

## CLASS OF 2019

# MASTER OF ADVANCED STUDIES IN SPORT ADMINISTRATION & TECHNOLOGY



**The No. 1 Ranked Program  
in Sports Management Worldwide  
by Eduuniversal (2015/16/17/18)**

The AISTS MAS in Sport Administration  
and Technology is co-signed by



MASTER OF ADVANCED  
STUDIES IN SPORT  
ADMINISTRATION & TECHNOLOGY

# **AISTS SPORTS MANAGEMENT DEGREE**

## **A UNIQUE PROGRAM IN THE OLYMPIC CAPITAL**

Organised by the International Academy of Sports Science and Technology (AISTS), the **AISTS MAS in Sport Administration and Technology degree** is a unique postgraduate program in sports management held annually in Lausanne, the Olympic Capital.

Over the course of 15 months, participants are trained by experts in sports management and academics, in the following multi-disciplinary fields applied directly to sport:

- Management & Economics
- Technology
- Law
- Sociology
- Medicine



# AISTS DEGREE: THE NO.1 RANKED PROGRAM IN SPORTS MANAGEMENT WORLDWIDE

The **AISTS MAS in Sport Administration and Technology degree**, ranked number 1 with Eduniversal, is co-signed by some of the best academic and technology institutes of Switzerland: EPFL, University of Lausanne and University of Geneva.

The AISTS MAS in Sport Administration and Technology is designed for sports-minded professionals wishing to achieve a stronger skill set for their existing or desired career in the sports industry. Participants are fluent in English, have an undergraduate degree, a master's degree and/or work experience, and are interested in developing or strengthening a career in sports management. In addition, they come from a wide range of nationalities and professions, but all have the same goal to become a future leader in sport.

The AISTS MAS in Sport Administration is co-signed by



# **AISTS MAS**

## **WORK EXPERIENCE REQUIREMENTS**

In addition to course requirements, participants must also complete at least the equivalent of eight weeks of full-time work in the sport industry. Past participants have completed these requirements in the form of short-term work experience or by securing full-time jobs with organisations such as the International Olympic Committee, International Federations, sports organisations, organising committees and corporate agencies.

### **To contact or recruit**

#### **AISTS 2019 Participants**

Email: [info@aists.org](mailto:info@aists.org)

Phone: +41 (0)21 692 64 80

[www.aists.org/2019](http://www.aists.org/2019)

# ABOUT THE AISTS

The AISTS was founded in 2000 by the International Olympic Committee (IOC), EPFL, University of Lausanne, University of Geneva, IMD Business School, Ecole Hôtelière de Lausanne (EHL), the City of Lausanne and the Canton of Vaud.

The AISTS responds to the needs of the sports industry by focusing its activity on three key pillars:



## **EDUCATION**

Educating leaders in sports management through adapted education programs.



## **APPLIED RESEARCH**

Providing knowledge and expertise in relevant fields applied to the sports environment.



## **CONNECTIONS**

Acting as a strategic connector in the world of sport.

# AISTS MISSION

The primary mission of the AISTS is to master sport by positively contributing to sports management through a multi-disciplinary approach to education and sciences by remaining at the forefront of the sport industry's development and the Olympic movement.

# FROM THE FIELD

## CHRISTOPHE DUBI



When you signed up to do your masters, the desire to contribute to the ever-exciting world of sport must have been nothing short of burning. There are so many things to do and it is an ever-changing, motivating and challenging industry to work in. We all remember the entrance of the joint Korean delegation in PyeongChang. This was the pinnacle of what an Olympic Opening Ceremony provides: a unique, magic and memorable moment.

It is undeniable that the sports movement and the Olympic Games allowed for further dialogue to resume regarding the future of the Korean peninsula. This was a great start to 17 days of winter sport at its very best!

International Federations have worked hard to create new events and new formats, always improving the way in which their sport is presented. Olympic Broadcasting Services and broadcasters took us even closer to the action, showing athletes at their very best, pursuing excellence and always pushing their boundaries that much further.

And it does not stop there: upcoming world championships will raise the level in the lead-up to the Olympic Winter Games Beijing 2022, which will raise the level even further, continuing to ensure that the Games continue to remain relevant and exciting.

At the time of writing this message, the Youth Olympic Games Buenos Aires 2018 are fast approaching, and expectations are high. The organisers have been both resourceful and excellent.

While the Youth Olympic Games are still developing as a brand and defining their positioning, Buenos Aires has used the event to their greatest possible benefit. Programmes for sports participation have been launched throughout the country, boosting interest in sport and new and very talented athletes have been identified. All in all, it is going to be very good for sport in Argentina.

Buenos Aires as a city has taken the opportunity to revamp some of its beautiful parks, and there will be new venues for a high-level training centre adjacent to a social housing development.

While you embark on this mission to graduate and find a job in sport, always bear in mind that the options are infinite. From financial engineering to broadcasting, from sports presentation to security, you will find your dream job. The one where you walk to the office in the morning with a sense of joy and pride, because at the end of the day, you will have made a difference.

Good luck!

### **Christophe Dubi**

*Olympic Games Executive Director  
International Olympic Committee*



## FATMA SAMOURA

There is one key reason why a sporting endeavour succeeds: people.

Over the course of the last few years, FIFA has celebrated many accomplishments, from implementing governance reforms to staging an impeccable 2018 FIFA World Cup™, which have one thing in common: they were only made possible by the presence of qualified specialists. To fulfil its gigantic potential, sport depends on education – and it is reassuring to know that organisations like the AISTS are constantly cultivating generation after generation of well-taught sports professionals.

FIFA has benefited from working together with talented AISTS alumni in the past, is doing it right now on the way to Qatar 2022 and it will keep on doing so in the years to come.

**Fatma Samoura**

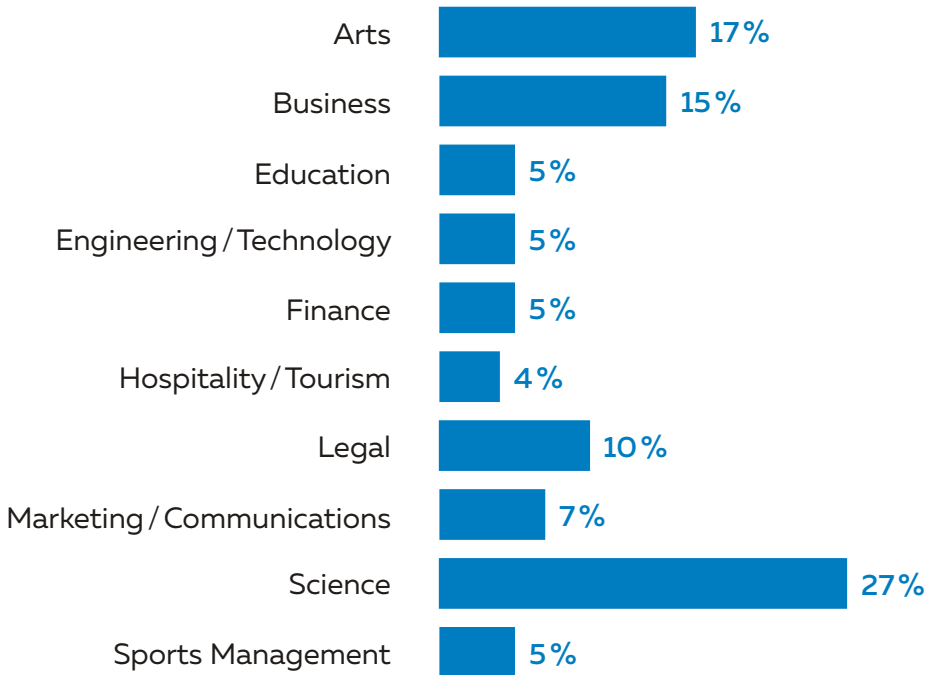
*Secretary General*

*Fédération Internationale de Football Association (FIFA)*

# AISTS MAS

## CLASS OF 2019

### PROFILE



PARTICIPANTS **35**

WOMEN **11**

MEN **24**

AVERAGE AGE **28**

# AISTS MAS

## CLASS OF 2019

### NATIONALITIES



LANGUAGES **23**  
 NATIONALITIES **20**  
 AVERAGE YEARS OF EXPERIENCE **7**

# **PARTICIPANTS PROFILES**

2019



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8 YEARS' EXPERIENCE IN PROGRAM MANAGEMENT AND EVENT DELIVERY, FOR FEDERAL GOVERNMENT ORGANISATIONS, AS WELL AS MULTI-SPORTING INTERNATIONAL TOURNAMENTS.



