spain

Education		Country
2009-2010	Copenhagen Business School Master of business administration	Denmark
2000-2008	University of Seville M.Sc. Industrial Engineering	Spain
2006-2007	Polytechnic University of Valencia Exchange program	Spain
Languages	Spanish, English	

Contact

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Jesper Slagelse

Danish

PROFILE

Experienced self-motivated leader with a global mindset and focus on innovation in international commerce. Successfully managed cross-cultural teams, and developed and implemented efficiency enhancing systems in various logistical and operational work structures. I enjoy bringing order into chaos, and continuously strive to find ways of developing my personal and professional abilities.

OBJECTIVE

To further enhance my leadership skills, working with energetic people, preferably in an international and inspiring environment.

Work Experience		Country
2006-2008	Maersk Line , General Manager Managed teams in Brazil, Chile and Panama; responsible for all activities related to container distribution and SCM optimisation in the Latin American region.	Brazil
2003-2006	Maersk Line , Equipment Manager Part of the European Operational team; developed and implemented forecasting and order management tools, with a constant focus on decreasing cost and improving utilisation.	Denmark
2001-2003	Maersk Line , Sales & Marketing Coordinator Focus on customer retention and general improvement of promotional efforts, especially sales call distribution and key account management.	Morocco
1999-2001	Maersk Line , M.I.S.E Pricing and tender negotiations in the Transatlantic market. Lube oil purchasing and supplier relation management. Brokering of tank charter vessels, mainly in the Baltic region.	Denmark

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2008-2009	McGill University Executive Development Course	Canada
Languages	Danish, English, (limited: French, Portuguese, German)	

Contact

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Johanna Börjesson

Swedish

PROFILE

A creative HR professional with expertise in organizational psychology, employment law, HR risk management and client relationship management. Experience from international dynamic business environments, with success in strengthening organizational processes and policies. Driven by ambition, guided by compassion.

OBJECTIVE

To pursue a further career in HR, project management and/or a client-facing role where I can utilize my people and communication skills in a dynamic and growing business environment.

Work Experience		Country
2008-2009	Sitel Denmark ApS , HR Manager Headed up the HR department and directed the strategy for HR policies, recruitment, performance management, learning and payroll/rewards. Particular focus on improving absence management and employee engagement.	Denmark
2007-2008	Precise Media Group Ltd , Lead Account Manager Built and developed relationships with key corporate client accounts in PR and communication fields.	UK
2004-2007	Control Risks Screening Ltd , Senior Account Manager Managed and developed relationships with key HR and risk/security stakeholder client accounts in retail and investment banking. Led and developed a team of 15 researchers.	UK
2000-2004	Manpower AB , Consultant Various temporary assignments in marketing, sales and administration during and between studies.	Sweden

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2001-2004	University of Karlstad Bachelor of Arts in Psychology	Sweden
1999-2000	Mid Sweden University Theory and Practice of Rhetorics	Sweden
Languages	Swedish, English, German, Danish, Norwegian	

Contact

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John Nielsen

Danish

PROFILE

I enjoy leading, driving change and helping grow a business. The market dynamics, the cross-functional interplay and the pressures of meeting growth targets hugely excite me. I have worked in multinational companies, which has given me the opportunity to work in cross-border teams and use my leadership skills to produce results. My strengths include sales, key account management, business development, contract negotiation and fostering of team dynamics.

OBJECTIVE

My goal is to find a position where I can create value by leveraging my skills developed through my MBA along with my practical experience within sales/consultancy and business development.

Work Experience		Country
2004-2009	CB Richard Ellis , Senior Commercial Property Advisor Responsible for securing and managing key accounts. Worked with Fortune 500 companies on formulating their real estate strategy. Responsible for securing, negotiating and successfully finalizing 72 sales and lease contracts. Facilitated property searches and market-rent assessments. Supported a cross-border team on securing investments in excess of € 70 million in the German commercial real estate market.	Denmark
2003-2004	Livingstones , Chartered Real Estate Advisor and Valuer Worked as lead agent in the head office in Copenhagen. Responsible for commissioning and sale of private properties, as well as property valuations for financial institutions. Formulated Livingstones' marketing campaign in cooperation with leading Danish PR firm.	Denmark
1999-2003	Bellini , Founder and CEO Successfully launched high-street tailor-made shirt concept with online shopping presence. Prepared business plan and secured € 500.000 of venture capital. Established the company, secured suppliers, worked with architects and web designers. Launched effective marketing campaign in several fashion magazines, incl. <i>Euroman</i> and <i>M</i> .	Denmark

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2006-2008	Copenhagen Business School Graduate Diploma in Business Administration (HD-FR)	Denmark
2003-2005	Business Academy Copenhagen North Chartered Real Estate Agent and Valuer	Denmark
Languages	Danish, English, German	

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Juan David Martinez

Colombian/American

PROFILE

I am a creative and strategically focused project team manager, having primarily operated within the automotive and logistics sector, but also experienced in the finance and insurance industries. A proven track record of success in implementing cost reduction strategies, while maintaining the operational efficiencies of my production team. I am driven by challenges of a fast paced environment that require dynamic and innovative solutions.

OBJECTIVE

My goal is to pursue a career within a multi-national company where I can build on my MBA studies, and provide analytical and innovative solutions within a dynamic business environment.

