

MSA

Master of Advanced Studies in Sports Administration and Technology





The AISTS MSA is co-signed by













Master of Advanced Studies in Sports Administration and Technology www.aists.org/msa

The AISTS MSA, a unique programme

Organised by the **AISTS** (International Academy of Sports Science and Technology), the **AISTS MSA** is a unique postgraduate programme in sports management held annually in Lausanne, the Olympic Capital. Over the course of one year, participants are trained by experts in sports and academics, in the following multi-disciplinary fields applied directly to sport:

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

The AISTS MSA degree is co-signed by some of the best academic and technology institutes of Switzerland: The Ecole Polytechnique Fédérale de Lausanne (EPFL), the University of Lausanne, the University of Geneva and the Swiss Graduate School of Public Administration (IDHEAP).

The AISTS MSA is aimed at sports-minded professionals wishing to achieve a stronger skill set for their existing or desired career in the sports industry. Candidates to the programme 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. Programme participants come from a wide range of nationalities and professions, but they all have the same goal of **Mastering Sport**.

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AISTS MSA work experience requirements

In addition to course requirements, candidates for the AISTS MSA degree must also complete *at least* the equivalent of eight weeks of full time work in the sports industry. Past participants have completed these requirements in the form of short term work or by securing full time jobs with organisations such as the International Olympic Committee, International Federations, sports organisations, sports marketing agencies, and sports departments.

To contact or recruit AISTS MSA 2012 Participants:

Email: info@aists.org

Phone: +41 (0)21 693 85 93

www.aists.org/msa

About AISTS

AISTS was founded in 2000 by the International Olympic Committee (IOC), the Ecole Polytechnique Fédérale de Lausanne (EPFL), IMD Business School, the University of Lausanne, the University of Geneva, the Swiss Graduate School of Public Administration (IDHEAP), Ecole Hôtelière de Lausanne (EHL), the City of Lausanne and the Canton of Vaud.

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 programmes.

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 AISTS is to Master Sport by positively contributing to sports management through a multi-disciplinary approach to education and sciences and by remaining at the fore-front of the sports industry's development and the Olympic movement.



Christophe Dubi Sports Director at the International Olympic Committee (IOC)



January will be a time of culture, education and sport - a wonderful beginning to the year for 1,000 young athletes and their entourage. Innsbruck will host the first Winter Youth Olympic Games.

It will be a fantastic celebration!

This summer, time will stand still - all energy and attention will be focused on London. More than ever, London will be the centre of the world, a concentration of genius... in all its forms. It will be a truly outstanding celebration!

The Olympic Games mark a point in time; for each edition, and for each one of us, there is a Before, and there is an After. In London, sports performances will be exceptional and emotions will be at their peak on many occasions. For the 2012 AISTS MSA class, it will

be no different... Before and After. The year ahead is a deep dive into the fascinating and captivating world of sport.

The AISTS offers you the best conditions for your "life choice" to materialise. Connections, networks, expertise and quality of its professors have contributed to the excellent reputation of the institution, founded in 2000. Your interest and absolute dedication will be the final ingredients needed for joining one of many organisations in the world of sport.

May 2012 be a year of excellence, friendship and respect! May the Olympic values drive all of us in 2012!





Patrick Baumann Secretary General at the International Basketball Federation (FIBA)

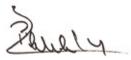


We at FIBA (International Basketball Federation) have a clear vision upon our sport and where we want to be. We have a mission that we pursue every day with set values which guide us throughout our work. To achieve our mission, FIBA relies on people with a great passion for sport and with exceptional skills and expertise.

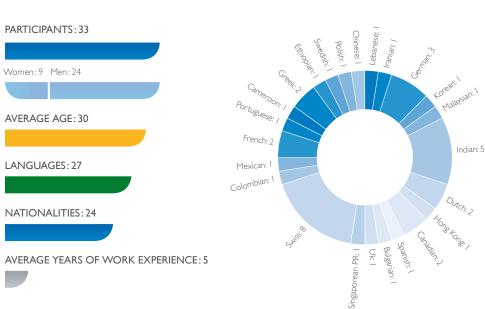
We have a strong relationship with AISTS and have for several years now offered participants of the AISTS MSA (Master of Advanced Studies in Sports Administration and Technology) the opportunity of completing their work experience with us. We have always been satisfied by the exceptional knowledge and motivation that some of the participants have demonstrated, and are happy to count among our employees a number of AISTS MSA alumni.

We also had the opportunity to witness ourselves the high quality of AISTS academic programmes from having some of our own staff members participate in AISTS open modules and are convinced of AISTS' remarkable experience when it comes to teaching sport management.

We value education very much and appreciate those that are willing to continue to learn every day or through courses such as those prepared by AISTS. We look forward to continuing working with the Academy and wish the AISTS MSA class of 2012 much success in their studies.



AISTS MSA Class of 2012 Profile



PARTICIPANTS
PROFILES
2012





Ahumada Cala Diana Carolina Colombian, 34 years

9 years in the IT industry (operations)
2 years in Eco Tourism and Sustainable development
6 months Communications Manager for
Mountaineering Expeditions
4 months as CRM Consultant

Business Administration Degree, Universidad Externado de Colombia International Commerce (Student Exchange), ITESM Monterrey, Mexico



LanguagesSpanish
English
French

Work Experience

Consultant, Sales Factor, Colombia

Led the Process - CRM (Customer Relationship Management) Consultancy

Communicatons and Operations Manager, "7 Summits" Expeditions. Epopeya Colombia

Led Pre-expedition Logistics, Base Camp on-site operations, Everest 2010; Web updates and reports, Blog, social media contents and interaction. Focal point for Sponsors, Media, Public Relations, Everest 2010 and Kilimanjaro 2011

Director, Apuna Travel, Colombia

Developed the Sports-Eco tourism business and Sustainable Development projects

Operations Director, Kajuyali, Colombia

Managed the Operations and CRM areas for Adventure Based Learning Camps

Operations Specialist. ibm.com. IBM Latin America

Led the ISO Quality Management System, Internal Audit, Business controls, CRM Processes, Measurements, Sales Center Operations. Skills/ Human development. Centralization projects for Latin America Sales Center