**Rida AHMED**

Pakistani, Australian

**LANGUAGES**

English, Urdu, Hindi

**EDUCATION**

Bachelor of Arts in International Relations & Business Management, University of Western Australia, Perth, Australia

**SPORTS**

Field Hockey, Cricket, Tennis, Australian Football

**WORK EXPERIENCE**

**Senior Program Officer, Australian Government, Canberra, Australia**

- Part of the organising committee of international government projects and events
- Stakeholder engagement officer for dignitaries including Heads of States
- Secretariat experience working with Government Ministers and Representatives

**Conference Convenor, University of Western Australia, Perth, Australia**

- Led a successful bid campaign for a 7-day

- conference on behalf of the host city
- Planned and delivered the event featuring 800 participants from across Asia-Pacific
- Managed 95 staff including Delegate Affairs, Logistics, Venue, Finance and Protocol

**International Team Liaison, Hockey Australia**

- Responsible for administration and logistics of international teams before and during tournaments
- Worked closely with athletes, officials, organisers and NOC representatives to ensure the best Games experience
- Tournaments include the FIH Champions Trophy and the Commonwealth Games

**ADMINISTRATOR WITH 4 YEARS' EXPERIENCE IN INTERNATIONAL CRIMINAL COURTS, WITH AN EMPHASIS IN DIPLOMATIC RELATIONS, HUMAN RESOURCES, ADMINISTRATION AND PROCUREMENT.**



**Ibrahim ALKHALILI-JAMIL**

Dutch, American

**LANGUAGES**

English, Arabic, Dutch, French

**EDUCATION**

Bachelor of Arts in International Relations, Saint Mary's College of California, California, USA

**SPORTS**

Football, Rugby, Tennis, Formula 1

**WORK EXPERIENCE**

**Human Resource Associate, International Criminal Court (ICC), The Hague, Netherlands**

- Acted as the liaison between Organs and Field Offices regarding internal and external matters, such as diplomatic relations, conflict resolutions and staff cases
- Processed documentation to HR and was the focal point for the staff members in Field Offices and Headquarters and also the Registrar and HR

**Personal Assistant to the Registrar, The Special Tribunal for Lebanon (STL), The Hague, Netherlands**

- Provided general administrative support to

the Registrar and the Immediate Office of the Registrar, including official travel

- Managed the Registrar's agenda, liaising with internal and external parties
- Assisted with drafting and editing of various types of non-legal correspondence and memos

**Administrative Assistant to the Chief of Administration**

- Identified urgent matters for the attention of the COA, prioritizing tasks and implementing improved administrative procedures to ensure the smooth functioning of the Office of the COA
- Drafted, edited and filed routine correspondence including the secure handling of confidential reports, and the storage of historical documents

LAWYER WITH 4 YEARS OF EXPERIENCE IN THE MEDIA,  
IT AND SPORTS INDUSTRY AND ALSO A SPORTS  
BLOGGER WITH A PASSION FOR SUPPORTING  
ATHLETES WHO NEED A VOICE.



**Ashley ARTHINGAL**

Indian

**LANGUAGES**

English, Hindi, French, Spanish

**EDUCATION**

Bachelor of Legal Sciences,  
Pravin Gandhi College of Law,  
University of Mumbai, India

**SPORTS**

Football, Athletics, Paralympic Sports,  
Boxing, Motor Sports, eSports

**WORK EXPERIENCE**

**Assistant Manager- Legal, Zycus Infotech Private Limited, Mumbai, India**

- Drafted policies and guidelines, reviewed and negotiated Commercial Contracts and Agreements related to the Company's business
- Served as Member of the 'Disciplinary' Committee' & Anti-Sexual Harassment Committee
- Conducted investigative enquiries, proceedings and drafted orders

**Legal Executive, Exceed Entertainment, Mumbai, India**

- Drafted and negotiated Endorsement Agreements, Artist management, Movie contracts for Film Artists that were represented by the Agency
- Focused on Artist Representation Contracts and Celebrity Management services, new business initiatives etc.

**Management Trainee- Legal, Reliance Broadcast Network Limited (BIG FM), Mumbai, India**

- Assisted in handling all litigation matters, drafting and preparing of first cut notices and replies
- Assisted in reviewing, drafting and vetting of contracts related to the company's (TV & Radio) business

**FINANCE SPECIALIST AND FORMER SEMI-PROFESSIONAL  
FOOTBALL PLAYER WITH 6 YEARS OF EXPERIENCE  
IN ADVISORY AND EVALUATION OF COMPLEX  
ECONOMIC INSTRUMENTS.**



**Alberto BISONI**

Italian

**LANGUAGES**

Italian, English, French, Spanish

**EDUCATION**

Master's of Finance, Facoltà di Economia  
Marco Biagi, Modena, Italy

Bachelor of Economics, Facoltà di  
Economia Marco Biagi, Modena, Italy

**SPORTS**

Football, Tennis, Skiing, Volleyball

**WORK EXPERIENCE**

**Manager, Banking and Capital Markets, Deloitte,  
London, UK**

- Member of the Pricing Team responsible for derivatives valuations across main financial players in the UK market
- PMO at major German Bank, responsible for the Italian branch within Asset Quality Review exercise for European Central Bank
- Promotion to Manager from entry level position within 4 years from joining the firm

ARCHITECT WITH 10 YEARS OF EXPERIENCE IN LARGE AND MEDIUM SIZE PROJECTS IN ASIA AND NEW YORK CITY IN CITY MASTERPLANS, HIGH RISE BUILDINGS TO RETAIL AND SPORTS ORGANISATIONS AND CORPORATE INTERIORS.



**Paulina Camus**

Chile

**LANGUAGES**

Spanish, English, French

**EDUCATION**

Bachelor of Architecture, Universidad Técnica Federico Santa María, Valparaíso, Chile

**SPORTS**

Marathon, Triathlon, Cycling, Snowboarding

**WORK EXPERIENCE**

**Architectural Designer, Studios Architecture, New York, USA**

- Collaborated in the design and construction administration of several office interior projects in NYC including Headquarters for NBA, MLB and BlackRock among others
- Coordinated between the different parties involved in the construction process including General Contractor, Engineers and Designers with an active presence on site
- Managed submittals and RFI's during construction, helping solve conflicts between site conditions and architectural drawings and providing the necessary information for the team to proceed

**Architect Designer, Kohn Pedersen Fox Associates PC, New York, USA**

- Participated in the development of various design

strategies of complex, large scale, mixed-use residential, hotel, base building and retail interior projects in NYC, China and Korea

- Developed construction details and coordinated with consultants and internal team for a 120.000 sqm project in NYC, leading the ceilings device coordination and documentation
- Participated in presentations to the client and workshops with consultants representing the team in Hong Kong

**Architectural Intern, Kohn Pedersen Fox Associates PC, New York, USA**

- Elaborated architectural drawings, diagrams, presentation documents, photomontages and project design book for a 1,887 acres new city masterplan development in China that included a 40 hectare man-made lake and a series of radial rivers connecting all city neighbourhoods



# AMATEUR TRIATHLETE AND LONG-DISTANCE ATHLETE WITH EXPERIENCE IN INTERNATIONAL BUSINESS DEVELOPMENT AND CLIENT MANAGEMENT WITH THE FRENCH TENNIS FEDERATION.



## Matthieu CHARLOT

French

### LANGUAGES

French, English

### EDUCATION

Bachelor of Science in Management,  
University of Lausanne, HEC Lausanne,  
Switzerland

### SPORTS

Triathlon, Tennis, Rowing, Trail running,  
Mountaineering, Climbing, Ski touring

### WORK EXPERIENCE

#### **Intern, Roland-Garros, French Tennis Federation, Paris, France**

- Responsible for the customer service department for disabled people during the event
- Handled all client requests before the event including bookings, prices, VIP offers and claims during and after
- Managed the creation and checking of client files using an internal CRM system
- Worked closely with the legal department and identified illegal orders of ticketing

#### **Marketing and Fundraising Assistant Manager, Favela Experience, Rio de Janeiro, Brazil**

- Developed public relations and conducted research on the French market

- Organised social and local events
- Improved web marketing and implemented advertising campaigns
- Coordinator for fundraising of social projects

#### **Co-founder of Vol-en 4 ailes Association and Participant of the Humanitarian Car Rally 4L Trophy, Morocco**

- Responsible for Renault R4 car preparation and mechanics
- Responsible for finding sponsors for a budget of 10'000 chf
- Managed project and budget planning of Vol-en 4 ailes association
- Part of the team who provided school supplies, food and medical supplies for the Moroccan people in need

6 YEARS OF ENTREPRENEURIAL EXPERIENCE IN THE  
LATIN AMERICAN, EUROPEAN AND ASIAN MARKETS  
AS PARTNER AND HEAD OF THE FIRST BRAZILIAN  
START-UP TO REACH A VALUATION SUPERIOR OF \$1 B.