Work Experience		Country
2006-2008	Midway Group , Manager, Production Services Managed a team of 5 project managers, as well as handling special projects. Directed production team in acquisition, negotiation and purchasing related items. Increased quality control through continuous interaction with fixed operations department. Provided industry, performance, and business analysis to senior management.	USA
2006	Independent Capital Management , Financial Advisor (contract position). Provided analysis of client's personal budgets and designed and proposed personal financial plan. Determined risk tolerance and designed personal retirement and investment plans. Provided life insurance services from personal plans to business plans.	USA
2003-2005	21st Century Insurance Group , Claims Investigator Investigated automotive claims, including assessing liability. Reviewed and negotiated bodily injury claims and issue settlements ranging from minor injuries to fatalities and responded to litigation and subrogation. Assigned to Low Impact division, which investigated minor injury and potential fraudulent claims.	USA

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1996-2002	California State University, Northridge B.Sc. International Business and Marketing	USA
Languages	English, Spanish, Danish (learning)	

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Jørgen Ruud

Norwegian

PROFILE

Performance oriented, customer focused team player with consulting background. Strong analytical skills combined with business understanding and interest. Exposure to various industries and companies. Successful in designing and implementing projects in order to solve complex financial and operational reporting demands.

OBJECTIVE

Seeking international business career in management consulting.

Work Experience		Country
2005-2009	Spring Consulting , SAP Consultant SAP Business Intelligence consultant; creating solutions for financial and operational reporting demands. High degree of customer contact and project work. Exposure to various companies and industries: Media, Retail, Shipping, Production.	Norway

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2000-2005	Norwegian University of Science and Technology M.Sc. Computer Science	Norway
Languages	Norwegian, English, German (basic)	

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Kezang Dorji A

Bhutanese

PROFILE

A zealous engineer with over 5 years experience in technical and customer services. Involved in various aspects of a large corporate organization. Self-triggered and highly motivated by challenging issues with a zest for teamwork and problem-solving.

OBJECTIVE

To use my experience and newly acquired qualifications in the techno-managerial field in Bhutan.

Work Experience		Country
2007-2009	Bhutan Power Corporation Ltd. , Engineer (Distribution & Customer Services Department) Supervised the distribution system works of 4 districts of Bhutan. Assisted the General Manager in yearly planning and operations and customer services. Core member of the Automatic Meter Reading (AMR) team, responsible for introducing and keeping abreast of the latest products and services.	Bhutan
2006	Bhutan Power Corporation Ltd. , Engineer (Transmission Department) In charge of the substation cell in the department head office. Supervised all the high voltage substations in and around Bhutan on regular operations and procurement of proprietary items.	Bhutan
2004-2005	Bhutan Power Corporation Ltd. , Deputy Manager Head of Line and Substation Subdivision (LSSSD) under the Transmission Department. Supervised the functioning of the 132kV line and substation and the sale of power to India.	Bhutan

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1999-2003	Nagpur University, Nagpur B. E. Electrical Engineering	India
Languages	English, Dzongkha (Bhutanese), Hindi, Nepali, Danish (basic)	

Contact

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Magdalena Risberg

Swedish

PROFILE

Professional manager with experience in sales, marketing and business development. Successful in achieving growing sales figures, promoting and building client relations, and strategic business planning. Confident, creative and extrovert personality with high communication and networking skills.

OBJECTIVE

Seeking challenging position within international business management in a growing entrepreneurial company.

Work Experience		Country
2007-2009	Naval Electronics Ab , Key Account Manager Responsible for Sales, Marketing, and Business Development especially focusing on Asian customers. Achieved significant sales growth in the period.	Sweden
2006-2007	Stockholm Country Council , District Physical Therapist Physical therapy within a health centre and in patient homes. Responsible for judging, treating, training, and mobilizing patients.	Sweden

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2003-2006	Lund University, Faculty of Medicine Bachelor of Science in Physical Therapy	Sweden
Languages	Swedish, English, Danish	

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Mara Romiti

Brazilian

PROFILE

Highly motivated and committed professional, experienced in leading projects and guaranteeing efficient and creative outcomes. Focused on costs and control, main competences include analytical abilities, people management and results orientation.

OBJECTIVE

Looking for a challenging managerial position within a dynamic and innovative company, preferably in the areas of financial control and project management.

Work Experience		Country
2007-2009	REP – Real Estate Partners , Marketing Manager Responsible for new shopping malls' launch, including brand development, kick-off advertising, promotional material, and communication for brokers and prospects. Also responsible for establishing marketing plans and budgets for operating shopping malls.	Brazil
2006-2007	Intermart/Austin , Organizational Developer Coordinate and monitor IA's strategic planning, follow up and assess the organizational environment and shopping malls' management procedures.	Brazil
2005-2006	Vivo Telecom , Marketing Analyst Design and coordinate actions to keep and enhance clients' satisfaction and profitability. Supervise telemarketing employees, and analyze campaigns' payback.	Brazil
2004-2005	Vivo Telecom , CRM Pricing Analyst Analyze the financial viability and ROI for different scenarios of marketing and promotional campaigns.	Brazil
2003	Vivo Telecom , Trainee	Brazil
2000-2001	Unilever , Intern	Brazil

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1998-2002	Fundacao Getulio Vargas - FGV Bachelor in Business Administration	Brazil
2001-2002	Norges Handelshøyskole - NHH Exchange Student	Norway
Languages	Portuguese, English, Spanish and basic Danish	

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Maria Auxiliadora Alfaro Lara

Spanish

PROFILE

Talented Communication Manager with Corporate Social Responsibility expertise. A true believer in multicultural dialogue, stakeholder management and sustainability with a forte in strategic planning for environmental, economic, and social growth. Passionate Doctoral and MBA educated leader who possesses the ability to make others shine while engaging key stakeholders in a common and sustainable vision for the business.