Sport Accomplishments

- First Colombian woman to climb Aconcagua solo, 2006
- Member of the Everest Colombian expedition 2010
- National Mountain Bike XC and MX medalist, RAID medalist since 2003
- National Equestrian competitions medalist (Young riders and 2nd Category) 1992-1999

Sports

Mountain biking, cycling, alpinism, climbing, RAIDs, skiing, equestrian

Bachelor of Business Administration concentration Marketing, Bishop's University, Lennoxville, Québec, Canada

Altamirano Javier E. Mexican, 31 years

3 years Management and Event/Tournament Coordination in sports clubs 3 years Customer Relations/Personal Sales in hotel and financial institution +2 years youth and children Capoeira professor



Work Experience

Sports Programme Coordinator, Club Deportivo Lince, Mexico

- Led a team of 30 sports instructors from diverse disciplines (including hiring and payroll)
- Organised sport related events, i.e. 25th International Racquetball Tournament, Sporting Awards Gala, dance festivals and other family events
- Presented events and news on local TV and radio on a regular basis
- Assisted general manager in customer relations (complaints' solution and follow up)

Financial Service/ Financial Planner, Skandia Investor House, Mexico

Provided financial advice, customised product sale and postpurchase service to new and existing clients

Sales Executive, Hotel Westin Soberano, Mexico

Maintained and strengthened relationships with international companies, primarily in the Manufacturing industry

Sports

Capoeira graduado (professor) blue-green cord, Abadá Capoeira group, volleyball, basketball, racquetball, football



LanguagesSpanish
English
German
Portuguese



Amhof Eric Swiss, 52 years 21 years as a Swiss Diplomat with posts on all continents except Oceania 2 years in Banking

Master of Arts in Political Science, University of Lausanne, Switzerland, including Chinese language and history (University of Geneva)

Certificate of studies (Chinese language and history), University of Fudan, Shanghai, China



Languages
French
Swiss-German
German
English
Spanish
Chinese

Work Experience

Federal Department of Foreign Affairs, Bern, Switzerland (9 years)

- Head of the Section International Organisations and Host State Policy: managed budgets of CHF 17 Mio p.a. and the approval procedures for projects/credits at government and parliament level
- Diplomatic collaborator (Asia): ran the State visit of Chinese President Jiang Zemin to Switzerland in 1999

Overseas postings in Swiss Embassies (12 years)

 Deputy Head of Mission, Pretoria (South Africa): in charge of political, economic and cultural affairs; set up a security concept for the Swiss community during the FIFA Soccer World Cup 2010

- Cultural Counsellor, Washington, DC (USA): positioned Switzerland in the USA by means of cultural events/projects
- Head of the Economic and Commercial Section, Beijing (China): orchestrated the State visit of Swiss President I.-P. Delamuraz to China in 1996
- Diplomatic Attaché, Mexico City (Mexico): coordinated the 700th anniversary of the Swiss Confederation in Mexico

Desk Officer (Commercial banking Far East), Credit Suisse, Zurich, Switzerland (2 years)

Credit risk analyst, customer adviser, in charge of delegations and trainees

Sports

Ski (J+S instructor), running (marathons, ultra-m.), karate (brown belt), trekking (Mt Kilimandjaro), swimming, cycling, scuba diving

Bachelor in Business Management, Christ College, Bangalore, India

Arora Adit
Indian, 23 years
6 months in Marketing in the Architecture industry
2 years as freelance in Sports industry



Work Experience

Assistant coordinator, Accreditations at Hero Honda FIH World Cup, 2010, Delhi, India

Worked on planning and execution of accreditations at the event

Venue Operations Back-of-House Manager, Road Races, Commonwealth Games 2010, Delhi, India

Responsible for the overall operations of 2 venues for all road events: cycling, marathon, race-walk

Venue Sportainment Manager, ICC Cricket World Cup 2011. Sri Lanka

In charge of all in-stadia activations for sponsors and all in-stadia entertainment at 3 venues in Sri Lanka, Colombo, Kandy, Hambantota

Key Account Manager at Mumbai Indians, Indian Premier League 2011, Mumbai, India

Ensuring rights delivery to all sponsors for the franchise (Mumbai Indians) and executing special events for sponsors

Operations Manager, Carlsberg Elephant Polo Cup- Royal India Polo Company, Delhi, India

In charge of all production and operations of the Elephant Polo Cup. The event was cancelled at the last moment

Production Manager, F1 Rocks in India, Enterprise Entertainment Limited, Delhi, India

Responsible for operations of the Metallica concert to be held in Delhi as a part of the F1 Rocks team. Handled sponsor management, ticketing & logistics

Sports

Cricket, basketball, football



Languages Hindi English Punjabi



Broere David
British, Dutch, 24 years
3 years as a University of St Andrews
Sports Centre Attendant
I year Head of Media University of St Andrews Snowsports
6 months at Transport Department Lake Louise ski resort

6 months OHSE Communications at SGS

Master of Arts (Honours) International Relations, University of St Andrews, St Andrews, Scotland

Semester Abroad, University of Missouri, Columbia, Missouri, USA



LanguagesEnglish
French
Dutch

Work Experience

Health and Safety Communications, SGS, Geneva, Switzerland

- Establishing a new global health and safety department within SGS
- Responsible for the creation and management of the Operational Integrity (OI) web portal and team site
- Creation of a global QHSE contact and distribution list
- Creation of internal and external marketing brochure
- OI Leadership Mobile App project manager

Transport Department, Lake Louise Ski Resort, Banff, Canada

- Seasonal work as a bus host for Lake Louise ski resort
- Meeting, greeting and helping ski guests; selling and checking ski resort bus tickets; cash handling and reconciliation; ensuring sufficient buses ran on time from various pick up locations to Lake Louise

Nikon Sales Kiosk Assistant, 150th British Open Golf Championship, St Andrews, Scotland

Working in a team dealing with general public, hiring binoculars and selling Nikon cameras, photographic equipment and binoculars