**Juliano DE LIMA FATIO**

Brazilian, Swiss

**LANGUAGES**

Portuguese, English, Spanish, French

**EDUCATION**

Bachelor of Business Administration,  
FGV-EAESP, São Paulo, Brazil

**SPORTS**

Football, Basketball, Diving, Free diving

**WORK EXPERIENCE**

**Head of B2B Business Unit, 99 Ride Hailing App,  
São Paulo, Brazil**

- Designed the strategy and structure and managed all commercial operations
- Led 99 B2B product in growth strategy, product vision, client alignment and also a team of developers
- Reduced Customer Acquisition Cost (CAC) by 40% through implementation of new guidelines and procedures
- Led 99 B2B to a 300% increase year over year in Gross Revenue
- Company spokesperson with the media, corporate events and lectures

**Expansion Manager, 99, São Paulo, Brazil**

- Designed and implemented a business plan which was successfully implemented in 150 different markets
- Grew the number of monthly rides from 30 K rides made only in one city to 1.3 M in over 150 cities in 18 months
- Managed a team of 10 employees within the Brazilian market and 3 Country Managers – Peru, Ecuador and Portugal

**E-commerce Analyst, Editora Abril,  
São Paulo, Brazil**

- Responsible for “Vitrine de Ofertas”, an e-commerce service launched by websites such as National Geographic and Playboy to offer their audiences products matching their consumers profiles
- Sales and after sales management



FIBA CERTIFIED BASKETBALL AGENT AND ENTREPRENEUR  
WITH 10 YEAR'S EXPERIENCE MANAGING AND  
TRANSFERRING BASKETBALL PLAYERS AROUND THE  
WORLD, WITH ALSO EXPERIENCE IN EVENTS, SPORT  
MARKETING AND CONSULTING.



**Aydin DIANAT**

Iranian

**LANGUAGES**

English, French, Farsi

**EDUCATION**

Bachelor of Chemical Engineering,  
Petroleum Process Design, Islamic Azad  
University South Branch, Tehran, Iran

**SPORTS**

Basketball, Football, CrossFit, Futsal,  
Volleyball, Squash

**WORK EXPERIENCE**

**CEO and Owner, "Ultimate Loyalty Sport Management" and "Segaam" Basketball Magazine & Application, Tehran, Iran**

- Executed transfers of basketball coaches & players globally
- Created Iran's first bi-monthly basketball magazine & application "Segaam"
- Executed contract negotiations between clubs/players
- Responsible for marketing and sponsorship deals for clients with brands
- Executed basketball events and a camp for 300 kids
- Post career counselling for clients

**Sport Events Manager, OPT Consultants, Tehran, Iran**

- Event Manager for the "Nokia Player All-Powerful Event" (Three-day outdoor Futsal, Streetball,

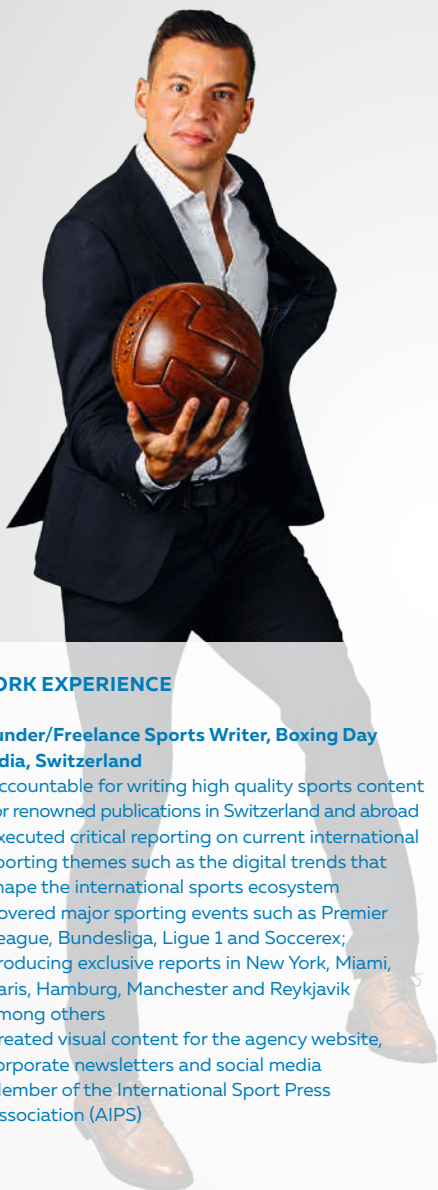
Skateboard & Roller Blade event) managing entire Streetball part of the event with slam dunk show with the famous "Slam Nation" dunk crew

- Venue Manager for the "Nokia Defend your Turf" street football tournament, 256 teams from all over Iran, champions having the chance to play against a Brazilian team in a 12,000 seats stadium
- VIP section Manager, "Rolex FEI Jumping Challenge" in Tehran Horse Festival, working on construction and managing the VIP section

**Drilling Fluids Engineer, MI SERVICES Ltd Kish (MI SWACO), Tehran, Iran**

- Junior/Senior Drilling Fluids engineer on offshore/onshore oil & gas drilling sites in Persian Gulf
- Responsible for the make, test and treatment of the drilling fluids
- Won multiple safety awards and letters for great performance during crisis situation

TRILINGUAL ENTREPRENEUR WITH 4 YEARS OF SPORTS WRITING FOR RENOWN MEDIA AND 6 YEARS IN BUSINESS DEVELOPMENT AND MANAGEMENT WITH A BACHELOR THESIS FOCUSED ON TAG HEUER'S FOOTBALL SPONSORSHIP STRATEGY.



**Robin FASEL**

Swiss

**LANGUAGES**

French, English, German

**EDUCATION**

Bachelor of Science, HES-SO in Business Administration (bilingual), School of Management Fribourg, Switzerland

**SPORTS**

Football, Basketball, Diving, Free diving

**WORK EXPERIENCE**

**Founder/Freelance Sports Writer, Boxing Day Media, Switzerland**

- Accountable for writing high quality sports content for renowned publications in Switzerland and abroad
- Executed critical reporting on current international sporting themes such as the digital trends that shape the international sports ecosystem
- Covered major sporting events such as Premier League, Bundesliga, Ligue 1 and Soccerex; producing exclusive reports in New York, Miami, Paris, Hamburg, Manchester and Reykjavik among others
- Created visual content for the agency website, corporate newsletters and social media
- Member of the International Sport Press Association (AIPS)

**Administrative Manager Assistant, Hôpital Daler, Fribourg, Switzerland**

- Provided a comprehensive administrative service
- Managed and coordinated payments and prepared statistical reports

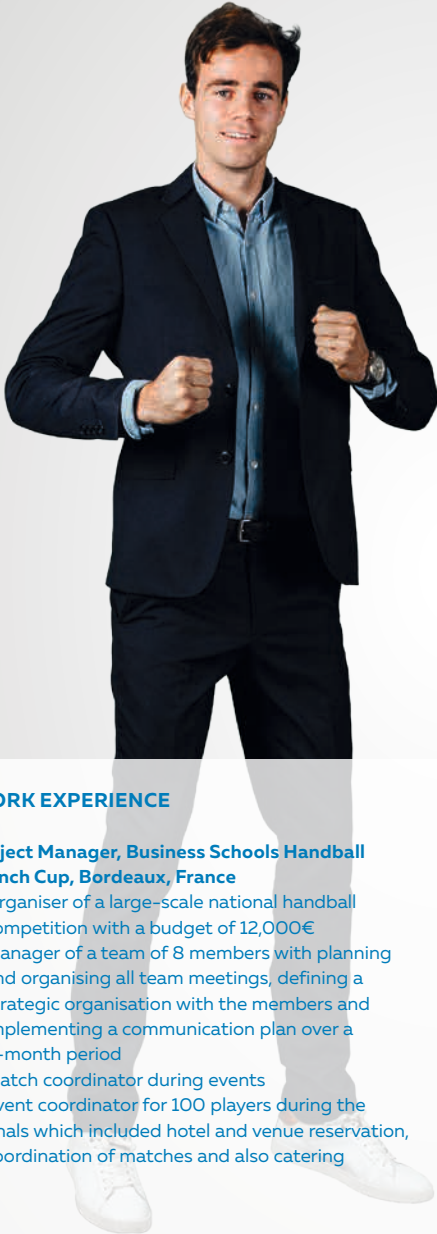
**Marketing Project Officer (volunteer), Neuchâtel Xamax FCS, Neuchâtel, Switzerland**

- Developed a strategy aiming at enabling the club to produce and publish exclusive content on its digital media channels
- Put forward the concept of "Xamax TV" and outlined it to club executives

**Founder/Editor-in-Chief (volunteer), FOOTBALL INTEGRAL (online sporting blog), Switzerland**

- Founded an online sports blogging website and managed a team of 5 volunteer writers
- Developed an exclusive print magazine for 2014 FIFA World Cup
- Served as a radio and TV expert

# EVENT ORGANISER WITH 2 YEARS' EXPERIENCE IN UNIVERSITY SPORTS INCLUDING MANAGEMENT OF A HANDBALL TEAM AND ORGANISATION OF AN INTERNATIONAL SAILING EVENT.