OBJECTIVE

To obtain a CSR leadership role in an international organization where the sustainability strategy is a core focus of the business.

Work Experience		Country
2008-2009	Trade Fairs and Congress Centre of Malaga Project Manager Planned and managed strategic projects, protocols and budgets for new trade fairs – Hostelequip or Universal Design. Development and implementation: marketing campaigns, relations with exhibitors companies and visitors, and communication plans (on-line, press programme, publications, events and public relations).	Spain
2007-2008	CEGA Group , Customer Service Case Manager Medical assistance coordination in emergency situations. Provided travel advice across the globe in English and in Spanish (as Manager for the Travel Team of the International Medical Assistance Company CEGA).	England
2006-2007	Tourism, Trade, Sport Council of Andalucia Communication and External Relations Officer Institutional relations and official protocol in international and national sports events. Negotiated protocol agreements with national governments, international federations, sponsors and partners. Coordinated official events: opening and award ceremonies, team presentations, official dinner, press conferences, welcome.	Spain

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2004-2006 2002-2003 1998-2002	Seville University <i>Doctor Public Relations & Corporate Social Responsibility</i> <i>Master Protocol and Public Relations Management</i> <i>Bachelor Publicity and Public Relations</i>	Spain
Languages	Spanish, English	

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Marianne Brask Kryhlmand

Danish

PROFILE

Pharmaceutical marketer with 12 years experience from leading pharmaceutical companies in Denmark. I have expertise in several aspects within sales, strategy and marketing in all segments of the pharmaceutical market. I have achieved successful results in new product launches, key account management, and project management.

OBJECTIVE

To pursue a position managing high-performance teams in an international environment.

Work Experience		Country
2006-2009	AstraZeneca A/S , Brand Manager Responsible for marketing strategic product for psychiatric illnesses. Planned and executed activities in local strategic brand plan. Informal leadership of 9 sales representatives. Successful milestones: Leading the most successful new product launch in Europe measured on market penetration speed.	Denmark
2004-2006	Pfizer A/S , Product Manager Preparation of new product launch in the cardiovascular field. Responsible for customer facing strategic high-profile QA project, including implementation of new software program into general practice.	Denmark
2002-2004	Pfizer A/S , Project Manager Responsible for customer facing QA project with the participation of 280 general practitioners. Co-author of QA publication in 'Ugeskrift for Læger' 2006;168(17):1640.	Denmark
1997-2002	Pfizer A/S , Sales representative	Denmark

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1990-1994	Frederiksberg Hospital Sygeplejeskole Nurse	Denmark
Languages	Danish, English, German, Scandinavian	

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Martin Ernesto Landi

Argentinean

PROFILE

Energetic communications and international affairs specialist with MBA education. Experienced in crisis management, government relations, optimization of work processes and project implementation in challenging environments. Extensive experience with multicultural management, thrive in international environments and deliver results under high pressure.

OBJECTIVE

To work in an international company where I can contribute positively with my experience within management and government relations as well as with my analytical and interpersonal skills.

Work Experience		Country
2009	International Foundation for Electoral Systems (IFES) Regional Director for Latin America and the Caribbean Established a regional strategic plan. Developed sub-regional business opportunities and expanded the organization's portfolio of electoral and democracy support projects.	Mexico/US
1998-2009	United Nations , Electoral Expert Advised on and implemented electoral assistance projects in 8 countries. Managed multicultural teams that delivered results in short time. Developed budgets, improved working processes and introduced innovations. Created and maintained relationship with government officials, political parties and international stakeholders.	Afghanistan Nepal Haiti Pakistan East Timor Australia US Argentina
2002-2003	Muchnik, Alurralde, Jasper & Asociados , Accounts Director Managed PR and communications projects.	Argentina
2001-2002	Impsat Fiber Networks , Senior Investor Relations Analyst Produced communication material targeting NASDAQ.	Argentina

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1996-1998	Columbia University Master of International Affairs	US
1989-1996	Universidad de Buenos Aires BA Communications Science	Argentina
Languages	Spanish, English, Portuguese, French	

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Mattias Enguis

Swedish

PROFILE

I am an analytical and solutions driven professional who enjoys working in creative and fast changing environments. With ten years of experience as a software specialist and consultant, my areas of expertise include business analysis, team building and mission critical SW development.

OBJECTIVE

I am seeking a management position in business development, strategy consulting or product development within an organization that values innovative solutions and creativity.

Work Experience		Country
2007-2009	Self-Employed , Senior Specialist Delivering high-quality systems to The Danish Courts Administration.	Denmark
2006-2007	IT-Practice AS , Consultant Implementing large EIS for the financial sector.	Denmark
2005-2006	Self-Employed , Specialist & Project manager The Swedish Patents and Registrations Office.	Sweden
2004-2005	Self-Employed , IT Specialist Product development for advertising agency.	Norway
2000-2004	Create AB , IT Specialist & Team Leader Product development and consulting for traditional industry, pharmaceuticals, retail and telecom.	Sweden
1999-2000	Telia Prosoft AB , IT Specialist & Functional manager	Sweden
1998	Consulate General of Sweden , San Francisco, trainee	USA

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1991-1998	Lund & Uppsala University B.Sc. Social Science Undergraduate studies in Computer Science & Political Science	Sweden
Languages	Swedish, English, Spanish	

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Michael Wrzosek

Swedish

PROFILE

6 years of work experience from companies like BMW and Siemens but also from a startup IT consulting firm have given me significant knowledge of telecommunications and the automotive businesses. My strengths lie in the field of business development, mainly within the strategic and operational aspects of sales and marketing, as well as project management. Being fluent in several languages and possessing leadership experience from Scandinavia and Germany makes international business in central and northern Europe and Poland my core competency.