Sports Centre Attendant, University of St Andrews, St Andrews. Scotland

- Extensive customer service
- Facility and building duties
- Operating computer management system (sport soft)
- Daily reconciliation of the cash register

Sport accomplishments

Athlete Scholar of the year, International School of Geneva, 2005

Sports

Snowsports, golf, basketball

Master of Art in Social Sciences at UNIL, Lausanne, Switzerland

Generalist in Marketing and Corporate Communication at SAWI (Swiss advertising school), Lausanne, Switzerland **De Vevey** Jean-Baptiste
French, Swiss, 30 years
2 years as Project Manager
5 years as Event Coordinator
2 months as Sponsoring and Partnership Assistant



Work Experience

Event Coordinator, Spool SA, Pully, Switzerland

- Briefing between the clients and the agency
- Coordination on the events

Project Manager, GreenGraffiti Switzerland, Lausanne, Switzerland

- Briefing between the clients and the agency
- Prospects and new business
- Partnerships
- Conceptualisation of events

Partnership and Sponsoring Assistant, OC ThirdPole, Paudex, Switzerland

- New Business
- Prospecting for new partnerships for the Geneva Marathon for Unicef, Extreme Sailing Series, Haute Route
- Accreditation for the Biathlon Worldcup 2011
- Finding new hospitality incentive for the Extreme Sailing Series

Sports

Marathon, soccer, snowboarding, skateboarding





Brazilian

English

Portuguese



Delgado Muerza Ignacio **Spanish, 36 years**

I I years of extensive & international professional experience (Corporate, Start-Up & Entrepreneurial) in the Sports & Entertainment industry: Project Management, Marketing, Sponsorship, Events & Talent Management.

Master in Ski Business & Resort Management, Sierra Nevada College, USA

Sports & Cultural Sponsorship Strategies Diploma, ESADE Business School, Spain

Bachelor of Science in Business (Marketing Major), Basque Country University, Spain



LanguagesSpanish English Italian

Work Experience

Sports Talent Manager Entrepreneur, Spain & USA

 Independent sports marketing consultant and exclusive talent agent & project leader for Spanish elite athletes in action & adventure sports

Key roles include: design, coordination and execution of sponsorship strategy, contracts, networking, TV deals, PR & press office.

Manager for Sponsorship & Sports Events, Telefonica, Spain & international

 Design, development & implementation of Telefonica's marketing strategy & sports sponsorship portfolio: F-1, MotoGP World Championship, Volvo Ocean Race, Actions Sports Events, Ski Schools, Athletes

- Lead negotiator and key contact for all project stakeholders
- Management of direct and sponsored projects & events
- Media relationship & press office management
- Tracking & analytics of 'image impact' & ROI

Communications Manager, L.A. Rock Entertainment, Madrid, Spain

Vertigration Manager, Wanadoo.es, Madrid, Spain

Sport accomplishments

Team Member: 6 expeditions to the Himalayas

Sports

Skiing (Ski Patrol Certificate), mountaineering, sailing, kiteboarding, surfing, cycling, motorcycling

Bachelor of Arts in Physical Education and Sports, Notre-Dame University, Zouk-Mosbeh, Lebanon

Certificate in Sports Nutrition, Sports Performance Institute (SPI), Beirut, Lebanon

El Chab Majdalani Shirley Lebanese, 25 years

1 ½ years in the Media field at Pinkod s.a.l4 years Skiing Personal Trainer3 years Swimming Personal Trainer



Work Experience

Magazine and Media Representative of Fit'n Style magazine, Pinkod, Publishing house, Lebanon

- Advertising sales executive; researching the market, building business association hence elevating the company's income
- Public relation; establishing and promoting positive business relationship with clients and potential clients
- Staff writer; writing articles about health and sports on a monthly basis

Magazine and Media Representative of Ragmag magazine, Pinkod, Publishing house, Lebanon

Advertising sale; marketing the magazine

Promoting physical skills and mental assets through sports



Personal swimming coach for beginners and intermediate levels. Swimming coach for the TV show "The Biggest Loser" broadcasted on MBC Television Channel

- Skiing Persor

Personal skiing trainer for beginners and intermediate levels

Sports accomplishments

Bronze medalist in Lebanese Swimming Competition and Open Water Championship

Participation in "Raid des Cèdres" mountaineering competitions, organised by the Lebanese Army Special Forces

Sports

Skiing, rock climbing, hiking, tennis, latin dancing and ballet



LanguagesFrench
English
Arabic



Gruncharov Boyan **Bulgarian, 30 years**

5 years experience in Media and Communication as a Sports Journalist, 3 of them in a management position

I $\,\%$ years experience in Business Development as a Marketing Consultant for Apple Creative Center Bulgaria

Master in Business Administration (MBA), HEC Paris School of Management, France Bachelor of Arts in History, Sofia University, Bulgaria



LanguagesBulgarian
English
French

Work Experience

Business Development Consultant, Apple Bulgaria, Creative Center

- Create business development and marketing strategy with a focus on the entertainment industry
- Identify potential customers in target markets
- Lead role in preparing new business bids and building
- Build strong client relationships
- Assist senior management in the strategic reorientation from a business-to-customer to a business-to-business model

Deputy Editor of Sport Desk, Sport Desk, Tema News, Bulgaria

- Responsible for the coverage of international football games and events
- Managed day-to-day workflow of the international Sport Desk team and website

- Secured agreements for information exchange between TemaSport and foreign daily newspapers

Senior Reporter/Correspondent, Tema News, Bulgaria

- Wrote articles/commentaries on UEFA Champions League and the English Premiership
- Interviewed foreign football club players and officials

Sport accomplishments

- Universities' Football Competition (2003): 3rd place with Sofia University
- MBA Football Tournament (2009): 4th place with HEC Paris Football team

Sports

Football, volleyball, table tennis

Master of Science in Business Process Management, Open University, Netherlands

Bachelor in Sport, Economy & Communication, Fontys Institute, Tilburg, Netherlands

Bachelor in Business Economics, Fontys Institute, Tilburg, Netherlands

Hendriks Geert Dutch, 35 years

10 years experience in Project Management & Consultancy in mainly Banking and International Humanitarian Aid 2 years Management experience in the Emergency Relief sector



