

MEET THE COHORT



**FULL-TIME
MBA 2025**

**CLASS
OF 2025**

With over 30 years of experience, the AMBA accredited MBA at University of East Anglia challenges and changes the way our students think about business.

UEA offers an altogether different, personalised programme that gives our students more time to participate and share expertise with their peers, led by a team of leading academics and industry practitioners at the forefront of research and commerce.

Only the very best students are selected, from around the globe, to benefit from the hands-on practical consultancy experience that sets Norwich Business School apart. Our students share knowledge and expertise as part of a supportive community that remains active long after graduation.

2024 FULL-TIME MBA COHORT

16

NUMBER OF
STUDENTS

30

YEARS

Average age
at start of MBA

9

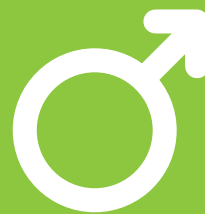
YEARS

Average work
experience



50%

Female
students



50%

Male
students



INTERNATIONAL STUDENTS

100%

International students



PRE-MBA PROFESSIONS

Sectors	Job roles
Banking 4	Manager 8
Finance 3	Analyst 2
Retail 2	CEO 1
Financial Services 1	Director 1
Consultancy 1	Business Partner 1
Hospitality 1	Product Owner 1
Agriculture 1	Other 2
Automotive Engineering 1	
Real Estate 1	
Law Enforcement 1	

THE STUDENTS

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Nationality

Sri Lankan

Languages

Sinhala (Native)
English

ABOUT ME

A competent individual versed in a multitude of areas such as international banking, customer due diligence, business development, financial crime analysis and human resource management.

CAREER INTERESTS

I am looking for a career to pursue my passion of exploring new opportunities and service. I aspire to take on new challenges whilst wielding my learning to spur career and emotional growth.

DUNILI AMARASINGHE

EDUCATION AND QUALIFICATIONS

2019–2024

International Diploma Human Resource Management

Pearson UK, Colombo, Sri Lanka

2020

Certificate Human Resource Management and Psychology

Human Resource Management Institution, Colombo, Sri Lanka

PROFESSIONAL EXPERIENCE

2024

Branch Operations Officer – Centralized CDD Team

Hongkong and Shanghai Bank, Union Place, Sri Lanka | *Banking*

- Led a two-member team managing the remediation of low and medium-risk customer due diligence profiles in HSBC Sri Lanka's Wealth & Personal Banking.

- Managed stakeholders locally/regionally to ensure CDD profile completion per guidance and oversaw CDD remediation and ad-hoc projects.

- Ensured zero over-dues and achieved the monthly throughput of above 100% and streamlined the processes to contribute towards an effective and productive CDD monitoring process.

2023–2024

Client Support Officer Outbound, International Banking

Hongkong and Shanghai Bank, Premier Center, Sri Lanka | *Banking*

- Handled the end-to-end client journey of the International Banking process along with business development initiatives and functioned as the sole point of contact for the Outbound referral journey.

- Acted as the sole point of contact for the Inbound referral journey and handled International Premier clients and attended to their queries while monitoring and maintaining various crucial MIs.

- Handled team admin tasks, maintained documentation, and assisted with daily banking for high-net-worth clients, ensuring top-level service.

2022–2023

Business Development Officer/ Interim Premier Relationship Manager | Hongkong and Shanghai Bank, Nugegoda, Sri Lanka | *Banking*

- Developed sales strategies, built stakeholder relationships, created acquisition programs, and served Premier customers through need-based sales.

- Served as interim Relationship Manager for Premier customers, supporting sales planning, daily activity monitoring, and banking tasks.

PROJECT EXPERIENCE

International Banking Division, Hongkong and Shanghai Bank

Launched and built all processes for the division as the first officer, creating policies, establishing procedures, and managing administration to develop a fully functioning department.

Financial Crime Division, Hongkong and Shanghai Bank

Pioneered the migration of the Financial Crime Division from Singapore to the UAE, ensuring regulatory compliance and building a team focused on UAE financial crime risk and stakeholder management.



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Nationality

Thai

Languages

Thai (native)
English

ABOUT ME

Experienced law enforcement officer skilled in investigation, interrogation, and management, eager to apply problem-solving, adaptability, and leadership in the business sector.