OBJECTIVE

Focusing on these core competencies, I wish to further develop my business development and project management expertise and to put my multi-cultural background into use in international business.

Work Experience		Country
2008-2009	BMW Group , Sub-Project Manager Preparation of the telephone head unit for the start of production of the new 5-series model: - Coordination of phone tests made for each development phase conducted at test racks / in vehicles - Coordination of supplier deliveries - Training of staff (in teams of 3)	Germany
2005-2008	Eureka Group , Business Development Manager (IT consulting company with focus on telecommunications) 2007-08: establishment of a customer base for telecom consulting services on the German market: - Customer acquisition: Sales target exceeded in 2008 - Integration of processes for sales and project controlling/management 2005-06: Composition of business plan for the launch of a subsidiary in the navigation solutions field.	Germany
2000-2005	Study-accompanying internships (details upon request): - BMW: Strategy communication and Balanced Scorecard - Siemens IT Services: Budget Analyses.	Germany and Belgium among others

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2005-2006	IPMA – International Project Management Association Project Management Certificate (www.ipma.ch)	Germany
2001-2005	Munich Business School Bachelor in International Business	Germany, UK France
Languages	Polish, Swedish, English, German, French, Italian, Danish	

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Morten Agerby Schultz

Danish

PROFILE

I am an ambitious senior manager with solid HR management experience combined with very strong business acumen. I have a significant drive for delivering business results and getting people involved and committed.

OBJECTIVE

I am seeking a challenging managerial position in an international and commercially differentiated environment working with organizational and business development as well as strategy implementation.

Work Experience		Country
2004-2009	Louis Poulsen Lighting A/S , Human Resource Manager Changed HR to become a performance driven and driving function. Managed the organizational part of the corporate restructuring during relocation, with a significant focus on developing managers and implementing HR tools and systems.	Denmark
2000-2003	DISA A/S (Maersk Industries) , Group HR Manager Rebuilt and regionalized the HR organization after several mergers, with focus on implementing group wide systems and training and developing managers.	Denmark
1999-2000	ILVA A/S , Human Resource Manager Established a new management development program in this furniture retail chain and implemented a revised toolbox for managers.	Denmark
1995-1999	Nic. Christiansen Gruppen , Group HR Manager Established the HR function for a group of 6 different national car importers and the group support functions.	Denmark

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1990-1994	University of Southern Denmark Graduate Diploma in Business Administration	Denmark
Languages	Danish, English, German	

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Morten Storhaug

Norwegian

PROFILE

Through my last two positions as co-founder and now board member, I have developed a broad knowledge of business development and innovation. This combined with my MBA has made me a results oriented team player with solid leadership skills.

OBJECTIVE

I am looking for an exciting and challenging management job with a focus on business development and innovation.

Work Experience		Country
2008-present	Cahoots , Managing Director, Co-owner Responsible for business development, contract negotiations, sales, personnel management, budgeting and administration. Cahoots design and manufacture clothes for sale through retail outlets or on demand for businesses and artists.	Norway
2007-2009	Kamikaze Media AS , Sales and Marketing Manager, Co-owner Responsible for sales, marketing, project management, budgeting, business development and personnel management. Kamikaze Media is a web development and design agency, delivering services to print, broadcast and web.	Norway
2006-2007	Color Line , Marketing Consultant Responsible for sales, marketing and key account management. Color Line is a cruise line that operates ferry lines between ten ports in Norway, Germany, Denmark and Sweden.	Norway
2005-2006	Grønhaug Retail AS , Store Manager Responsible for three retail stores, administration, personnel management, purchase, sales and marketing. Grønhaug Retail is a men's fashion franchise with 16 retail outlets in the western part of Norway.	Norway
2000-2001	Norwegian Army , NATO, Peacekeeping soldier in KFOR Responsible for intelligence gathering.	Kosovo

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2002-2005	Griffith University, Queensland Bachelor of Marketing and Communication	Australia
Languages	Norwegian, English, Danish, Swedish, German (basic)	

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Niels Fischer

German

PROFILE

Optimistic and results-driven professional with a wealth of experience from the mergers and acquisitions industry. Expertise in handling complex and continuously changing environments across diverse industries in Central Europe, South America and Italy. One of my particular strengths is challenging the status quo by combining a holistic business approach with creativity and thinking beyond boundaries.

OBJECTIVE

To apply my broad business skills and experience gained from management consulting in a dynamic environment. Preferably engaging with innovative, strategic and business development issues.

Work Experience		Country
2005-2009	Ernst & Young AG , Senior Business Consultant Focus on financial due diligence as well as post-merger integration for international corporations and private equity companies. Responsible for project sub-teams in a broad set of industries ranging from industrial product manufacturing to chemicals and utilities. Managed successful carve-outs and post-merger integration projects within finance & accounting, engineering, production management, purchasing, HR, IT and corporate affairs.	Germany
2003	Robert Bosch Ltda Assistance in the development of the 2004 business plan and supporting the analysis of monthly performance reports.	Brazil

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2001-2005	Free University of Bolzano/Bozen Bachelor of Science in Economics and Management	Italy
Languages	German, English, Portuguese, Italian	

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Niels Bo Lund

Danish

PROFILE

An international executive with strong financial and leadership skills. My experiences from both executive and operational levels enable me to apply a holistic view and understanding of organizations and yet manage a large variety of operational matters. With an outset in solid business understanding I formulate, pursue and succeed with business objectives through hard work and motivation of people.