Work Experience

Manager Information Services, Medair International, Switzerland

- Profound project management skills for interdisciplinary teams within the challenges of a developing world context:
 - Worldwide implementation of HR & financial management system
 - E-learning facilities in remote & isolated locations (i.e. N.-Afghanistan, Somalia, Sudan)
- On-site assessment (remote areas Madagascar) of document management solution
- Management of large corporate grants from private foundation
- Leadership skills in cross cultural teams with experience in supervision, coaching and team building
- Strategic relationship building with other NGOs and key vendors
- Sideline (literature study): "Sport as tool for peace-building and conflict resolution"

Senior Implementation Specialist & Project Manager, Netherlands

- Advisory role to executive management concerning information and performance management
- Manage interdisciplinary projects in area of governance, change management, marketing & CRM, business process redesign etc

Sports organisations volunteering

- NIKE Marketing support Dutch national soccer team
- National Basketball Association (NBA) Promotional staff during events
- Dutch Korfball Federation National Championship

Sports

Korfball, hiking, cycling



LanguagesDutch
English
French



Ho Joan Hong Kong, Canadian, 23 years 2 years in Education and 1 year in Marketing, while simultaneously involved in the Non-Profit industry for 7 years

International Bachelor of Business Administration, Schulich School of Business, York University, Toronto, Canada

French immersion student, Université du Québec, Trois-Rivières, Canada

Exchange student, University of Hong Kong, China





LanguagesEnglish
Cantonese

Work Experience

Brand Ambassador, Mosaic Sales Solutions, Canada

- Responsible for promoting consumer packaged goods in the Greater Toronto Area
- Brands represented include o.b, Downy, Vaseline, Dove, Let's Rock Elmo, Nature's Path, Sally Hansen and Kambly

Founder & Chair, Artists Making a Change, Canada

- Founder of AMC, a Canadian-registered charity with the sole responsibility to organise the Art of Life, an arts exhibition and silent auction featuring local Canadian contemporary artists
- In November 2005, the Art of Life raised a total of \$8000 for the SickKids Foundation and was featured in the local media
- Currently offers free art lessons for children in the Mississauga community

English Instructor, Changchun Normal University, China

- Taught written and oral English classes to second- and third-year university students
- Founder of the English-Chinese Language Exchange Club
- Recipient of the Can-CEF Award 2010 for most outstanding foreign instructor

Sports

- Enjoys swimming, badminton, table tennis
- Organised the 2007 Hong Kong Cup, the largest table tennis competition in Canada with athletes from 5 countries and 2000+ attendees
- Has attended the 2002 Salt Lake City Olympics, 2004 Athens Olympics, 2010 Vancouver Olympics, and the 2010 South Africa World Cup

Bachelors of Arts in Business Management and Leisure Studies, Manchester Metropolitan University of Cheshire, Crewe, United Kingdom

Higher National Diploma in Sports Management, Manchester Metropolitan University of Cheshire, Crewe, United Kingdom

Ibrahim Amir Malaysian, 26 years 3 years in Sports Administration in Transfers and Anti-Doping (FIBA)

Senior counsellor at a summer camp



Work Experience

Sport Development Assistant, International Basketball Federation (FIBA), Geneva, Switzerland

- Responsible for organising basketball player transfers under the Sport Development Department
- Assisting the Anti-Doping Manager with the organisation of anti-doping activities
- Assisting the Agents Manager in organising the FIBA agents tests
- Assisted in the development of the FIBA 3 on 3 where the project was officially introduced at the first Youth Olympic Games in Singapore

Senior Counsellor at Village Camps, Coppet, Switzerland

 Responsible for supervising a group of children carrying out programmes such as sporting activities, excursions, arts & crafts

Voluntary Basketball Coach, Crewe, United Kingdom

 Coaching school pupils of basketball fundamentals for after school curricular activity

Sports

Basketball (basketball Level 2 coaching certificate), football (FA Level 1 certificate in football coaching), Tennis (LTA Nestle tennis teachers key stage ³/₄), badminton (Sportsmanship award in high school in badminton), table tennis, volleyball



LanguagesEnglish
Bahasa Malaysia
(Malay)
French



Jayahari Amrutha
Indian, Swiss Work Permit B
26 years
2 years in Technology Consulting and 2 years as

Manager in a major Swiss healthcare company

Bachelor of Engineering (Computer Science), Vishveshwariah Technological University, Bangalore, India



LanguagesEnglish Hindi Kannada

Work Experience

BMS Data Manager, Novartis Tiergesundheit AG, Basel, Switzerland

- Worked successfully with various Products marketing, Brand teams, Finance department and country organisation on strategic projects to improve global visibility of products and inventory levels
- Transformed huge amounts of data from tables to graphical format for quick understanding and action of senior management
- Created a shared database portal to improve coordination between international teams and Switzerland based managers
- Rewarded with the Novartis Champagne Award in recognition of outstanding and persistent contribution to the team and organisation objectives

Project Consultant, Capgemini Consulting, Bangalore, India

- Project execution and international co-ordination of technology projects, while working in a cross functional and multi-cultural team
- Translated real world business requirements to feasible technology solutions, while working for a global telecom company
- Received "Client Appreciation Award" for implementation of a complex "Warranty Management System", in absence of a key team member

Sports

Table tennis (University level representation), badminton, running

French-German Double Degree (Diploma = 1st year of Master) in Business Administration, University of Applied Sciences, Gelsenkirchen, Germany and University of Savoie, Annecy, France

Kemmer Jochen German, 30 years 3 years in Sales & Business Development, B2B 1 ½ years in Project Management Leisure industry 1/2 year in Event Management



Work Experience

Distribution Account Manager, Brady GmbH, Germany

- Selling to distributors and strategic end-users
- Strategic and operational business planning with distributors
- Training of distributors (sales training and product training)

International Management Trainee, Brady SRL, France

- Cross-national project management and training in the areas of Marketing, Business Development, Sales and Product Management
- Creation of a new concept to measure customer loyalty and implementation in all 7 European subsidiaries
- Creation of a new business plan for the construction of a new subsidiary of the Seton Mail order business in Czech Republic