CAREER INTERESTS

Passionate about real estate and sales; deeply motivated by opportunities that allow me to connect with people, foster growth and self-improvement, enhancing both my professional and personal skills.

AOPA KLAHARN

EDUCATION AND QUALIFICATIONS

2010–2014

Bachelor Degree Public Administration

Royal Thai Police Cadet Academy, Nakhonpathom, Thailand

PROFESSIONAL EXPERIENCE

2020–2024

Inspector of Nakhonpathom Immigration

Thai Immigration Bureau, Royal Thai Police, Thailand
Immigration

- Verifying documents and processing visa applications, conducting interviews with applicants, and ultimately approving or denying visas based on regulations.
- Supervised immigration operations, led a team in handling complex immigration cases and ensured compliance with immigration laws, crisis management for emergency preparedness.
- Coordinated with international agencies, local law enforcement and customs for effective border security on immigration issues.

2017–2020

Aide de Camp to the Commander of Immigration

Division 6 | Thai Immigration Bureau, Royal Thai Police, Thailand | *Immigration*

- Assisted the Commander with administrative and operational tasks.
- Managed high-profile cases and coordinated with various law enforcement agencies.
- Coordinate with foreign embassies and law enforcement agencies and other relevant bodies on issues concerning international immigration, security, and crime prevention.

2014–2016

Inquiry Officer at Pak Kret Police Station

Provincial Police Region 1, Royal Thai Police, Thailand
Law Enforcement

- Conducted investigations, interrogations and gathered evidence for various criminal cases.
- Presented cases in court and collaborated with legal professionals.
- Analysed patterns in local crime to provide actionable insights for preventive strategies and community safety initiatives.

PROJECT EXPERIENCE

Royal Thai Police

Led a project to develop and implement a community crime prevention program, collaborating with local leaders and residents to educate on safety measures, reducing neighbourhood crime rates by 20%.

Thai Immigration Bureau

Document Verification Process Improvement:
Spearheaded a project to streamline the document verification process, reducing processing time by 30% and enhancing data accuracy for immigration and law enforcement purposes.



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Nationality

Indian

Languages

Hindi (native)
English
Gujarati

ABOUT ME

As an experienced professional with a proven track record in training, coaching, and performance improvement, I am passionate about fostering growth and development in individuals and teams.

CAREER INTERESTS

I am seeking a challenging role in the United Kingdom with a forward-thinking company that emphasizes excellence in business development, operational efficiency, quality and supply chain management.

PARAS LADAVA

EDUCATION AND QUALIFICATIONS

2004–2005

A level (AISCCE) Business Studies, Economics, Accountancy
Jawahar Navodaya Vidyalaya, Surendranagar, India

PROFESSIONAL EXPERIENCE

2023–2024

Regional Manager – Learning and Development | Aadhar Housing Finance (Managed by Black Stone Group), India
Financial Services

- Conducted training needs analysis and developed tailored programs to address regional skills gaps and align with organizational goals.
- Provided training and coaching for Sales and Non-Sales teams, focusing on leadership, soft skills, and cultural behaviour.
- Program Delivery and Improvement: conducting engaging training sessions, create instructional materials, gathered feedback, and assessed effectiveness for continuous improvement.

2021–2023

Regional Manager – Learning and Development
Kotak Mahindra Bank, India | *Financial Services*

- Led training for 450 employees across Gujarat, Maharashtra, and Jaipur, reporting to the National Manager and overseeing regional Training Managers.
- Conducted training for new joiners on products, processes, and soft skills, along with TNI/refreshers sessions for the sales team based on business needs.
- Performance and relationship enhancement built partnerships with business owners, provided performance improvement guidance, and conducted internal audits to design impactful training plans.

2018–2021

Deputy Manager Network Operations, Learning and Development | Home Credit India Finance Pvt. Ltd., India
Financial Services

- Location-specific training management: oversaw training for 118+ associates and 10 district managers in Rajkot, ensuring effective knowledge transfer and skill development.
- Cross-location support: provided additional training support to associates in Nashik and Surat, enhancing consistency in learning outcomes across regions.
- Tailored training to meet regional needs, driving overall team performance improvement.