OBJECTIVE

Pursuing an executive position in a company or organization where I can contribute with my financial and leadership skills. An international assignment is of great interest.

Work Experience		Country
2005-2009	Zacco A/S , Board of Directors During my executive period I took active part in four M&As forming the company into Europe's largest Intellectual Property (IPR) consultancy.	Global
2006-2009	Zacco Denmark A/S , Division Manager, IPR services With 20 employees responsible for division sales, finance, strategy and business development. Accomplished organic growth in turnover by 26% and gross profit by 25% in my management period. Top results in employee satisfaction.	Denmark/ Norway/ Sweden
2003-2006	Zacco Denmark A/S , IPR Consultant Legal counseling, business development and business process optimization.	Denmark
2001-2003	Danish Patent & Trademark Office , Trademark Officer	Denmark
1998-2001	Microsoft Denmark ApS , Software license Advisor	Denmark
1993-1995	I&M Gruppen , IT Sales Trainee	Denmark

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1996-2002	Copenhagen Business School M.Sc. in Business Administration and Commercial Law	Denmark
1999	University of Glasgow School of Law (Erasmus Program)	Scotland
Languages	Danish, English, Spanish, German, French, Scandinavian	

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Pedro Goncalves

Portuguese

PROFILE

Committed project manager with an engineering background and experience in leading and working with high performance teams. Implemented management systems to improve core efficiencies, performance and control. Passionate about entrepreneurial challenges and international business operations.

OBJECTIVE

To work with ambitious teams that challenge me to employ my managerial skills and expertise, preferably in an international environment.

Work Experience		Country
2006-2008	Miranda & Serra, S.A , Management System Director Working with teams across the organization; designed and implemented a management system that improved the control of the operations and provided information for decision-making.	Portugal
	RST – Const. de Máquinas e Acessórios, S.A. Member of the Quality Committee and Executive of the Commercial Department Participated in solutions to optimize production management and control in a company with international operations.	Portugal
	Jomirpeças, S.A , Executive Working as an executive of the management board, reporting international contacts and activities of the sales and supply departments.	Portugal
2005-2009	Technical consultant for small contractors	Portugal
2004-2005	FDO-Construções, S.A , Site Manager Working in a team with project managers and engineers responsible for the execution of public constructions.	Portugal

Education		Country
2009-2010	Copenhagen Business School Master of Business administration	Denmark
2008-2009	University of Coimbra Master in Civil Engineering, Hydraulics and Water Resources	Portugal
1998-2004	University of Coimbra Bachelor in Civil Engineering	
Languages	Portuguese, English (fluent), French, Spanish, Italian (med.)	

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Pedro Hormigo

Portuguese

PROFILE

Architect and Project Manager with over 6 years of experience in multicultural teams within business development, sustainable architecture and urban planning. Thrives in projects requiring the implementation of innovative solutions. Possesses strong skills as an analyst and communicator of ideas and strategies. Creative personality with leadership and business administration credentials.

OBJECTIVE

To contribute with my leadership experience, business strategy skills and international exposure for innovative business development solutions within management consultancy organizations.

Work Experience		Country
2007-2009	Freelance Architect Designed and developed architectural concepts for international project tenders (National Museum of Art, Architecture & Design in Oslo; Parque Mayer in Lisbon).	Portugal
2005-2007	Japanese Foundation for the Promotion of Science, Research Consultant Supervised research projects on business development solutions of major transportation companies in Tokyo and Osaka.	Japan
2002-2005	Kyoto Institute of Technology, Ph.D. Researcher Responsible for developing innovative concepts on sustainable transportation and high-density urban development projects in Tokyo.	Japan
1997-1999	Miguel Arruda Arquitectos Associados Lda., Architect Nuno Duarte Arquitectos Lda., Architect Designed and supervised on-site architectural projects. Project management and consultancy for residential, commercial and hospitality projects.	Portugal

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2002-2005	Kyoto Institute of Technology Ph.D. Urban Planning	Japan
2000-2002	Kyoto Institute of Technology Master of Engineering	Japan
Languages	Portuguese, English, French, Japanese, Spanish, basic Danish	

Contact

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Peter Füle

Swedish

PROFILE

Senior marketing professional with solid decision-making skills. I thrive where a complex situation requires a thorough analysis and an out-of-the-box solution. Documented high performance in developing concepts, strategies and work teams.

OBJECTIVE

Looking for new challenges within marketing, business and product development at international companies in the Øresund region.

Work Experience		Country
2007-2009	The Fan Club – Advertising Agency Account Director and member of the Executive Committee Responsible for management of accounts, coordinating agency resources and acquiring new clients. <ul style="list-style-type: none"> • Major contributor to record profits in 2007 and 2008 • Acquired four major clients in one year (FMCG and Media) • Awarded third place in “Agency of the year” in Sweden • Managed senior creative teams 	Sweden
2001-2007	Futurniture – Advertising Agency Account Director and member of the Executive Committee Responsible for managing key accounts and acquiring new clients <ul style="list-style-type: none"> • Developed international concepts for clients, such as H&M, Orrefors and The United Nations • Successfully managed teams of 10+ people. • Managed the largest and most profitable accounts at Futurniture 	Sweden
1992-1998	Musician – Signed to record label BMG. Played the electric bass, composed music, produced records and toured.	Sweden

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2001-2005	Stockholm University B.Sc. Business Administration and Economics. Major in Marketing	Sweden
1999-2001	Masters of Media Institute Project Management Diploma	Sweden
Languages	Swedish, English, Polish	

Contact

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Ronald Satria

Indonesian (Singapore PR)

PROFILE

Information and technology expert, emphasizing the fusion of technology and business development. Worked within high-paced knowledge transfer and innovation in multinational corporations and medium-size entrepreneurial settings. Strengths include performance-oriented teamwork, strategic project design and development, and a passion for solving complex problems.