Export Sales Assistant, JSP Ltd., England

- Selling to distributors in 15 different countries
- Prospecting, conceiving marketing activities

Marketing Assistant, K3 Media Event Management, Germany

- Assisting the Production officer on several events (concerts)
- Promotion for K3 artists, drawing up tour schedules

Sports

- Playing soccer in a variety of different teams (highest level: 5th German division)
- Soccer coach (UI3 team)
- Ski instructor
- Organising university sports competitions



Languages

German English French Spanish Brazilian -Portuguese



Lee Jekyung
Korean, 36 years
2 years in Sporting Goods Retail industry (Intersport)
6 years in Sports Brand industry (Fila, Lecoqsportif)

2 years in Fashion Brand industry (Diesel)

Bachelor of Sport Science, Seoul National University, Seoul, Korea



LanguagesKorean
English

Work Experience

Category Manager, Intersport, LG Fashion corp., Korea

- Planning category strategy and store merchandise plan
- Buying and distributing product

Product and Sales Manager, Diesel, Shinseage Internatioal co, Ltd., Korea

- Planning of store opening and closing
- Recruiting and Education of sales staff
- Buying and distributing product

Product Manager, Lecoq sportif, Descente Korea Ltd., Korea

- Planning of seasonal strategy, management of buying budget
- Buying and distributing product

Product Manager, Fila Korea Ltd., Korea

- Planning of seasonal strategy, management of buying budget
- Buying and distributing product

Sports

Taekwondo, 4th degree (Dan) (third place of national high school taekwondo competition), ski, instructor Level I of Korea Ski Instructors Association, tennis, running, mountaineering

Master of Science in Fluid Mechanical Engineering, Shahid Beheshti University, Tehran, Iran Bachelor of Science in Chemical Engineering, Arak University, Arak, Iran

Majd Zaringhalam Ehsan Iranian, 27 years 2 years in Sport industry

2 years in Sport industry 4 years in Energy industry



Work Experience

Research Assistant, Nobarez Productive Athletic Company, Tehran, Iran

Organise and manage three local Basketball competitions, Tehran, Iran

Technical Intern, Shahed Baft Savako Tehran, Iran
Technical Intern, Shazand Refinery Arak, Iran
Founding and managing ESI Fitness Clubs Arak, Iran
Organise competitions as a Member of the Committee
of Basketball tournament

Sport accomplishments

- Played for the Iranian national basketball team, 2000
- Third place in the Iranian Basketball League, 2008
- Second place in the National University's sport tournament, July 2007, July 2008
- First place in the National University's sport tournament, July 2009, July 2010

Sports

Basketball, played for the national basketball league and the university team



LanguagesFarsi
English
Kurdish
Arabic



Mallétroit Jeremy
Swiss, French, 28 years
5 years in Banking industry
3 months in Sports industry,
2 years in Public Administration,
5 years as part-time Substitute Teacher
10 years as Football Coach of youth teams

Bachelor of Science in Economics, Haute Ecole de Gestion du Canton de Vaud, University of Applied Sciences in Business, Lausanne, Switzerland





LanguagesFrench
English

Work Experience

Commercial Employee, Swiss Federal Department of Economic Affairs, Lausanne, Switzerland

- Prepare assignments through permanent contact with those required to perform civilian service and service establishments, as well as plan obligations in negotiation with different partners and under the relevant legal framework
- Hold introductory courses for groups of up to fifteen people beginning civilian service

Marketing Assistant, Anderson Events, Sydney, Australia

- Create a Company Profile
- Update the website and create a Facebook page
- Develop marketing actions on the Internet
- Develop databases for competitions and phone to clients to register them to upcoming events
- Oversee and referee at numerous soccer events in Sydney

Advisor Assistant, International Private Banking, Banque Cantonale Vaudoise, Lausanne, Switzerland

- Support senior advisors in management and development of customers portfolios through proposals of wealth management solutions to optimise their profitability
- Report portfolios performance to customers segmented as "affluent"
- Conduct meetings on the follow-up of the financial markets

Sports

Football, rugby, cycling, tennis, running, hiking, badminton, ice hockey

Bachelor Degree in Law (5 years), University of Lisbon, Law School, Lisbon, Portugal

Frequency of several modules of the Sports Law postgraduate programme, University Lusófona, Lisbon, Portugal

Malva do Vale Paulo Portuguese, 28 years

5 years as Lawyer, Lisbon, Portugal 3 years as in house Legal Advisor, Lisbon, Portugal 4 months as Assistant Attaché to the Permanent Mission of Portugal to the United Nations, New York, USA



Work Experience

Lawyer, Vieira de Almeida & Associados Law Firm, Lisbon, Portugal

Worked in different sectors including the sports sector (legally advised FIFA on the risk assessment of the Spain & Portugal joint Bid for the World Cup of 2018 and 2022). Responsible for drafting contracts, negotiations, risk assessment

Legal Advisor, CTT – Correios de Portugal, Lisbon, Portugal

Advisor of the Legal Department involved in administrative litigation and public procurement procedures

Assistant Attaché to the Permanent Mission of Portugal to the United Nations, New York, USA

Involved in the campaign for the election of Portugal as a non-permanent member of the United Nations Security Council and part of team responsible for the works of the $I^{\rm st}$ and $6^{\rm th}$ Committees of the UNGA. Responsible for the elaboration of daily reports

Sports Volunteer

Volunteered in the organisation of two editions of the Estoril Tennis Open and former Head Coach of the Feminine Amateur Football Team of Vieira de Almeida & Associados

Sports

Footbal: played for the junior leagues of Paris Saint-Germain FC (Under 11 and 12), Fourqueux FC (Under 13), played tournaments in Portugal.