## Martin GRIMONT

French

### LANGUAGES

French, English, Spanish

### EDUCATION

Bachelor of Management, Kedge Business School, Bordeaux, France

### SPORTS

Handball, Tennis, Football, Skiing, Table Tennis, Surfing, Paddling, Sailing

## WORK EXPERIENCE

### Project Manager, Business Schools Handball French Cup, Bordeaux, France

- Organiser of a large-scale national handball competition with a budget of 12,000€
- Manager of a team of 8 members with planning and organising all team meetings, defining a strategic organisation with the members and implementing a communication plan over a 6-month period
- Match coordinator during events
- Event coordinator for 100 players during the finals which included hotel and venue reservation, coordination of matches and also catering

### Intern, The Bridge 2017, Nantes, France

- Involved in the event coordination and logistics of the event which was both cultural and sportive
- Co-managed the ticketing platform for the event
- Provided operational assistance to the CEO of the Local Organising Committee for the FIBA 3x3 World Cup
- Provided customer service on board the Queen Mary 2

### Team Manager, Kedge Handball Team, Bordeaux, France

- Responsible for training preparation and planning of matches
- Coach during matches and left-back players
- Manager of the team's social media platforms including Facebook and Instagram

# 7 YEARS' EXPERIENCE IN BUSINESS DEVELOPMENT AND EVENT MANAGING WITH AN ENTREPRENEURIAL AND CUSTOMER FOCUSED DRIVE.



**Emily JOHNSON-HAUG**  
USA

## LANGUAGES

English, German

## EDUCATION

Bachelor of Science in Business Administration (International Management & Economics), The Lucerne University of Applied Sciences and Arts, Switzerland

## SPORTS

Weightlifting, Body building, Physique competitions, Group fitness

## WORK EXPERIENCE

### **Personal Fitness Trainer and Health Coach, Sole Proprietorship, Basel, Switzerland**

- Supported and advised clients with regard to fitness, health and nutrition
- Created customised training and nutritional plans according to the goals and objectives of clients
- Provided continuous support and progress monitoring
- Planned, coordinated and lead group fitness activities such as outdoor fitness boot camps

### **Junior Project Manager – Events, European Society of Clinical Microbiology and Infectious Diseases, Basel, Switzerland**

- Supported team in planning and organization of ESCMID's annual congress, conferences and events
- Processed and managed mass mailing and large

volumes of data, compiling exports and reports for various concerned parties

- Coordinated, communicated with and served as point-of-contact for ESCMID members, congress program committee and abstract submitters

### **Operations Manager & Owner, Simple Partnership: Service of Process by Emily Johnson, Detroit, Michigan, USA**

- Operated and managed a small business in the legal field
- Coordinated, planned and oversaw day-to-day operations
- Expanded the business clientele, conducted all client relations and ensured satisfaction
- Hired sub-contractors in times of excess volume
- Recorded, reported and ensured accuracy of all financial statements

**SPORTS SCIENTIST WITH 10 YEARS' EXPERIENCE IN HEALTH PROMOTION AND ATHLETE'S PERFORMANCE MANAGEMENT AS WELL AS BEING THE VOLUNTEER MANAGER AT THE RECENT EUROPEAN ATHLETICS CHAMPIONSHIPS.**



**Lavinia Livia JONIETZ**

German

**LANGUAGES**

German, English, Portuguese, French, Spanish, Polish

**EDUCATION**

Bachelor of Arts in Sports Science, Humboldt Universität zu Berlin, Germany

**SPORTS**

Capoeira, Athletics, Motor Sports, Acrobatics, Surfing, Football

**WORK EXPERIENCE**

**Associate, Siemens Health Promotion, Berlin, Germany**

- Executed numerous workshops on a regular basis about accurate working positions in order to prevent absenteeism due to health restrictions
- Designed multiple active 'Recovery Programs' for Siemens employees & staff
- Designed Business Health Care Programs for the company's employees & staff and ensured successful implementation of the same

**Sports Scientist, Medical Training Therapist at Discus Health GmbH, Berlin, Germany**

- Analysed and developed 'Performance Improvement Programs' for athletes
- Developed and implemented the 'Joint management and Cardiac performance'

in a Running School program

- Provided extended physical rehabilitation support for athletes and clients
- Conducted 'Performance Diagnostics' in relation to biomechanics and strength

**Long-Term Volunteer for the European Athletic Championships Berlin 2018, Germany**

- Was the Volunteer Manager & Human Resource Manager from the start of organisation of the event to the final execution
- Led and coordinated over 100 volunteers including three accreditation centres for broadcaster, VIPs and athletes, setting tasks and organising time schedules
- Ensured and facilitated the effective communication between volunteers and the Organisation Committee

**SPORT ADMINISTRATOR WITH 5 YEARS' EXPERIENCE  
WITH THE KOREA TABLE TENNIS ASSOCIATION,  
WORKING CLOSELY WITH ATHLETES BOTH IN  
NATIONAL AND JUNIOR TEAMS.**



**Min JUNG**

South Korean

**LANGUAGES**

Korean, English

**EDUCATION**

Bachelor of Exercise, Sports & Leisure Sciences, Ewha Woman's University, Seoul, South Korea

**SPORTS**

Table Tennis, Snowboarding, Water Skiing, Martial Arts

**WORK EXPERIENCE**

**Manager, Korea Table Tennis Association, Seoul, South Korea**

- Liaised with International Table Tennis Federation and NFs regularly
- Organised Korea Open every year from 2014 to 2018
- Managed the Korean national table tennis teams at the World Championships and Asian Games
- Translated official documents such as amended rules and important issues
- Interpreted interviews for Korean players with the media
- Managed summer and winter training camps for junior players

- Organised results of all international events and issued certificates
- Produced program documentation and publications for Korea Open and National events

**Project Manager, Korea Table Tennis Association, Seoul, South Korea**

- Managed a 2-month joint training for the Libyan national table tennis team in Korea
- Organised the Asian Table Tennis Union meeting
- Managed the Korea-China-Japan Exchange Meet every year, especially for table tennis
- Managed summer and winter training camps for junior players



3 YEARS' EXPERIENCE IN A PROFESSIONAL FOOTBALL CLUB IN SOUTH KOREA WORKING MAINLY WITH ADMINISTRATION, FINANCE AND EVENT MANAGEMENT.



## Yoori JUNG

South Korean

### LANGUAGES

Korean, English

### EDUCATION

Bachelor of Arts, University of Queensland, Brisbane, Australia

### SPORTS

Football, Futsal, Basketball, Volleyball

### WORK EXPERIENCE

#### **Administration Department Assistant Manager, Busan IPARK Football Club, Busan, Republic of Korea**

- Managed budget performance and delivered comprehensive and accurate business reports with financial and operational data
- Organised general affairs and developed employees' training, welfare and workshop programs
- Revised team regulation for employees and athletes
- Applied and obtained for an Asian Football Confederation (AFC) Club License with 5 criteria – sporting, infrastructure, finance, legal, and personnel
- Assisted in event management on match days especially dealing with VIP protocol and pre-match ceremonies

4 YEARS OF PROFESSIONAL EXPERIENCE AS A BUSINESS CONSULTANT IN THE FINANCIAL RISK AREA, INCLUDING PROJECT MANAGEMENT WITHIN MULTINATIONAL COMPANIES IN SWITZERLAND AND BRAZIL.



**Gian KELLER**

Swiss, Spanish and Brazilian

**LANGUAGES**

German, Spanish, English, Portuguese, Catalan

**EDUCATION**

Bachelor of Arts in Economics, University of St.Gallen, Switzerland

**SPORTS**

Tennis, Soccer, Ice Hockey, Skiing, Athletics

**WORK EXPERIENCE**

**Consultant EMEA Advisory Financial Services Risk Practice, Ernst and Young, Zurich, Switzerland**

- Member of the Governance, Risk and Controls Team
- Executed internal audits and qualitative risk management projects
- Supported the audit of the operational risk framework (FINMA circular 08/21) for several Swiss banks
- Managed a risk convergence project for large international insurer
- Account plan manager for a large Swiss insurer

**Trainee Financial Risk Management Practice, KPMG, São Paulo, Brazil**

- Executed mapping, analysis and monitoring of financial risks and controls
- Member of advisory team for the improvement of risk governance and processes
- Applied market regulation standards Basel II at Brazilian Central Bank

**Financial Analyst in the area of Account Receivable, Roche Pharma, São Paulo, Brazil**

- Managed collection and negotiation with customers
- Maintained the balance of payments and evaluation of credits
- Prepared various monthly and annual reports for management



LAWYER WITH 5 YEARS' EXPERIENCE IN COMMERCIAL TRANSACTIONS AND DISPUTES AND 2 YEARS' EXPERIENCE LEADING THE LEGAL TEAM AT A NATIONAL FEDERATION AND MANAGING A WORLD CHAMPIONSHIP TEAM.