PROJECT EXPERIENCE

Gram Hart & Financial Literacy

The project, conducted in collaboration with the state government, focused on expanding the local mortgage business and promoting affordable homeownership through strategic training, business development, and targeted marketing initiatives. The 12-month “Financial Literacy” initiative specifically aimed at assisting small businesses in securing financial support. Within the first three months, the project reached over 50,000 individuals and contributed to a 40% boost in regional revenue, representing a significant milestone in the fintech sector.



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Nationality

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Languages

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English

ABOUT ME

I use the advantage of my Interior Architecture training background to solve problems as a Project Manager in the Digital Banking Division and an Assistant to the Board of Management of MBBank.

CAREER INTERESTS

Passionate about driving innovation at the intersection of food, technology, and design. Aspiring to contribute to digital transformation and strategic consulting in tech-driven industries across Europe.

HA QUYNH ANH LE

EDUCATION AND QUALIFICATIONS

2016–2020

Bachelor of Interior Architecture

Boston Architectural College, Boston, USA

PROFESSIONAL EXPERIENCE

2022–2024

Project Manager/Assistant to BOM | Military Commercial Joint Stock Bank, Vietnam
Banking

- Led MBBank App 2.0, employing effective project management that facilitated a smooth launch tailored to diverse users, boosted engagement by 25% and meeting 95% of the established sprint objectives.
- Collaborated effectively with internal teams and partners from Singapore and Hong Kong, adeptly navigating changing priorities to deliver high-quality rollouts while adhering to compliance standards.
- Assisted the Board of Management in directing the Digital Banking Division, facilitating strategic initiatives that improved operational efficiency and drove innovative solutions across projects.

2022

Project Coordinator, Partnership Executive, Assistant to BOM | Military Commercial Joint Stock Bank, Vietnam
Banking

- Empowered cross-functional teams during the “Hi Collection Card” launch, drove national popularity and boosted card acquisition from 100K to 1M within a year, transforming consumer behaviour.
- Led cross-functional initiatives to fulfil customer requirements, thereby ensuring timely and high-quality product launches.
- Exceeded Marketplace sales targets by 125% following the launch, achieved through the implementation of strategic action plans with key business partners and high-value partnerships.

2019–2022

Interior Architect, Assistant to Architect | Mia Design Studio (Ho Chi Minh) & Marrakesh Designs (Boston & New York), USA and Vietnam
Interior Architecture

- Led innovative design solutions, reducing project errors by 30% through detailed documentation, precise material selection, and effective space planning.
- Coordinated with artisans and related professionals, achieving 93% on-time delivery rate and improved design cohesion across various projects.
- Increased client satisfaction by 25% through unique, functional furniture layouts, as well as the development of refined design concepts specifically tailored to meet client needs.



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Nationality

Nigeria

Languages

Ebira (native)
English
Yoruba
Hausa
Arabic

ABOUT ME

Dedicated to driving growth and positive change, I stand for strategic vision, operational excellence, and impactful partnerships to create sustainable financial success.

CAREER INTERESTS

Pursuing roles in investment banking, mergers & acquisitions, and venture capital with growth-driven companies in the UK. Passionate about strategic finance and impactful business transformation.

IDRIS MOHAMMED

EDUCATION AND QUALIFICATIONS

- 2019–2021** **MSc Economics Finance and Banking**
University Of Portsmouth, UK
- 2010–2015** **BSc Economics**
University of Maidiguri, Nigeria

PROFESSIONAL EXPERIENCE

- 2019–present** **CEO** | Amqey Nig Ltd., Nigeria
Technology/Finance
- Led strategic growth initiatives, successfully overseeing the acquisition of another company.
 - Launched an online store, rebranded products, and expanded operations with a new branch.
 - Strengthened business partnerships by negotiating terms, managing conflicts, and ensuring alignment with company mission.
- 2017–2019** **Business Support Asst** | United Nations World Food Programme (WFP), Nigeria
Humanitarian Service
- Coordinated e-voucher services for over 100 retailers, managing monthly transactions exceeding \$200 million.
 - Oversaw operations in northern Nigeria, ensuring efficient service delivery and regulatory compliance.
- 2011–2017** **Client Service Officer** | Stanbic IBTC Bank Plc, Nigeria
Banking
- Reduced client complaints by 80%, earning the 'Beyond Excellence' award from the CEO.
 - Ensured regulatory compliance on all NIFI transactions, contributing to a successful audit.