OBJECTIVE

Pursuing a managerial position in a challenging and innovation driven company, where I can apply my expertise and profound knowledge in engineering and business.

Work Experience		Country
2006-2009	NDS Denmark A/S , Software Developer and Innovation Coach Responsible for developing game and interactive media for satellite TV content provider both in the European and American market.	Denmark
2004-2005	IT University of Copenhagen , Assistant Teacher in Human-Computer Interaction (HCI) Supervised master students in mathematics, geometry, and real-time technology with relation to Computer Vision and Human-Computer Interaction.	Denmark
2003	Prudential Assurance Company Singapore Pte. Ltd. , Financial Service Advisor Responsible for providing advice and consultancy in investment, including research in the financial markets.	Singapore
2001-2002	A & A Machineries , Database Administrator (project) Designed and implemented the company database infrastructure.	Singapore

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2003-2005	IT University of Copenhagen Master of Science in Multimedia Technology	Denmark
1998-2001	Nanyang Technological University Bachelor of Applied Science in Computer Engineering	Singapore
Languages	Danish, English, Indonesian, Malay, German (basic)	

Contact

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Rune Stangeland

Norwegian

PROFILE

Through working with challenging and diversified tasks within law and media I have learned to appreciate the added value of multidisciplinary collaboration. By pursuing an analytical and highly solutions-driven approach, my focus is to generate visible results.

OBJECTIVE

I would like to work in a business environment where I can utilize and develop my skills within law and management while creating value for the organization.

Work Experience		Country
2006-2009	Law Firm Øglænd & Stangeland AS Lawyer, General Manager and Co-owner Legal and managerial consultancy as well as litigation for a diverse portfolio of Norwegian and foreign clients. Main emphasis on contractual law, real estate law and employment law.	Norway
2003-2006	Law firm Helliesen-Kvernberg AS, Lawyer Legal consultancy and litigation. Main emphasis on contractual law and employment law.	Norway
2000-2002	Norwegian Financial Daily, Journalist Responsible for coverage of legal issues, national tax policies and economic crime.	Norway
1994-1997	Lindesnes avis AS, Journalist All-round journalist with emphasis on politics and public affairs.	Norway

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1997-2003	University of Oslo Master of Law (Cand.Jur.)	Norway
Languages	Norwegian, English, Scandinavian	

Contact

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Samuel Jacob Oxholm Pedersen

American

PROFILE

Passionate, resourceful and results oriented MBA candidate, adept at product development, cultivating customer relationships and team building. Expertise in sales and marketing, branding, design management, strategy and business development in an international environment; eager to make a positive impact on your organization's bottom line.

OBJECTIVE

To work within sales and marketing, at a managerial or director level in a creative and innovative company where I can leverage my leadership and client oriented experience to develop and guide business transformations.

Work Experience		Country
2008-2009	Givenchy , Account Executive Responsible for re-launching the men's line in the US and Canada. More than doubled distribution in the first season alone. Ensured appropriate product mix for my territories. Maintained strong professional relationships with boutiques and department stores.	USA/France
2006-2008	Balenciaga , Account Manager Managed and exceeded seasonal sales budgets. Helped increase wholesale sales over 400% during my tenure. Responsible for Balenciaga's largest client worldwide. Extensively traveled the region scouting new clients and giving product knowledge seminars.	USA/France
2005-2006	Balenciaga , Account Coordinator Organized market events. Managed interns, assigned press credits, tracked selling reports, facilitated repairs and built strong relationships with clients, logistics and production teams.	USA

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2002-2005 2002-2003	New York University New York University in Florence Bachelor of Arts in Economics	USA Italy
Languages	English, Danish, Italian (basic)	

Contact

pedersen.10@mba.cbs.dk



Shelby King-Grubert

American

PROFILE

Experienced project manager with an MBA and diverse work experience in commercial real estate development. Hard-working, analytical and self-motivated with a background in finance and marketing. An open-minded professional who excels in developing and fostering client relationships.

OBJECTIVE

Seeking a challenging management position in marketing or finance where I can leverage my project management competencies and corporate American experiences in the greater Copenhagen area.

Work Experience		Country
2007-2009	Trammell Crow Company , Associate/Project Manager Project manager responsible for an 80 acre master plan development project (\$45Mil). Activities included financial management of the master plan budget, contract administration and facilitation of client-stockholder relationships.	USA
2006-2007	Trammell Crow Company , Project Coordinator Managed the renovation of a corporate campus café (\$8Mil) and assisted in the management of a parking structure (\$12Mil). Initiated green LEED standards for the corporate client.	USA
2005-2006	Trammell Crow Company , Administrative Assistant Assisted Vice Presidents of project management and property management for the South Bay/LA territories. Obtained California real estate sales license.	USA

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2001-2005	Tulane University B.S. Business Administration, Finance and Marketing	USA
2003	Wirtschafts Universität International business abroad program	Austria
Languages	English, Danish (semi-fluent)	

Contact

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Stefan Bachofen

Swiss, American

PROFILE

Enthusiastic team leader excelling in idea development and people management. Specific achievements include creating and implementing operational processes, training management teams in problem resolution, and successfully coaching individuals and groups in various goal-orientated settings. Expertise and aptitude in the luxury hospitality industry, business administration, and growth companies.