**Surbhi KUWELKAR**

Indian

#### LANGUAGES

English, Hindi, French, Marathi, Konkani

#### EDUCATION

Bachelor of Law (Honours),  
National Law School of India University,  
Bangalore, India  
Bachelor of Arts (Honours), National Law  
School of India University, Bangalore,  
India

#### SPORTS

Ultimate Frisbee, Football,  
Squash, Tennis

#### WORK EXPERIENCE

##### **Legal Counsel (Governance Committee) and National Team Manager, Ultimate Players Association of India, Mumbai, India**

- Leading organisation structuring, government recognition, federation and athlete compliance and drafting liability, child, harassment, discrimination and doping policies
- Leading sponsor contract negotiation (federation, team, event) with multinationals
- Led sponsorship, crowdfunding, national selections and countrywide training camps organization, logistics, documentation, accreditation, marketing and PR for India's 2018 WFDF World Championship team

##### **Associate, S&R Associates, Mumbai, India**

- Executed agreements and diligence for India's largest M&A deals e.g. Vodafone-Idea merger
- Represented parties in India's largest primary and secondary capital market transactions e.g. Equitas, Endurance IPOs
- Advisory work on corporate – CSR, IP, employment and contract law matters
- Research, drafting and filing on high value disputes before the Securities Exchange Board of India and courts

##### **Law Clerk to Chief Justice (R. M. Lodha) Supreme Court of India, New Delhi, India**

- Briefings on daily matters and engagements
- Research on proceedings – commercial, arbitration and constitutional

6 YEARS' EXPERIENCE WITH ORGANISING COMMITTEES OF OLYMPIC AND ASIAN GAMES FOCUSING ON PUBLIC ENGAGEMENT AND COMMUNICATION AS WELL AS A FREELANCE SPORTS NEWS REPORTER.



**Myungwon LEE**

South Korean

**LANGUAGES**

Korean, English

**EDUCATION**

Bachelor of Arts with a major in Anthropology, University of Wisconsin-Madison, Wisconsin, United States of America

**SPORTS**

Equally all summer and winter Olympic sports

**WORK EXPERIENCE**

**Project Manager of Public Engagement and Communications, PyeongChang Organising Committee for the 2018 Olympic and Paralympic Winter Games, Republic of Korea**

- Developed an overall engagement strategy document for PyeongChang 2018
- Led the PyeongChang 2018 Spectator Experience and Engagement IOC Observer Programme
- Developed and managed real-time communication and the daily promotion strategy of the Common Domains inside Olympic Plaza and Park and Medals Plaza
- Led internal functions/external stakeholder engagement working groups
- Led Organising Committee's Engagement teams in a joint IOC Communication and Engagement weekly taskforce conference/vision call meetings

**NOC Assistant and English Interpreter, 2014 Incheon Asian Games Organising Committee, Incheon, Republic of Korea**

- Supported Games operations managers at the NOC Services Centre
- Supported NOC Chef de Mission and Deputy Chef de Mission visiting the NOC Services Centre
- Served as a team leader among fellow NOC Assistant teammates who worked inside the NOC Services Centre

**Freelance Sports News Reporter, tbs eFM English Radio Station, Seoul, Republic of Korea**

- Wrote daily sports news scripts in English
- Reported live sports news in English on "This Morning" with Alex Jensen
- Executed special live reports in Seoul during 2014 FIFA World Cup Brazil

FORMER BEACH VOLLEYBALL PROFESSIONAL ATHLETE WITH 5 YEARS' EXPERIENCE IN SPORT EVENTS, INCLUDING THE FIFA 2014 WORLD CUP AND THE RIO 2016 OLYMPIC AND PARALYMPIC GAMES.



## Roberto PITTA

Brazilian

### LANGUAGES

Portuguese, English

### EDUCATION

Bachelor of Social Communications,  
Estácio de Sá University,  
Rio de Janeiro, Brazil

### SPORTS

Volleyball/Beach Volleyball, Football,  
Surfing, Basketball, Tennis

### WORK EXPERIENCE

#### **Client Services Manager, Rio Open ATP 500, Rio de Janeiro, Brazil**

- Monitored and executed all agreements between sponsors and event owners
- Supported the sponsors' marketing and commercial departments by providing proper information and delivering all the agreed properties and activations
- Assisted the production of sponsors' promotional spaces inside the venue

#### **Venue Protocol Cluster Manager, Copacabana and Football Cities, Rio2016 Olympic and Paralympic Games, Rio de Janeiro, Brazil**

- Strategic planning and management of the Venue Protocol functional area

- Managed a team of 15 paid staff and over 170 volunteers
- Venue arrival coordination of State Chiefs, Sports Ministers, IOC Members, International Federation Presidents, Top Sponsors and Top Broadcasters

#### **Ceremonies Security Coordinator, FIFA 2014 World Cup, Rio de Janeiro, Brazil**

- Security focal point for every detail concerning Opening and Closure Ceremonies of the World Cup
- Responsible for the security of all the people, paid staff, volunteers and artists, directly involved in the ceremonies – Jennifer Lopez, Pitbull, Claudia Leitte, Carlos Santana, Shakira, Ivete Sangalo

FINANCIAL MANAGEMENT AND PROCUREMENT  
PROFESSIONAL WITH 10 YEARS' EXPERIENCE IN  
INTERNATIONAL ORGANISATIONS AND NGOS AND  
VOLUNTEERED AT 6 CONSECUTIVE OLYMPIC AND  
PARALYMPIC GAMES.



**Vishwanath MANNAVA**

Canadian

**LANGUAGES**

English, French, Spanish, Hindi

**EDUCATION**

Bachelor of Commerce, McGill University,  
Montreal, Canada

Post Graduate Diploma in Accounting,  
McGill University, Montreal, Canada

**SPORTS**

Football, Basketball, Swimming,  
Cricket, Athletics

**WORK EXPERIENCE**

**Financial Management and Procurement  
Specialist, International Fund for Agricultural  
Development, United Nations, Rome, Italy**

- Successfully undertook varied field missions for design, financial management & procurement assessment, and supervision in Asia, Africa, and the Middle East to assess the status of projects
- Executed training for project staff on effective financial management and procurement practices throughout the project life cycle
- Analysed the capacity of government agencies to implement project designs

**Professional Associate, Yunus Center & Asian  
Institute of Technology, Bangkok, Thailand**

- Performed the financial reporting for AIT Social

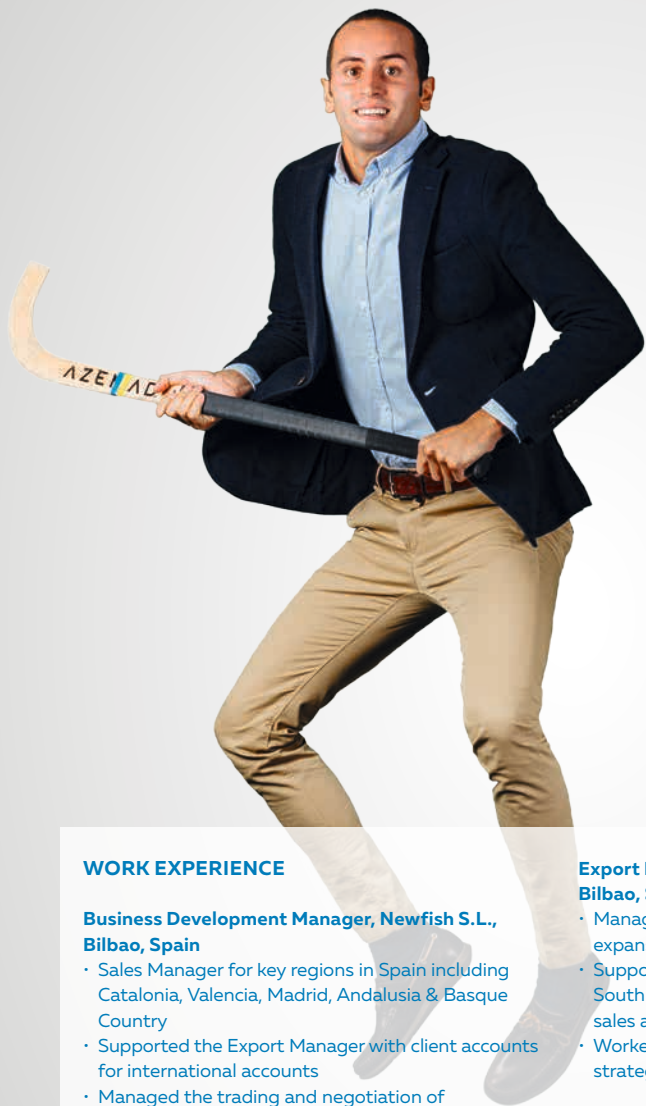
Business conferences and projects

- Worked in the coordination office for the 2nd World Bank City Resilience Program conference
- Contributed to AIT Professional Education courses and the Social Business Learning Program of the Yunus Center