PROJECT EXPERIENCE

- Amqey**
- As CEO of Amqey, I led the launch of an online platform that streamlined service delivery, expanding our market reach. I also managed a strategic rebranding initiative, aligning our offerings with market demand to better serve our clients.



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Nationality

Vietnam

Languages

Vietnamese (native)
English

ABOUT ME

I am a results-oriented Product Manager with 4 years in banking product development. Proficient in user-centered design and tech innovation, I thrive on driving impactful solutions to customers.

CAREER INTERESTS

Seeking roles in fintech product development, operations, management consulting, or strategy consulting in the UK, leveraging four years of digital banking experience and an MBA background.

HAI LONG NGUYEN

EDUCATION AND QUALIFICATIONS

2016–2019

Bachelor Degree Business Administration

National Economics University, Hanoi, Vietnam

PROFESSIONAL EXPERIENCE

2021–2024

Product Owner, Product Manager, Partnership Executive

Military Joint Stock Bank, Vietnam

Banking

- Led the integration of 104 partners into an MB Marketplace, enhancing service diversity and achieving over \$12 million in annual transaction value through strategic partnerships.
- Launched a retention platform that boosted customer retention by 26%, increased engagement by 42%, reduced churn by 14%, and generated \$2M in additional revenue through cross-sell opportunities.
- Launched and managed Bee Rich – a personal finance management product that serves over 1M active users, increasing the bank’s CASA by \$2M in the first year through improved customer engagement.

2019–2021

Business Analyst | Military Joint Stock Bank (MB), Vietnam

Banking

- Conducted in-depth market and user research to identify key requirements, guiding product development with data-driven insights.
- Launched and managed HiBoss, an F&B management platform, serving over 200 active vendors. This initiative resulted in a \$1M increase in the bank’s Current Account Savings Account (CASA) deposits.
- Collaborated with teams to prioritize features, maintained business process documentation, and analysed KPIs to track performance, recommending improvements for customer satisfaction.

2019–2021

Business Developer | Vietnam Network and Payment

Solutions JSC (VNP), Vietnam

E-commerce

- Spearheaded the launch of an e-voucher mobile application was successfully led, resulting in the acquisition of over 20,000 downloads within the first six months.
- Established partnerships with 200+ retailers, expanding the apps offerings and enhancing user experience.
- Increased transaction volume by 35% in the first year as a result of targeted marketing campaigns and user engagement strategies.



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Nationality

Nigerian

Languages

English (native)

ABOUT ME

I am a dedicated and results-driven professional with a strong managerial background and 10 years of experience in business management. I possess a proven ability to deliver results in my field.

CAREER INTERESTS

Consultancy firms, manufacturing industry, catering and event companies, hospitality companies, and other business consultants, as well as operations managers.

FAITH ISI OBINYAN

EDUCATION AND QUALIFICATIONS

2013–2014

Diploma Catering and Hotel Management

P&H Institute of Catering and Hotel Management,
Benin City, Nigeria

PROFESSIONAL EXPERIENCE

2020–present

General Manager | Isiglo Cakes and Events Management, Nigeria

Catering and Event Management

- I built the company from the ground up, achieving over 100% sales growth in two years. This led to significant expansion and increased visibility in the market.
- I grew the company from a small-scale business to a training school in under two years. This transformation marked a significant milestone in our journey, expanding our reach and impact.

2015–2020

Business Manager | Alice Cakes and Pastries, Nigeria
Hospitality

- I introduced strategic business ideas that increased the company's growth by 110% from its original state. Additionally, I initiated partnerships that significantly strengthened the organization.
- I launched a business seminar for staff that significantly boosted growth and productivity within the organization. This initiative enhanced skills and fostered a culture of continuous learning.

2010–2013

HR Manager | De' Mark Hotels, Nigeria
Hospitality

- I developed strategic ideas that improved workplace presentations, enhancing communication and engagement among staff and fostering a more dynamic and effective work environment.



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Nationality

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Languages

Yoruba (native)
English

ABOUT ME

I am a dedicated and motivated team player, highly organised and analytical, with a strong background in fraud reporting and analysis. I prioritise building and maintaining valuable relationships.

CAREER INTERESTS

I am seeking a position as a Fraud and Compliance Manager in a fintech company, with an emphasis on customer relations and business management.