OBJECTIVE

An opportunity in a growth company working with strong-minded peers; particular fields of interest include business development, project management, and team building.

Work Experience		Country
2007-2009	Four Seasons Hotels and Resorts, Miami, Hotel Assistant Manager Managed Front Desk, Communications, Guest Services, Reservations, and Concierge departments; created and implemented new procedures; nominated candidate for 'Manager of the Quarter' in 2008.	USA
2006	English Time, Istanbul, English Teacher Instructed academic classes, private companies, and one-on-one tutoring, up to 18 students per workshop; coordinated all aspects of academic planning and teaching; improved cross-cultural leadership skills.	Turkey
2004	Baphumelele Children's Home, Khayelitsha Assistant Program Manager, Volunteer Created and implemented community development projects, facilitated resource distribution, and taught educational sessions.	South Africa

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2001-2005	American University, School of International Service BA International Development, <i>Magna Cum Laude</i>	USA
2004	University of Cape Town, South Africa Focus: Development in Africa, Anthropology	South Africa
Languages	English, Spanish	

Contact

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Stefan Gräff

Danish

PROFILE

Ambitious and results oriented manager with international transformational leadership experience. A work team deserves a shared vision for the future and a strong sense of urgency towards improving performance. I strongly believe that individuals thrive when the balance between personal development and expectations is right. While preparation and fact gathering are important bricks, it takes good colleagues, work ethics and a positive atmosphere to create a strong and lasting team performance.

OBJECTIVE

I am looking forward to my next general management and/or business development challenge.

Work Experience		Country
2007-2009	Danfoss A/S , Director of Operations Responsible for a 100 staff manufacturing site. Primary work areas: leadership, strategy, budgeting, profit & loss accounts, quality management, lean transformation, and outsourcing. Main achievements included improvements in delivery service, quality, and productivity performance.	Denmark Poland
2005-2007	Danfoss A/S , DPP Navigator Project Manager for the Danfoss Productivity Program. Responsible for leading teams through 20-week lean transformation projects. Main achievements include average productivity improvements of +20% and the successful initiation of a continuous improvement culture.	Denmark Finland Sweden USA
2004-2005	Danfoss Drives A/S , Process Technology Engineer Responsible for a number of complex industrial automation projects.	Denmark

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1998-2004	Aalborg University Master of Science - Industrial Engineering	Denmark Australia
Languages	Danish, English, German	

Contact

graff.10@mba.cbs.dk



Stephanie Streitner

Austrian

PROFILE

Committed and open-minded marketing and sales professional with a manufacturing industry background. Succeeded in developing new market strategies and reengineering sales operations in international business settings. Strong in identifying core issues and solving problems in a structured, analytical and detailed way.

OBJECTIVE

To leverage my expertise and skills in a consultant or managerial role within strategy, business and market development.

Work Experience		Country
2009	EGGER Group , In-house Consultant Managed sales strategy project in China; completed comprehensive market research, analyzed the company's sales operations and developed a new market strategy; analyzed and optimized internal sales processes; strengthened corporate culture and mindset.	China
2008-2009	EGGER Group , Head of Marketing Overseas Accounted for strategic and operational B2B marketing activities in the group's overseas markets (incl. communication concepts, marketing tools, web, exhibitions, partner-marketing programs, shop-concepts, PR).	Austria
2006-2008	EGGER Group , Marketing and Sales Assistant, Group Managed group-wide marketing projects; researched and prepared industry- and market-specific sales and marketing topics for corporate-level decision-making.	Austria
2005-2006	BMW AG , Corporate Communications Intern	Germany

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
1999-2006	Leopold-Franzens-Universität Innsbruck M.Sc. International Economic and Business Studies M.Sc. Political Science	Austria
2002-2003	Carleton University (Exchange Program)	Canada
Languages	German, English, Spanish, French	

Contact

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Widyanti Winarto

German

PROFILE

Clothing engineer with solid expertise in operations and project management in multi-cultural environments with more than four years working experience in Asia. Efficiently set up and led new technical departments, implemented strategic changes in quality improvement and process optimisation. Excel at building and motivating teams as well as facilitating change management in cross-cultural settings.

OBJECTIVE

Pursuing a challenging managerial role, preferably in areas of business strategy or supply chain management of a multinational company to further develop my leadership skills and apply my knowledge from the MBA in combination with my practical experience.

Work Experience		Country
2007-2009	s.Oliver Bernd Freier GmbH & Co KG , Project Manager (s.Oliver is a German clothing company) <ul style="list-style-type: none"> • Set up project management department in Hangzhou • Planning and implementing projects in process optimisation and quality management • Consulting functions to General Manager • Training QCs and suppliers in quality improvement 	China
2006-2007	Nienhaus & Lotz GmbH , Head of Pattern Department (Nienhaus is a German clothing company) <ul style="list-style-type: none"> • Set up CAD pattern department in Shanghai • Training of pattern makers • Pattern development and sample approvals • Optimised the workflow and communication between German and Chinese pattern department 	China
2005-2006	Gill Company, art of fashion GmbH , Technical Supervisor (Gill is a German clothing company) <ul style="list-style-type: none"> • Set up technical department for quality assurance • Sample approvals in fit and workmanship • Developing block patterns for fit optimisation • Training suppliers in pattern making 	China

Education		Country
2009-2010	Copenhagen Business School Master of Business Administration	Denmark
2001-2005	Niederrhein University of Applied Sciences Engineer, Clothing Technology (Dipl.-Ing.)	Germany
Languages	German, English, French, Chinese, Japanese, Danish (learning)	

Contact

winarto.10@mba.cbs.dk

How to Recruit a CBS Full-time MBA

We are happy to assist and facilitate the contact between you and our CBS Full-time MBA students. We recommend considering some of the following ways in which to do so:

Company Presentations

Throughout the year, companies present themselves to our students. We are flexible in terms of the format and we will work with you to determine the most appropriate presentation form for your company.