Alþine ski, jogging, tennis, karate, krav maga



Languages
Portuguese
French
English
Spanish



Nagarkatti Dhruv
Indian, 29 years
1 ½ years as a Tennis coach and manager of tennis academy
5 years investment banking in London, UK

Master of Science in Financial Mathematics, King's College London, London, UK (Awarded Best Overall performance prize Bachelor of Arts (Hons.) in Mathematics, University of Delhi, New Delhi, India



Languages English Hindi

Work Experience

Tennis Coach, Kinesis Sports Pvt. Ltd, India

- India's premier and fastest growing tennis academy
- Managed center with over 50 kids and 20 adults
- Coaching group & individual lessons adults and children (4+ yrs)
- Oversaw 40% growth in students, I 0x times growth in adult coaching
- 100% conversion rate from Adult coaching to Membership scheme
- Initiated numerous marketing drives official brochure, corporate stalls, coaching manual

Tennis Coach, David Lloyd Leisure, London

- Britain's leading gym, tennis and health club chain
- Coaching group & individual lessons adults and children (5+ yrs)

Associate, Investment Banking, HSBC Bank Plc, London

- Advising on mergers & acquisitions for clients in Europe and Middle East
- Presentations for client pitches and building detailed valuation models
- Rated #1 analyst in 2007 & selected for a coveted 6 month secondment to Group Strategy

Volunteer, Parikrma Humanity Foundation, India

- NGO that provides top-quality education for street and slum children of Bangalore
- Trained children for 10 km races; Raised \$7000 by running London 10 km
- Taught after-hours Mathematics to GCSE students

Sports

Tennis (professional coach, played for university), volleyball (played for university), running (10k), triathlon

Bachelor of Science in Information Systems (with Distinction), Addis Ababa University, Addis Ababa, Ethiopia

Negash Dagim Teshome Ethiopian, 28 years 5 years in Event Management with Great Ethiopian Run 2 years in Business Development with Ouest International Ltd.



Work Experience

Operations Manager, Great Ethiopian Run, Ethiopia

- Worked on planning and executing race day operations, planning and implementing event setup and branding
- Recruiting and deploying personnel for event, preparing event specific operations manuals
- Preparing and implementing registration system, website administration
- Worked on timing systems for races with ultra-timing technology

Registration Coordinator, Great Ethiopian Run, Ethiopia

- Worked on preparing and implementing registration system, recruiting registration officers
- Arranging registration centres, contacting event participants, controlling the overall registration process
- Planning and implementing event setup, recruiting and assigning event personnel, preparing and supervising branding plan specific for events

Sports

Football (university level), running, swimming



Languages English Amharic



Nyom Likound Daniel Cameroonian, 31 years 3 years in Professional sport 2 years in Clinical Trial

Bachelor in Sport Administration, Salt Lake Community College, Utah, USA & Northwest Nazarene University, Boise (Idaho), USA



LanguagesFrench English Bassa Babimbi

Work Experience

Administrative Assistant, Merck Serono, Clinical Trial Management, Geneva, Switzerland

- Analyse and assuring that the documents required for good clinical practices (GCP) are correct before any submission of protocol, inform consent and Investigator brochure (IB)
- Controlling the good practice of clinical protocol across the sites worldwide
- Reporting any missing documents that could have bad effect during the final submission of a medicine to Federal Drug Agency (FDA)

Sport accomplishments

Two times Basketball Junior Champion, NIKE Europe Basketball All-star selection in Paris, Basketball All-star selection. Nominated as a NCAA All mentioned, Junior National team pre-selected (Cameroon)

Sports

Basketball at the NCAA level & professional, soccer, handball, volleyball, golf, badminton, running, all sports

Bachelor of Arts in Political Science and Public Administration specialising in Management, National and Kapodistrian University of Athens, Greece

Patroni Katerina Greek, 28 years

5 years of experience working with Dora Bakoyannis (former Greek Foreign Minister and former Mayor of Athens, Greece) 3 years of experience working for the Government next to the Minister of Defence and next to the Vice Minister of Transportation and Communication Member of the Greek Tennis Federation (1999- present)



Work Experience

Delegation Services Agent, Special Olympics Athens 2011, Greece

Responsible for the sport information desk

Campaign volunteer, Democratic Alliance Party Achaia, Greece

Assisted with voter solicitation and events

Research Assistant, Ministry of Transportation and Communications, Athens, Greece

- Assisted with fact findings for the Undersecretary's speeches
- Provided support on various research issues, i.e., opposition, pending bills, media
- Assisted with the Undersecretary's re-election campaign material

County Representative, Achaia, Greece

Ran my own campaign and was elected as a representative

Campaign Intern, Ministry of Defense, Athens, Greece Provided support in various political issues

Campaign Intern, Political Office of Dora Bakoyannis, Foreign Minister and Mayor of Athens, Greece

Voter identification and canvassing. Organisation of campaign rallies

Sport accomplishments

Second and first place at the 1999 and 2001 West Greece Tennis Championships. Third Place at the 2003 Tennis National College competition

Sports

Tennis, rhythmic sport gymnastics, downhill ski, water ski, ballet, rafting



LanguagesGreek
English
French



Pernet Jeremy Swiss, 23 years

6 months as Associate in the Swiss federal administration 6 months as HEC Lausanne External Representative in Singapore

6 months as Junior Project Manager in Sustainability

Bachelor of Science, HEC Lausanne, School of Business, Lausanne, Switzerland & Copenhagen Business School, Copenhagen, Denmark



LanguagesFrench English

Work Experience

Associate for the CIS region, Federal Swiss Agency for Development and Cooperation, Bern, Switzerland

- Organisation of the Annual Conference of the Swiss Cooperation with Eastern Europe
- Responsible of the overall recruitment process of journalists for the CIS region
- Development of standardised frames for the information material of the CIS region
- Harmonisation of the websites of the Cooperation Offices in Central Asia, South-Caucasus, Ukraine and Moldova

External Representative for HEC Lausanne, Swissnex Singapore, Singapore

- 1st HEC external representative in Singapore
- Creation of the HEC Alumni Chapter in Singapore and organisation of the launching event of the Chapter

- Meetings with local universities and professional representatives active in the field of finance and consulting to promote HEC and develop new partnerships
- Organisation of various meetings and events to connect HEC and its new partners