OLUWAKEMI OGUNDELE

EDUCATION AND QUALIFICATIONS

2013–2019

Higher National Diploma Hospitality Management and Technology

Rufus Giwa Polytechnic, Owo, Nigeria

PROFESSIONAL EXPERIENCE

2023–2024

Fraud Analyst | Opay Digital Service, Nigeria
Financial Services

- Monitored bank accounts, financial transactions, accounting paperwork and other financial documents and analysed the data to identify any potential fraudulent activity.
- Identified fraudulent transactions and cancelled them from further processing.
- Ensured confidentiality of all information collected during investigation and resolved customer issues within the scope of existing service level agreements.

2021–2022

KYC Analyst | Opay Digital Services Limited, Nigeria
Financial Services

- Analysed and formed opinion on of the client's acceptability, completeness of the KYC file with internal policy and external regulatory requirements.
- Validated clients data and supporting documentation and ensured their appropriate recording and storage on proprietary systems.
- Ensured that client KYC records complied with corporate and local due diligence requirements.

2020–2021

Merchant Auditor | Opay Digital Services Limited, Nigeria
Financial Services

- Verified the sensitive information to provide thorough registration and accurate assessment.
- Evaluated the data entered into the CRM by business developers to provide justification and insights.
- Oversaw the management of the clients database system to guarantee adherence to established standards.

PROJECT EXPERIENCE

App Global Technologies Limited

I was part of the team that helped transition from a software provider for local area networks (LAN) in hospitals to a fintech company. I led the Compliance team, making sure that all necessary documents for regulators were provided and kept current to ensure a smooth and successful transition.

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Nationality

Nigerian

Languages

Igbo (native)
English

ABOUT ME

As an MBA student, I bring a unique combination of analytical skills, strategic thinking, and collaborative leadership to drive business growth and innovation.

CAREER INTERESTS

I am interested in pursuing a career in a financial or consulting firm. Additionally, I have a keen interest in corporate, retail, and investment banking in the UK.

DONALD OKWOR

EDUCATION AND QUALIFICATIONS

2015–2020

BSc Accounting

Babcock University, Ijebu Ode, Nigeria

PROFESSIONAL EXPERIENCE

2021–2024

Business Manager | Hallyx Consult Nig. Ltd., Nigeria
Consulting

- Overseeing the business and sales functions of the organisation, as well as handling incoming and outgoing correspondence.
- Exhibited remarkable organizational skills, attention to detail, and the ability to multitask effectively, I ensure that office operations run smoothly.
- Developed and executed marketing plans that strategically outline objectives, target audiences, key messaging, and tactics to enhance brand visibility and drive sales growth.



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Nationality

Filipino

Languages

Tagalog (native)
English

ABOUT ME

I am a hardworking, motivated, and dedicated accountant with 8 years of experience in accounting. I am proficient in QuickBooks, SAGE, and SAP accounting software.

CAREER INTERESTS

I would like to work in a fast-growing company to build out best accounting practices. I seek to leverage my professional skills and experience to secure a senior-level role as a Senior Accountant.

JESSICA RAMIREZ

EDUCATION AND QUALIFICATIONS

2022

Certificate Economics and Finance

University of Cambridge | edX

2009–2015

Bachelor of Science in Accountancy

National College of Business and Arts, Quezon City, Philippines

PROFESSIONAL EXPERIENCE

2024–present

Accountant/Manager | Eco Bikes TCI, Turks and Caicos Islands

Transport

- Manage all accounting transactions. Reconcile accounts payable and accounts receivable. Month-end and year-end close process.
- Maintain accounting controls by preparing and recommending policies and procedures.
- Communicate with Manager and/or Director on work status and client issues that arise.

2018–present

Accountant | Littoral Financial Ltd., Turks and Caicos Islands

Financial Services

- Littoral Financial has approximately \$24m allocated as follows: Turks and Caicos mortgage book (\$17m with 16 loans), \$7m UK Purchase order ABCOR finance.
- Responsible for the day-to-day monitoring of the mortgage loans. Advising directors of overdue payments.
- Collection of payments; preparing statements for construction loans. Site visit with directors.