Possibilities include:

- A 30-45 minute presentation during which time you may, for instance, discuss with our students challenges your organization is facing, the company culture and the work environment.
- An informal setting in which our students can get to know your representatives better, for example over a light meal. We can organize both the venue and the refreshments for you.
- An invitation to your offices to give the class an even better idea of your company.

To organize a company presentation, please contact Michala Røder at mr.mba@cbs.dk or phone: +45 38 15 30 15.

Recruitment Advertisements on our Intranet

An easy way to attract our MBA students is to post your career opportunities on our Intranet site, at no cost to you.

Please forward your recruiting advertisements or job announcements to Michala Røder at mr.mba@cbs.dk or phone: +45 38 15 30 15 for inclusion.

Interview Rounds

You can also conduct rounds of interviews with our students on campus during the year, either in conjunction with a company presentation, through the CBS Career Fair, or through one of the frequent CBS Executive events which take place throughout the year. When organizing interviews with students, we recommend that you are open to meeting candidates who may not exactly fit your desired profile, but who are interested in your company and what you have to offer.

A highly motivated individual often does extremely well in any given situation.

To organize interviews, please contact Michala Røder at mr.mba@cbs.dk or phone: +45 38 15 30 15.

The 2010 CV Book

In this book, we briefly present each of our talented students. Included in their presentations is their contact information, and we recommend that you contact the candidate directly for a full CV and/or an interview. An electronic version of this book is also available on our website at www.cbs.dk/ftmba.

Why hire a CBS MBA?

Upon graduation our students offer their new employers the latest know-how and a thorough grounding in the following business essentials:

Management & Organization

- How to manage and drive innovation
- How to use and manage information
- How to create workplaces in which employees are motivated to perform their best
- How to evaluate the strategic impact and trade-offs of operating decisions
- How to develop and implement change management programs
- How to resolve leadership issues and conflicts

Marketing & Strategy

- How to increase customer loyalty through understanding the buying process
- How to manage distribution channels
- How to analyze industries and understand the factors affecting profits and performance
- How to enter and operate efficiently in different countries and markets
- How to improve strategic competitiveness through cooperation

Finance & Accounting

- How to use accounting and control for corporate and strategic decision-making
- How to apply investment tools and knowledge for efficient corporate financial management

Business & Society

- How to be aware of and plan for ethical questions in business
- How to ensure corporate social responsibility

Entrepreneurship & Leadership

Throughout the program, for the entire year, entrepreneurship and leadership skills are heavily focused upon. This focus ensures that participants have the following problem-solving skills:

- Proven ability to identify and solve complex and ambiguous problems
- Capacity to combine knowledge from several disciplines
- Ability to apply core management concepts and turn knowledge into action

Interpersonal and Communication Skills

- Negotiation and coaching, multi-culturally
- Teambuilding and teamwork
- Networking and collaboration
- Listening and observing
- Project Management
- Written and oral presentation skills

Self-awareness

- Responsiveness
- Self-esteem
- Adaptability and flexibility



CBS Full-time Class 2010.

The following companies have recently recruited at Copenhagen Business School for jobs or strategy projects:

Accenture	Lundbeck
AMRO Alfred Berg	MAN
AP Møller/Maersk	Masterfoods
AT Kearney	McKinsey & Co.
AVN Energy	Microsoft
Bain & Co.	MillionBrains
Barclay	Morgan Stanley
Booz Allan Hamilton	Mærsk
Boston Consulting	Nanon
Carlsberg	Nordea
Credit Suisse First Boston	Norplan
DSB	NovoNordisk
Daimler Chrysler	Novozymes
Dana Lim	Nykredit
Danfoss	OMD
Danisco	Oracle
Danske Bank	PA Consulting
Deloitte	Paranova
Deutsche Bank	PBS
DHL	Procter & Gamble
Ementor	PricewaterhouseCoopers
Ernst & Young	Quartz
Ericsson	Radiometer
Ferrosan	Rambøll
Gillette	SAS Institute
Grontmij Carl Bro	Saxo Bank
GN Resound	Siemens
Goldman Sachs	Statoil
HSH Gudme	Stelton
HSBC	TDC
Hugo Boss	Telia
IBM	Tryg
JP Morgan	Velux
KPMG	Vestas
L'Oréal	Winterthur Group



MBA: Master of Business Administration

The Copenhagen MBA is a one-year intensive program attracting the best brains to Denmark.

The program provides companies with the opportunity to:

- Recruit from an attractive target group: 46 participants representing 20 countries with an average age of 30 years and 6 years of work experience
- Bring the latest thinking in leadership development into their organizations
- Get access to the latest management strategies and business models

Copenhagen Business School
Full-time MBA Program
Dalgas Have 15
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For more information about the CBS MBA Program and how to recruit our students, please contact the MBA Program Manager:

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Visit our website:
www.cbs.dk/ftmba



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