**National Olympic Committee (NOC) Assistant,  
Summer Olympic Games, Rio de Janeiro, Brazil**

- Provided operational and language support to the National Olympic Committees (NOCs) from francophone Africa
- Supported the NOCs by responding to queries, coordinating schedules, and assisting the Chef de Mission
- Participated in the Opening and Closing Ceremonies of the XXXI Olympiad

# NATIONAL RINK HOCKEY PLAYER AND COACH WITH 4 YEARS' EXPERIENCE IN INTERNATIONAL BUSINESS DEVELOPMENT.



## Guillermo MARÍN

Spanish

### LANGUAGES

Spanish, English, French

### EDUCATION

Bachelor of Business Management and Administration, Deusto Business School, Bilbao, Spain

Master's of Management Development, Deusto Business School, Bilbao, Spain

### SPORTS

Rink Hockey, Surfing, SUP, Skiing, MTB, Cycling, Football

### WORK EXPERIENCE

#### **Business Development Manager, Newfish S.L., Bilbao, Spain**

- Sales Manager for key regions in Spain including Catalonia, Valencia, Madrid, Andalusia & Basque Country
- Supported the Export Manager with client accounts for international accounts
- Managed the trading and negotiation of international shipping deliveries
- Planned, executed and evaluated the budgets for the sales strategy
- Reached company's sales targets by analysing and identifying challenge areas, implementing a personal and team strategy and coaching for success

#### **Export Department Internship, RV Cooling Tech, Bilbao, Spain**

- Management of client portfolio and market expansion of engineering products
- Supported the growth of new markets in India, South Africa and Europe by developing new sales and marketing strategies
- Worked closely with the general manager on strategic business development initiatives

#### **Rink Hockey Coach, National Team, Spain and Switzerland**

- Junior teams Coach, Real Club Jolaseta, Bilbao, Spain
- First Woman Team Coach, Montreux Hockey Club, Montreux, Switzerland

# FORMER ATHLETE AND MARKETING PROFESSIONAL WORKING WITH SPORTS ORGANISATIONS FROM THE YOUTH TO PROFESSIONAL LEVEL IN THE US AND ABROAD.



## **Peter MARLETTE, JR.**

USA

### **LANGUAGES**

English

### **EDUCATION**

Bachelor of Arts in Public Policy and Law, Trinity College, Connecticut, USA

### **SPORTS**

Football/Soccer, Golf, Ice Hockey, Squash, Lacrosse, Snowboarding

## **WORK EXPERIENCE**

### **Corporate and Team Sales, ADPRO Sports, Buffalo, New York, USA**

- Developed from zero a business totaling \$1 million+ per year in branded merchandise
- Brokered partnerships between top athletic brands and high-level high schools, colleges, clubs, and professional sports franchises
- Developed and negotiated multi-year sponsorship contracts between top name sports companies and high-level sports clubs
- Assisted in merchandising campaigns for NHL franchises
- Developed the merchandising strategy and sponsor gifts for a National Championships and managed all aspects of the on-site retail store

### **Game Development Officer, Capital Football (ACT Football Federation), Canberra, Australia**

- Promoted the 'Tap into Water' curriculum, a program aimed at introducing the game of football to school children and educating them on the benefits of hydration
- Taught football and executed clinics at Primary Schools throughout the Australian Capital Territory and parts of New South Wales

### **Head Football Coach, Canberra Grammar School, Canberra, Australia**

- Planned, organised, and conducted weekly sessions with over 50 students and teachers designed to train the faculty to coach youth football
- Coached the Under-9 "A" Team and the Under-15 "A" Team
- Communicated with teachers, school directors, and parents about the athletic, social, and academic development of players



2 YEARS' EXPERIENCE IN HEALTH PROMOTION  
IN AFRICA, WORKING CLOSELY WITH THE SPORTS  
MINISTRY, VARIOUS SCHOOLS AND HOSPITALS AND  
3 YEARS IN AN ADMINISTRATIVE ROLE FOR A SPORT  
MANUFACTURER IN JAPAN.



**Mari MIKI**

Japanese

#### LANGUAGES

Japanese, English

#### EDUCATION

Master's of Athletic Training,  
California University of Pennsylvania,  
Pennsylvania, USA

Bachelor of Science in Athletic Training,  
University of Mount Union, Ohio, USA

#### SPORTS

Tennis, Basketball, Volleyball,  
Athletics, Baseball

#### WORK EXPERIENCE

##### **JOCV, JICA (Japan International Cooperation Agency), Diourbel, Senegal**

- Provided nutrition and exercise advice to the patients with varying health problems like weight issues, HBP and diabetes
- Promoted the benefits of practicing sports to the younger generation through various events
- Collaborated with the sports ministry to promote the usage of sports facilities to local citizens
- Educated the sports medical team on prevention, evaluation, treatment and rehab techniques

##### **Administration Department, JAPANA Corporation, Nagoya, Japan**

- Responsible for international and domestic trade which included creation of shipping documents, custom clearance procedures, arrangement of overseas correspondents, transportation facilities and warehouses
- Provided administrative support to professional athletes who were employed in the company which included both international and domestic athletes
- Responsible for training new employees in the department
- Intermittently worked as a sales person at stores to analyse trends and popular items

COMMUNICATIONS SPECIALIST WITH 8 YEARS' EXPERIENCE, WITH AN EMPHASIS ON COMMUNITY MANAGEMENT AND PR RELATIONS, IN THE SPORTS INDUSTRY.



**Didier MONTES KIENLE**

Swiss, Spanish

**LANGUAGES**

Spanish, English, German, Portuguese

**EDUCATION**

Bachelor of Journalism, Universidad Rey Juan Carlos, Madrid, Spain  
Master's of Social Communication, Universidad Rey Juan Carlos, Madrid, Spain

**SPORTS**

Football, Basketball, Road Biking, Running, Trail Running

**WORK EXPERIENCE**

**Digital Communications Consultant, Freelance, Madrid, Spain**

- Consulted for several sports brands including Mountlegend, Carver Spain, Glutier, Skateboards, Editorial Desnivel ect
- Executed communication strategy improvements specifically in social media and digital channels, including the use of SEO and SEM tactics
- Coordinator of leader Trail Running and Ski Mountaineering website in Spanish language

**Digital and Communications Manager, Editorial Desnivel, Madrid, Spain**

- Content curator for magazines, websites and editorial releases

- Managed social networks of Facebook, Twitter, Instagram, Flickr, Pinterest, Snapchat
- Represented the company at international events such as ISPO or FITUR dealing with international sports companies and various public tourism offices

**Communication Analyst Trainee Telefónica, Madrid, Spain**

- Managed press clippings for the Executive Team including CEO
- Managing the relations with Spanish and International Media
- Managed the internal communications flow of information through to 100'000 employees



AN EXPERIENCED PROFESSIONAL WITH OVER 14 YEARS  
IN PROJECT MANAGEMENT, CHANGE MANAGEMENT,  
EXECUTION OF LARGE-SCALE PROJECTS AND CURRENTLY  
A SPORTS ENTREPRENEUR.



## Sandeep NAIR

Indian

### LANGUAGES

English

### EDUCATION

Bachelor of Computer Science, Mumbai  
University, Mumbai, India

### SPORTS

Squash, Soccer, Field Hockey, Cricket

### WORK EXPERIENCE

#### Proprietor & Owner, Gurgaon Squash Masters, Delhi, India

- Launched squash leagues for working professionals
- Grew the brand membership from 16 people to a total of 128 people and managed schedules and client expectations.
- Achieved sponsorship from brands like Gatorade and Adidas for various tournaments
- Created a website, YouTube channel, branding and also executed social media marketing for various events

#### Senior Project Manager, Cvent India, Gurgaon, India

- Set up a Project Management Office in India and worked with internal stakeholders to identify key projects

- Managed a portfolio of over \$10M for multiple stakeholders
- Worked as a change agent within the company to influence senior leaders by providing data and facts relevant to their departments
- Mentored the team and delivered change in a fast-paced ambiguous environment

#### Lead Business Architect, American Express, Gurgaon, India

- Acted as a primary Point of Contact for finance business partners and handled their projects portfolio worth over \$5M
- Drove process mapping discussions to identify gaps and non-value adds in processes, resulting in system implementations and thus cost saves
- Winner of the company's Tech Innovation Challenge award

INTERNATIONAL FENCER WITH 4 YEARS' EXPERIENCE IN EVENT ORGANISATION AND SPORTS DEVELOPMENT IN A GOVERNMENT INSTITUTION AND 10 YEARS' EXPERIENCE AS A COACH IN THE USA, MEXICO AND SWITZERLAND.