2016–present

Accountant | WB Financial Management Ltd., Turks and Caicos Islands

Financial Services

- I work with different clients in sectors including construction, boat charters, radio station, and property development companies.
- Verify, allocate, post and reconcile transactions, payroll and tax payment; compliance and corporate reporting.
- Support month-end and year-end close process.

PROJECT EXPERIENCE

Eco Bikes TCI

Established bookkeeping system including the implementation of online booking software to be used for the business. Assisted in training employees, as well as implementing employee processes.



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Nationality

Canadian

Languages

English (native)
Hindi
French
Punjabi
Urdu

ABOUT ME

I am a polyglot who enjoys meeting new people and acquiring new skills. This quote resonates with me: "It is not important what someone thinks when you arrive, but it is important when you leave."

CAREER INTERESTS

I have nearly seven years of experience in procurement, distribution, logistics, transportation, third-party logistics (3PL), demand management, and inventory management across various industries.

VICTOR SHARMA

EDUCATION AND QUALIFICATIONS

- 2021–2022** **Post Graduate Diploma Supply Chain Management**
University of Winnipeg, Canada
- 2017–2020** **Bachelor of Business Administration –
Business Management and Computer Application**
Annamalai University, Chidambaram, India

PROFESSIONAL EXPERIENCE

- 2023–2024** **Demand and Supply Planner** | Rona (Lowe's Canada),
Canada | *Retail*
- Managed forecasting, adjustments for 24,000 SKUs with an \$80 million budget using JDA Demand software; held CPFR meetings for sales trends and planning.
 - Analysed and monitored performance indicators; planned allocation, supply parameters and S&OP with Merch and Finance.
 - Created Excel Macro tools for automation; identified new business opportunities; trained new employees on systems and tools.
- 2022–2023** **Procurement Specialist** | Pratt & Whitney Canada, Canada
Aerospace
- Analysed procurement needs using SAP; placed purchase orders; validated and balanced inventory levels in all plants.
 - Ensured supplier KPIs were met; acted as Delivery Lead; managed timely delivery of Andon parts from South Asia and Europe.
 - Coordinated with internal teams to prioritise parts; collaborated with partners to assess procurement needs; handled raw material supply issues.
- 2022–2023** **Team Lead Warehouse** | Altitude Sports, Canada
E-commerce
- Managed a team of 10 to 25 associates, achieving daily objectives and ensuring adherence to quality, accuracy, and safety standards.
 - Provided training and development opportunities, controlled operation times and handled complex problem-solving.
 - Led continuous improvement projects, space and process optimisation, quarterly cycle counts and inventory reconciliation.

PROJECT EXPERIENCE

- Pratt & Whitney Canada** I was accountable for implementing the Detail Allocation Flag process. This involves identifying the raw materials that we allocate late to our suppliers, which results in additional charges for late delivery or expedited processing.
- Rona (Lowe's Canada)** I was responsible for implementing the New Lower Price (NLP) process, which ran for 2 to 3 months. Initially, we did not evaluate the promotions, resulting in a loss of around \$200,000 in sales per week. To address this issue, I designed the process and created an Excel macro for automated analysis.



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Nationality

Indian

Languages

Hindi and English (native)
Gujarati

ABOUT ME

I am a dedicated and results-driven professional with over 10 years of experience in retail and management, currently pursuing an MBA. I value continuous learning, teamwork and delivering excellence.

CAREER INTERESTS

After graduating, I am seeking fulltime roles in retail management or business operations with innovative companies in the UK that offer growth and leadership opportunities.

VIJAY TOMAR

EDUCATION AND QUALIFICATIONS

2012–2013

Certificate of Higher Education – Accounting
Gujarat University, Ahmedabad, India

PROFESSIONAL EXPERIENCE

2022–2024

Store Manager | iVENUS – Apple Store, India
Retail

- Led a team of 10 employees, overseeing recruitment, training, and development to build a high-performing team focused on exceptional customer service and sales.
- Managed sales planning and execution, driving revenue growth through effective sales strategies, marketing initiatives, and in-store promotions.
- Optimised inventory and supply chain operations, ensuring accurate stock levels, while implementing marketing campaigns that increased customer traffic and engagement.