Junior Project Manager, Swissnex Singapore, Singapore

- Responsible of overall projects in the field of sustainability and environment
- Responsible of the overall organisation of the conference "Sustainability A Global Journey"

Sports

Football, dragon boat, skiing, snowboarding, wakeboarding, baseball

Bachelor of Arts in Economics and Political Science, McGill University, Montreal, Canada Certificate in Business Administration,

Certificate in Business Administration, Rotman School of Management, University of Toronto, Toronto, Canada

Ross Jeff Canadian, 27 years

3 ½ years in the Real Estate Development and Urban Revitalisation industry I year in the Sport for Development Sector

at the Not-for-Profit Organisation: Right To Play



Work Experience

Development Analyst and Asset Manager, Waterfront Toronto, Toronto, Canada

- Assisted in managing the land disposition strategy, developer proposal call process and developer partnerships for five separate development sites along Toronto's waterfront, including the Athletes Village for the 2015 Pan American Games
- Led the creation and implementation of the Legacy Strategy and Analysis to leverage the 2015 Pan Am Games to better the future community of the post-Games Athletes Village neighbourhood

Business Analyst, Filmport Developments Inc., Toronto, Canada

- Provided project support to the CEO, CFO, and VP of Business Development in matters of finance, planning and business development for Filmport; a 47 acre film studio development on Toronto's waterfront

 Developed the Strategic Plan for the Filmport Creative Convergence District

Special Projects Coordinator, Right To Play, Toronto, Canada

 Responsible for acquiring sponsorship partners and implementing grassroots fundraising and awareness programmes

Sport accomplishments

Member of 3 Ontario Provincial Champion ice hockey teams

Sports

Ice hockey (university level), soccer, tennis, baseball, basketball, skiing



Languages English



Shanthan Reddy Cheerla Indian, Singaporean PR, 24 years 4 years experience in IT Systems Integration Management & Consulting 2 years as Team lead

Bachelor of Engineering (Honours), Nanyang Technological University, Singapore





LanguagesEnglish
Hindi
Telugu

Work Experience

Senior IT Analyst, (SI&T), Accenture, Singapore

- Worked on big scale IT systems & processes integration and management framework
- Led a team in performing the functional analysis for the Singapore Government's prestigious nation-wide ultra-high speed fibre-based 'Next-Generation National Broadband Network' project
- Developed a very large scale, complex CRM-billing platform for a leading telecommunications company in the Asia-Pacific region

Research Engineer, A-STAR, Singapore

- Singapore government's leading statutory board for scientific research
- Provided scientific research in RFID for innovating state-ofart applications for the industry

 Integral role in developing and incorporating several commercially & technologically successful applications into A-STAR Middleware

Sport accomplishments

Cricket:

- Played in Second Division, Singapore National Cricket League
- Vice-Captain, Nanyang University at 2004 Singapore Inter Varsity Games
- Best Bowler, 2004 Singapore Inter Varsity Games
- Third in Singapore Cricket Association Junior Knock Outs

Sports

Cricket, tennis, basketball, football, field hockey



Sutter Anja
German, 34 years
4 years as Manager of Business & Product Development
7 years as Specialist in the area of Product
Management, Marketing, Strategy and Controlling

Bachelor of Business Administration, VWA Stuttgart, Germany / European Business School Madrid, Spain



LanguagesGerman
English
Spanish

Work Experience

Business & Product Development Manager, Mazda Motor Europe GmbH, Germany

in Automotive industry

- Leading a multicultural team responsible for pan-European projects such as new product developments, supplier management, evaluation and optimisation of business processes, IT development coordination and set-up of business specifications
- Conducting customer satisfaction surveys
- Coordinating European trademark and brand protection programme
- Organising yearly European dealer event

Marketing and Controlling Consultant, Daimler AG, Germany

 Identification of strategic and operational areas of action for Mercedes-Benz National Sales Companies in Spain

- and Portugal through analysis of structure, processes, market trends and benchmark of competition
- Investment analysis for new dealer sites in Spain and Portugal
- Representation of the Mercedes-Benz brand in common projects with other vehicle manufacturers

Product Management, Daimler AG, Germany

- Worldwide implementation of product launches and campaigns after previous market and SWOT analysis as well as controlling of implementation results
- Annual participation at trade fairs (Frankfurt Motor Show, Automechanika Frankfurt)

Sports

Skiing, hiking, cycling, running, swimming, sailing, diving, shotokan karate, volleyball, tennis, paddle — tennis

Bachelor of Physical Education and Sport Science (Specialisation: Sport Management), University of Athens, Greece

Tsellou Asimina **Greek, 28 years**2 years in Sport Event Management 3 years in Communications and Marketing industry



Work Experience

Football Administration Coordinator/Venue Staffing Manager, Special Olympics World Summer Games Athens 2011, Greece

- Coordinate sport information desk, manage athletes/ officials/staging supervisors
- Organise venue specific training
- Manage recruitment process

Venue Media Supervisor (Football/Basketball/Beach Volleyball), Arab Games Doha 2011, Qatar

- Plan, staff and implement media operations
- Prepare facilities required by the written press and manage the proper functioning of media room, media tribunes, mixed zone, press conference room and press corners
- Train volunteers

Account/Event Manager, Art Nova Advertising Services, Athens. Greece.