## Pavel OROZCO

Mexican

### LANGUAGES

Spanish, English, French

### EDUCATION

Bachelor in Tourism and Administration, University of Guadalajara Public, Guadalajara, Mexico

### SPORTS

Fencing, Boxing, Judo, Football

### WORK EXPERIENCE

#### Fencing Coach, Lausanne, Switzerland

- Assistant coach at Luchetti Princeton Fencing club
- Assistant Coach at Club d'escrime Morges
- Assistant coach at Centre Sportif Universitaire Lausanne

#### Secretary of Public Relations, Youth Department of Guadalajara City, Jalisco, Mexico

- Managed public and international relations within the department
- Directed the institutional survey for the department

- Coordinated the annual music festival "GDL joven" and gained sponsorship for 80% of the cost of the concert

#### Director of Human Development and Sports, Youth Department of Guadalajara City, Jalisco, Mexico

- Negotiated meetings for dialogue to occur between various boxing clubs of the city which unified the clubs and ended a 17 years conflict
- Initiated and organised a community festival in the city with an emphasis on social value of the community
- Increased the sport activity at the local sports schools by 37% in two years

3 YEARS' EXPERIENCE PLANNING, ORGANISING, OPERATING, AND MANAGING INTERNATIONAL SOCCER EVENTS PLUS 1 YEAR OF EXPERIENCE IN YOUTH TALENT IDENTIFICATION FOR THE USA SOCCER FEDERATION.



**Alberto PEDRAZA**

Mexican

**LANGUAGES**

Spanish, English, Portuguese, Italian

**EDUCATION**

Bachelor of Arts in Business and International Relations, Lake Forest College, Illinois, USA

**SPORTS**

Football, Cycling

**WORK EXPERIENCE**

**Youth National Team Scout, United States Soccer Federation, Monterrey & Chicago, Mexico & USA**

- Identified and followed players in Mexico for future Youth National Team opportunities as well as monitored and assessed current Youth National Team players
- Scouted and analysed players and provided assessments and recommendations
- Submitted formal reports-assessments, ratings and comments to the Youth National Team and the USA Federation
- Collaborated with Liga MX clubs and coaches

**Executive Director, Premier Soccer Services, Monterrey & Houston, Mexico & USA**

- Served as Tournament Director for all Premier Soccer Services events, recruiting 120 male and female teams per tournament
- Successfully attracted more than 180 youth soccer teams from the USA, Mexico,

Central America and Europe to the Copa Rayados Internacional

- Established and maintain positive relationships with US Youth Soccer clubs, US Soccer Associations, MLS clubs, Liga MX clubs, and Mexican Youth Soccer clubs
- Produced and managed the business plan and budget, reflecting long term strategic and financial objectives

**Sales Account Executive and Spanish Communication Manager, Oklahoma City Energy FC, Oklahoma City, USA**

- Cold called businesses and sold them season seats and sponsorship packages
- Designed ticket sales and marketing campaigns targeted to the Hispanic market
- Upsold individual game buyers and sold them season seat packages
- Achieved all established personal sales and service goals assigned

INTERNATIONAL SWIMMER FOR 15 YEARS WITH 10 YEARS OF EXPERIENCE IN CREATIVE SERVICES, DIGITAL MARKETING AND COMMUNICATIONS IN INTERNATIONAL ENVIRONMENTS.



**Maria PEREDO SILVA**

Mexican

**LANGUAGES**

Spanish, English, French

**EDUCATION**

Bachelor of Communications, Tec de Monterrey, Campus Ciudad de México, México

**SPORTS**

Swimming, Yoga, Triathlon

**WORK EXPERIENCE**

**Communications & Creative Services Consultant, CMA & Summit Clinic, Crans-Montana, Switzerland**

- Developed and implemented initial communications strategies for the clinic (business affiliated to CMA) before and after inauguration
- Managed the development of marketing and promotional materials and website creation
- Community management of the brand on social media platforms

**Projects and Communications Coordinator, King Abdullah University of Science and Technology (KAUST), Thuwal, Saudi Arabia**

- Developed and coordinated communications strategies for the Biological and Environmental Science Division at KAUST including web development, promotional materials and community management

- Coordinated the Faculty Affairs activities for the Division
- Participated in several university committees and projects related to creative areas and faculty recruitment

**Project Leader / Art Director, Avon Cosmetics, Mexico City, Mexico**

- North Latin America (NoLA) Implementation Leader for Agility System (global software for automation and streamlining the brochure creation process)
- Makeup and skin care art direction for NoLA which included graphic design and photography management of 19 campaigns per year
- Managed the implementation of the first global style brand book in the NoLA Creative Team

9 YEARS' EXPERIENCE IN THE SKI INDUSTRY AS AN INSTRUCTOR AND CLUB MANAGER WITH FIRST-HAND EXPERIENCE IN SALES AND MARKETING.



**Enrico RETTA**

Italian

**LANGUAGES**

Italian, English, French

**EDUCATION**

Bachelor of Economics and Management, Università Cattolica del Sacro Cuore, Milan, Italy

**SPORTS**

Skiing, Soccer, Sailing, Golf, Motor Sports

**WORK EXPERIENCE**

**Data Analyst and CRM Intern, Elexind Spa, Milan, Italy**

- Mainly sales analysis focused on products, customers and suppliers
- Prepared weekly report to superiors analysing revenue and markup trends
- Planned and delivered the Customer Relationship database (CRM Salesforce system)
- Developed a new digital strategy (website, e-commerce, Google Adwords, Google Analytics)
- Devised a new price list for more than a thousand items

**Ski Instructor, Swiss Ski School-Ski Club, Crans-Montana, Switzerland**

- Set up a new organisation structure and managing budgets
- Ensured economic independence and long-term stability by confirming local sponsorships
- Built relationships with technical suppliers, organising training sessions, races and travels
- Strong team working of 5 instructors able to introduce 3 athletes into youth national team (Ski Vallais)
- Teaching adults and children at both beginners and proficient level in all aspect of skiing

8 YEARS OF EXPERIENCE MANAGING MARKETING AND HIGH-LEVEL COMPLEX EVENTS IN THE PRIVATE BANKING INDUSTRY, INTERACTING WITH SPONSORS AND ADVERTISERS.



## David SALTIEL

Swiss

### LANGUAGES

French, English, Spanish, German

### EDUCATION

Bachelor of Business Administration, Haute Ecole d'Ingénierie et de Gestion du Canton de Vaud, Yverdon-les-Bains, Switzerland

### SPORTS

Tennis, Basketball, Golf, Football, Athletics

### WORK EXPERIENCE

#### Marketing Project Manager, Assistant Vice President, Credit Suisse AG, Geneva, Switzerland

- Responsible for premium clients, corporate and institutional clients
- Managed the marketing budget
- Interface between regional and centralised corporate marketing strategies
- Established marketing strategies in agreement with segment managers
- Managed various events, from concept to implementation
- Managed contractual arrangements with sponsors and advertisers
- Led and trained a team of 40 event attendants

#### Project Manager, Scholz & Friends Schweiz AG on behalf of Credit Suisse AG, Lausanne/Zurich, Switzerland

- Created, organised and implemented various business, cultural and sport events
- Managed budgets, monitoring, control and reporting for private banking
- Executed internal and external coordination between various event partners

#### Marketing Business Partner, Credit Suisse AG, Lausanne, Switzerland

- Responsible for private banking
- Organised and coordinated various events
- Executed contractual arrangements with sponsors and advertisers
- Managed marketing action plans and monitored the marketing budget



SENIOR FINANCE MANAGER WITH 17 YEARS OF INTERNATIONAL WORKING EXPERIENCE IN PETROLEUM, FASHION, LOGISTICS AND NGO SECTORS. FORMER BASKETBALL PLAYER AND COACH WITH 3 YEARS' COACHING EXPERIENCE IN SWITZERLAND.



**Nikolay SILAEV**

Russian

#### LANGUAGES

Russian, Italian, English, German, French

#### EDUCATION

Master of Finance, Venice International University, Venice, Italy

Bachelor of International Economic Relations, State University of Management, Moscow, Russia

#### SPORTS

Basketball, Soccer, Skiing, Equestrian, Figure Skating, Athletics

#### WORK EXPERIENCE

##### **Chief Accountant, KazMunayGas Trading AG, Lugano, Switzerland**

- Responsible for planning, accounting, reporting and administration of the \$ 10 B revenue entity
- Trained and managed a team of professional accountants
- Acted as a point of contact with external auditors and tax authorities
- Negotiated social security contracts, monitored commercial contracts and trade finance agreements
- Active in multiple cross-functional project teams

##### **Project Coordinator, NGO COSPE, Florence, Italy**

- Coordinated a group of international experts

for the EU Comenius project, provided them with technical support, organised the participants' meeting in Florence

- Organised a satellite classroom and supervised tutors for the Tuscany regional project "TRIO"
- Taught organisational theory for Chinese students at "SHUN" project

##### **Business Analyst, UPS Italia, Milan, Italy**

- Coordinated budgeting and reporting for 80+ cost centres
- Supervised Activity Based Costing tool for an Italian entity
- Provided training and support for local managers in budgeting and cost control