2019–2020

Sales Manager | ABLab Solutions Pvt. Ltd., India
Retail

- Led and mentored the sales team, managing recruitment, training, and development to drive team performance and meet sales targets.
- Developed and executed sales strategies, collaborating with marketing teams to enhance product visibility and customer engagement.
- Analysed sales data and market trends, optimizing sales plans and improving overall business outcomes through strategic decision-making.

2018–2019

Consumer Engagement Specialist | Denave India Pvt. Ltd., India
Retail

- Developed and executed consumer engagement strategies, enhancing brand loyalty and driving customer retention through targeted communication and promotional campaigns.
- Analysed consumer behaviour and feedback, using insights to refine engagement approaches and improve overall customer experience.
- Collaborated with cross-functional teams, including sales and marketing, to align strategies and maximize the impact of consumer engagement initiatives.

PROJECT EXPERIENCE

**Tata
Teleservice**

Improved customer engagement strategies for better service delivery and satisfaction. The project was completed on time and received positive feedback from management and clients, effectively boosting customer retention.



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Nationality

Nigerian

Languages

Igbo (native)
English

ABOUT ME

I am a highly organised and results-oriented professional in business management, focused on enhancing growth and profitability through operational efficiency and strategic initiatives.

CAREER INTERESTS

I have a keen interest in the real estate investment sector and seeking employment opportunities within the UK.

KELVIN UFOMBA

EDUCATION AND QUALIFICATIONS

2019–2020

NIM-NYSC Proficiency Certificate in Management

Nigerian Institute of Management (Chartered),
Lagos, Nigeria

PROFESSIONAL EXPERIENCE

2022–present

Business Owner | KC Ufomba Ltd., Nigeria

Agriculture and General Merchandise

- Successfully led a team of highly skilled individuals to generate profits exceeding 20 million naira within a span of two years.
- I have engineered the constant growth of the company both prior to and post incorporation.

2019–2024

Business Manager | Max And Stells Investment Ltd., Nigeria

Renewable Energy

- Played a key role in achieving over 200% corporate growth by developing and executing a strategic plan that transformed our operations from a franchise model to a direct importer.



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Nationality

Vietnamese

Languages

Vietnamese (native)
English

ABOUT ME

My work style is characterised by an active adaptation, a strong commitment to excellence, and a passion for achieving results in both professional and personal settings.

CAREER INTERESTS

Driven by a desire to become a globally minded leader, I am eager to contribute my skills and experience to the dynamic and international finance industry in the UK.

THI THU THAO VO

EDUCATION AND QUALIFICATIONS

2012–2016

Bachelor Degree Finance and Banking

University of Economics, The University of Danang, Vietnam

PROFESSIONAL EXPERIENCE

2024

Product Manager | Galaxy FinX, Vietnam | *Financial Technology*

- Defined product road map, success metrics, profit and loss projection and took charge of product requirement documents.
- Collaborated with workstreams across engineering, testing, design, marketing, and stakeholders in legal, compliance, finance, risk, data, and operations to ensure alignment and success.
- Conducted kick-off meetings and livestreams to promote new products internally and supported the sales team in salespitch to customers.

2021–2023

Corporate Financial Services Manager | Asia Commercial Joint Stock Bank, Vietnam | *Banking*

- Led a product team consisting of four members in overseeing the corporate product lifecycle, which encompasses opportunity validation, design, development, launch, and performance tracking.
- Managed overall corporate deposit portfolio was achieved by disseminating KPIs to business units, launching promotions to customers, and implementing sales incentives for sales personnel.
- Developed business analysis through systematising data as ad-hoc reports and dashboards on Tableau, building forecast programs about cash flow.

2020–2021

Cash Management Senior Specialist | Vietnam International Commercial Joint Stock Bank, Vietnam | *Banking*

- Managed corporate products encompasses various functions, including receivable management, payable management, payroll processing, Internet banking, and other integration solutions.
- Built business cases to get approvals in partnership with potential customer thereby building new features for them based on cost-benefit-risk analysis.
- Successfully won a bid to provide cash flow management solutions to a prominent customer, resulting in a significant business opportunity.

PROJECT EXPERIENCE

Vikki Digital Bank in Vietnam

As a key team member in launching the Vikki Digital Banking app, building product foundations (onboarding, virtual cards, savings, bill payments), and managing the pilot phase (20,000 users) and legal documentation.

ACB Zero Fee

Led product requirements and coordinated departments to promote a competitive digital platform, attracting new customers, boosting cash flow, and enhancing the bank's image during the economic downturn.