 Organise Below The Line (BTL) activities and coordinate accounts of major brands, ie., Fiat 500, Ferrero Rocher, Kellogg's, Panathinaikos F.C, Sony Ericsson

Project Manager, Hellenic Association of Sport Management, Athens, Greece

- Organise and implement sports, charity and educational events

Volunteer Activities

- Athlete support assistant, Athens Classic Marathon 2001, Greece
- Closing ceremony assistant, Olympic Games, Athens 2004, Greece

Sports

Dance, pilates, skiing, horse riding, high jump



LanguagesGreek
English
Spanish



Veeramani Lakshmanan
Indian, 35 years
13 years of experience in Risk Management
5 years as senior manager &
4 years as Asst vice president in Banking industry

MBA in Sports Management (Pursuing), Tamilnadu Physical Education and Sports University, Chennai, India

Bachelor of Bank Management, Madras University, Chennai, India



LanguagesEnglish Tamil Hindi Malayalam

Work Experience

Asst Vice President (Banking) Haddows D code Solution, India

- Worked on strategy on improving bad debts collection
- Audit & compliance process have been restructured and the company has faired better in audit conducted across all banks
- In a competitive scenario negotiated & acquired the best portfolios in the banking segment at a low cost
- Cost of acquisition had decreased as internal leadership programmes where conducted under my direct supervision

Asst Vice President – Cholamandalam DBS Finance Ltd, India

- Head of the collections Pan India
- Consistent target achievement in the years 2007-2008
- Have been awarded the best Regional Manager Pan India

Regional Recovery Manager - Citi Financial Consumer Finance India Ltd, India

- Mentored, trained, motivated a newly recruited team
- Evaluated the needs of risk management and planning for strategic improvement of collection process
- Cost of collection was reduced by 5% on introducing an in-house module which resulted in best efficiency and process control

Sports

Volleyball (university level), member of SAF games organising committee

- Organising committee World Beach Volleyball Championship.
- Organising committee of inaugural Indian Volley League. Football (FA certified level 1 coach)

Bachelor of Science in Business Administration, University of Central Florida, Orlando, USA

Wiacek Christophe Swiss, Polish, 30 years 2 years experience in Office Administration and new market development



Work Experience

New Market Development Assistant, ISP International sarl, Nyon, Switzerland

- Responsible for researching and compiling information (demographic and economic) about various markets
- Assisted the managing director in the preparation of reports based on external market research
- General relations with clients and preparation of client meetings
- Standard office tasks, database management, translations of documents

Intern at KRISKEN MANAGEMENT S.A., Geneva, Switzerland (Wealth Management Institution for Professional Athletes)

- Development of marketing and communication
- Creation and management of the model portfolio
- Various office tasks

Brand coach, UEFA FAN ZONE, Geneva, Switzerland

Representative for the ADIDAS brand during the EURO 2008 in Geneva FAN ZONF

Sports

Student-athlete at the University of Central Florida men's soccer team

Neuchâtel Xamax FC Under 21





Languages French English Polish



Zeller Pascal Swiss, 28 yearsI year as a Communication Advisor
3 years as a Football Club Committee Member
I year as a Scuba Diving Instructor

Bachelor of Business Management, Haute Ecole d'Ingénierie et de Gestion, Yverdon, Switzerland



Languages
French
German
English

Work Experience

Communication Advisor, Asset Management & Trading Division, Banque Cantonale Vaudoise, Lausanne, Switzerland

- Assisted in planning and managing internal and external communication projects
- Wrote, revised, edited and produced French, German and English content appearing in various communications tools

Business Manager, Lounge/Bar Au Rayon de Soleil, Tuléar, Madagascar

- Developed the business plan
- Responsible for the advertising (flyers, posters, business cards), merchandising, events organisations (concerts) and the website, blog

Sport Volunteer, FC Prilly-Sports, Prilly, Switzerland

- Committee member of FC Prilly-Sports
- Organised and managed 17 youth teams and 3 amateurs adult teams
- Organised tournaments and events

Scuba Diving Instructor, Aster'O, Lausanne, Switzerland PADI, SSI

Young Council of Prilly, Switzerland

- Member (5 years) and President (1 year)
- Organised sports tournaments and campaigns for the prevention and awareness of various issues (Aids, alcohol, drugs)

Sports

Football, free diving, golf, running, scuba diving, ski, snowboard, volleyball

Bachelor of Public Institution Management (Sport industry direction), Beijing Sport University, China

Master of Science in Sport Management, Southern New Hampshire University, United States

Zhao Dafang Chinese, 24 years 2 years experience in Sport Management



Work Experience

Assistant Coordinator, Duva Boxing LLC, Chinese National Boxing Team's US training Camp Programme, United States

- Excellence Award Stipend
- Managed all aspects of the programme during training regimen, coaches' meetings, travel and communications.
- Interpreted for the American and Chinese coaches

2008 Beijing Olympic and Paralympics Volunteer, Beijing, China

- Excellence Award

Hockey Venue

 Assisted the athletes, coaches and trainers during all aspects of the Games including providing translation and interpretation services.

- Assisted in organising groups of dignitaries for attendance at the games. Goalball Venue
- Assisted in organising groups of dignitaries to attend the games

Administrative Assistant (Internship), the Beijing Organising Committee for the 2008 Olympic Games, Beijing, China

Provided support and integrative assistance between the BOCGO administration and the Deputy Manager of the human resources department

Volunteer, "Good Luck Beijing" 2007 International Hockey Games, Beijing, China

Provided public relations services

Sports

Table tennis, swimming, snowboard



LanguagesChinese
English



Ziethen Thomas **Swiss, German, 30 years**1 ½ years in Audit with Ernst & Young Ltd. in the industry sector

2 ½ years years in Controlling for Siemens Switzerland Ltd.

Licentiatus Rerum Politicarum (equivalent to Master of Arts in Business Administration), University of Berne, Switzerland





LanguagesSwiss-German
German
English

Work Experience

Controlling, Siemens Switzerland Ltd. - Building Technologies Division - Fire Safety and Security Products (FS) Business Unit, Zug, Switzerland

- Provide the financial reporting for the monthly closing
- Monitor and analyse the financial performance of the business unit
- Provide analysis and corrective action recommendation to management
- Support the budget and target setting process
- Jointly responsible for the Siemens productivity programme for the FS
- Improve the asset and cash management controlling of the FS
- Develop, implement and perform a regional performance review process for the FS

Audit (Industries), Ernst & Young Ltd., Zurich, Switzerland

- Assess and evaluate financial statements of the clients
- Perform other agreed upon evaluations
- Analytical testing of various processes and the internal control system

Youth Department Responsible for the Tennis Club Sarnen, Switzerland

- Organising trainings, championships, special training weeks during the summer school vacations
- Collaboration with coaches
- Member of the board and dealing with various issues related to the tennis club

Sports

Tennis (Swiss youth tennis coach certificate J+S), football, kayaking, hiking, running

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