**7 YEARS OF INTERNATIONAL RELATIONSHIP  
MANAGEMENT EXPERIENCE GAINED IN THE BANKING  
SECTOR AND OVER 5 YEARS' EXPERIENCE IN MEGA  
SPORTS EVENT AS AN ORGANISING COMMITTEE  
MEMBER AND OFFICIAL.**



**Kamilya SYZDYKOVA**

Kazakhstan

**LANGUAGES**

English, German, Russian,  
Kazakh, Kyrgyz

**EDUCATION**

Master of Economics, Kyrgyz State  
University, Bishkek, Kyrgyz Republic  
Bachelor of Business Administration,  
American University in Central Asia,  
Bishkek, Kyrgyz Republic

**SPORTS**

Triathlon, Swimming, Running, Cycling,  
Football, Skiing

**WORK EXPERIENCE**

**Senior Regional Manager, BTA Bank JSC,  
Almaty, Kazakhstan**

- Established relationships and cooperations with international partner-banks and international development institutions
- Organiser of due diligence and road-show, scheduling meetings for the TOP managers
- Managed and executed the inter-banking conference of 500 participants from 30 different countries
- Opened credit lines bilaterally, exchanged proposals with partner-banks, played an intermediary role during the negotiations

and in the process of internal approval procedures with law and trade finance departments

**Executive Director, Kyrgyz Republic Triathlon  
Federation, Kyrgyz Republic**

- Member of the organising committee of the Cholpon-Ata ASTC Sprint Triathlon Asian Cup and Central Asian Championships
- Member of organising committees of national events
- Technical official at ITU events – elite triathlon & paratriathlon competitions: Asian Cups, World Cups, World Series



MORE THAN 10 YEARS' EXPERIENCE DEDICATED TO INTERNATIONAL SPORTS DEVELOPMENT, WORKING FOR A NATIONAL FEDERATION AS WELL AS IN SPORTS POLICY RESEARCH AND ADVOCACY.



## Yukifumi TANAKA

Japanese

### LANGUAGES

Japanese, English, Vietnamese

### EDUCATION

Bachelor of Arts, Tokyo University of Foreign Studies, Tokyo, Japan  
Certificate in International Sports Leadership, Academy of the Japanese Olympic Committee, Tokyo, Japan

### SPORTS

Equestrian, Figure Skating, Yoga, Running, Gymnastics

### WORK EXPERIENCE

#### Research Fellow of Sport Policy Think Tank, Sasakawa Sports Foundation, Tokyo, Japan

- Analysed foreign sports policies on dual career systems for student athletes and legacy/sustainability of past Olympic and Paralympic Games
- Advocated the "Sport for All" movement with the Japanese Authorities and local municipalities to organise the one-day sport events
- Published information regarding sport topics from overseas correspondents in Brazil, Canada, Germany, UK and USA
- Acted as a liaison with The Association for International Sport for All for the World Challenge Day event and the world congress in Tokyo

#### National Team Manager and Project & Competition Coordinator, Japan Equestrian Federation, Tokyo, Japan

- Extensive involvement in every organisational aspect of both national and international Federation-hosted shows
- Served for the National Team in two Asian Games, and various international competitions
- Coordinated and controlled the administration and freight for athletes and horses of three Olympic Games
- Negotiated and contracted with a Japanese sporting apparel company
- Managed website updates and maintenance, enabling easier use of new CRM system
- Translated various documents into Japanese

# 6 YEARS' EXPERIENCE IN INTERNATIONAL SPORTING EVENTS, SPORTS EDUCATION AND DEVELOPMENT AND ELECTION TECHNOLOGY.



## John VLAHOS

Canadian, Italian

### LANGUAGES

English

### EDUCATION

Master of Arts in Kinesiology and Health Science, York University, Toronto, Canada

Bachelor of Education and Bachelor of Arts, York University, Toronto, Canada

### SPORTS

Soccer, Basketball, Ice Hockey, Rowing, American Football, Volleyball

### WORK EXPERIENCE

#### Product Specialist, Dominion Voting Systems, Toronto, Canada

- Managed the logistics, preparation and distribution of \$ 32 M worth of voting technology used across province of Ontario during provincial election with over 5 million voters
- Delivered product training and provided customer support at over 20 elections across North America

#### Coordinator, Match Officials Development, Ontario Soccer, Canada

- Developed and supported educational pathways for 9 500 referees

- Coordinated clinic management for 500 instructors, coaches, mentors and assessors
- Helped to initiate a Long-Term Officials Development program to parallel Long Term Player Development within the province

#### Team Services Coordinator, FIFA Women's World Cup Canada 2015™, Ottawa, Canada

- Implementation of competition services for 13 national teams at Ottawa venue
- Oversaw and managed a team of 70+ volunteers
- Helped deliver the largest FIFA Women's World Cup ever with 24 teams, across 5 different time zones

TWO YEARS' PROFESSIONAL EXPERIENCE OF PROJECT COORDINATION IN THE CENTRE OF OLYMPIC MOVEMENT WITH VOLUNTEERING IN SEVERAL INTERNATIONAL MULTI-SPORTS EVENTS PLUS ONE YEAR'S EXPERIENCE IN THE EDUCATION INDUSTRY.



## Jidong WANG

Chinese

### LANGUAGES

Mandarin, English, French

### EDUCATION

Bachelor of Engineering, Nanjing University of Aeronautics and Astronautics, Nanjing, Jiangsu, China

### SPORTS

Tennis, Badminton, Volleyball, Skiing

### WORK EXPERIENCE

#### **Project Officer, Association of Summer Olympic International Federations (ASOIF), Lausanne**

- Managing issue tracking with the International Federations (IFs), the International Olympic Committee and the Buenos Aires 2018 Organising Committee for the 2018 Youth Olympic Games
- Led the Future of Global Sports project which involved liaison with external consultants, preparation of Steering Group meeting and drafting of minutes
- Acted as the liaison with the Olympic Channel Services in respect of the Sports Data Warehouse collective data platform for IFs
- Managed relationship with external providers, including in relation to the annual Mohammed Bin Rashid Al Maktoum Creative Sport Award
- Provided logistical support for ASOIF Council and General Assembly meetings

- Maintained accurate internal records using CRM system (Salesforce)
- Conducted ad hoc research for the ASOIF President and Executive Director

#### **Intern, Association of Summer Olympic International Federations, Lausanne, Switzerland**

- Involved in the Research of the governance of 28 Olympic IFs as part of a governance assessment program to establish an evaluation and monitoring tool
- Executed the evaluation of the financial and related operations of IFs
- Developed and delivered a series of presentations of results to ASOIF Executive Director and senior staff

#### **Junior Teacher, New Oriental Education & Technology Group, Nanjing**

- Responsible for managing the TOEFL speaking sector, training more than 150 students

OVER 10 YEARS' WORKING EXPERIENCE IN YACHTING AND SAILBOAT COMPANIES, WORKING MAINLY WITH EVENT ORGANISERS, SPONSORS AND MANUFACTURING COMPANIES.



**Jiwen XIAN**

Chinese

#### LANGUAGES

Mandarin, Cantonese, English

#### EDUCATION

Bachelor of Economics in International Trade, China Pharmaceutical University, Jiangsu Sheng, China

#### SPORTS

Sailing, Water Sports, Tennis, Table Tennis

#### WORK EXPERIENCE

##### **President Assistant, Shenzhen Farnova Yachts Ltd Shenzhen, China**

- Assisted President and other managerial staff in administrative duties
- Developed cooperation opportunities with overseas yacht designers such as Dubois (UK), Farris (US)
- Handled sourcing and negotiation for yacht accessories with overseas providers
- Arranged teams to participate in regattas such as China Cup and Round Hainan Regatta

##### **China Business Developer, Pearson Marine Group Warren, Rhode Island, U.S. & Shenzhen China**

- Explored business opportunities with Nissan Marine, Ironrock Sailing Club and Longcheer Yacht Club
- Updated and managed all client and contractor profiles such as Qingdao Olympic sailing centre and Xiamen tourism department

- Created, maintained and updated project files with Chenlong shipyachts and Hansheng shipbuilding Ltd

##### **Sino-Canadian Educational Program Coordinator, Jinan University, Shandong, China**

- Actively involved in recruitment activities of foreign teachers for the program
- Provided assistance to foreign teachers on airline and travel arrangements, daily living issues and multimedia teaching/ technical support
- Planned and organised events and extracurricular activities for teachers and students
- Gave presentations to students on life and culture in Canada and North America
- Reported teaching progress and other matters related to teaching and cooperation in China to the institution in Canada



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Contact the AISTS on +41 (0)21 692 64 80  
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**AISTS**  
International Academy  
of Sports Science  
and Technology

Quartier UNIL-Centre  
Bâtiment Synathlon  
1015 Lausanne  
Switzerland

+41 21 692 64 80  
[info@aists.org](mailto:info@aists.org)

[aists.org](http://aists.org)

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