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Nationality

China

Languages

Chinese (native)
English

ABOUT ME

I deliver practical automation solutions to client challenges, with 10+ years of experience, focusing on clear communication, continuous improvement, and bridging technical gaps for effective outcomes.

CAREER INTERESTS

I seek roles in automation and business strategy within innovative tech companies, ideally in the UK, focused on client-centered solutions and growth.

JUFENG WAN

EDUCATION AND QUALIFICATIONS

2010–2014

Bachelor's Degree Electrical Engineering and Automation
Wentian College, Hohai University, Maanshan, China

PROFESSIONAL EXPERIENCE

2015–2024

General Manager | Anhui Fuda Electric Automation Co., Ltd., China
Automotive Engineering

- Analysed operation data and user feedback to mine user demands, adjusted corresponding strategies according to different stages of products, found problems and gave solutions; developed new products.
- Participated in key business discussions, commercial negotiations, contract signings and follow-ups, coordinating with various functional departments including the tax bureau, trade, and industry.
- Convened and presided over regular meetings, special meetings, etc., to convey decisions, summarise work content, receive reports from functional departments and coordinate work.

2015

Manager of CNOOC Business Department | Anhui Lande Group Co., Ltd., China
Automotive Engineering

- Established the CNOOC business department to promote oil products.
- Developed the promotion and sales program to complete the company's business in the marine oil business segment from scratch to breakthrough.
- Built the corresponding departmental database for the implementation and training of new recruits.

2014–2015

Sales Manager | YW-VRV Industries Ltd., China
Sales

- Took charge of the business docking, quotation and annual procurement plan with large customers (China National Offshore Oil Corporation) in Fujian province.
- Built customer relationship network in the region under the jurisdiction, conducted customer classification management and relationship maintenance.



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Nationality

China

Languages

Chinese Mandarin (native)
English

ABOUT ME

I exhibit high integrity and trustworthiness, with strong responsibility. Open-minded, self-motivated, and effective both independently and in teams. Proficient in Microsoft Excel.

CAREER INTERESTS

Seeking roles as Finance Manager, General Manager, or Chief Representative in a multinational company, preferably in China. Interested in dynamic environments that promote growth and innovation.

LIJUAN ZHANG

EDUCATION AND QUALIFICATIONS

2008–2011

Graduate Certificate – Tax (Corporate Tax Accounting)
Liaoning Technical University, China

PROFESSIONAL EXPERIENCE

2023–2024

Business Partner | Shanghai Zhiji Real Estate Brokerage Co., Ltd., China | *Real Estate*

- Contacted with key partners for collaboration and offered direction to the marketing team regarding negotiation activities.
- Managed the company's capital and maintained financial relationships, ensuring effective resource allocation and fostering strong partnerships with stakeholders to support organisational goals.

2017–2023

Vice General Manager | Shanghai Zitang Trading Co., Ltd., China | *Import Trade*

- Led negotiations for major projects with key customers. Screened high-quality service providers for new markets and coordinated with Customs for import qualifications of new categories.
- Supervised and guided the coordination of the internal departments. Monitored potential risks which could cause significant losses to the company.
- Reported to the General Manager regarding routine operations and the advancement of key projects, offering insights to facilitate strategic decision-making.

2016–2017

Financial Manager | Shanghai Zitang Trading Co., Ltd., China | *Import Trade*

- Established and improved financial regulations and processes of the company according to relevant national financial policies and regulations and detailed implementation rules.
- Supervised and managed daily operations of the financial department. Developed a comprehensive fund plan and oversaw management of all fund revenues and expenditures.
- Reviewed and negotiated contract terms with clients and suppliers, effectively communicating adjustments to ensure alignment with evolving business needs and objectives.

PROJECT EXPERIENCE

Shanghai Jiacheng Supply Chain Management Co., Ltd.

To replenished funds to survive in the COVID 19 pandemic in 2020.






Shanghai Kangren Tesco supermarket trading Co., Ltd.

The whole project aimed to build a store according to the New Retail concept, including both physical and online store and bridge them together to deliver import seafood products to clients from every Tesco in Shanghai. My tasks included reviewing the contracts and establishing online payment.



CONTACT THE MBA TEAM

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