ONE YEAR.
A LIFETIME
OF IMPACT.

MIT SLOAN FELLOWS MBA PROGRAM
2018 / 2019
You have a vision for where you want to go in life. It’s just a matter of deciding how best to get there. We recommend strengthening your knowledge in core areas, building a network of global advisors, and learning to be an agile, confident, and innovative leader. The MIT Sloan Fellows MBA program is designed to deliver all that in one pivotal, energizing year. If you are a mid-career professional, it may be your best next step.

**FROM THE DIRECTORS**

**JOHANNA HISING DIFABIO**  
Assistant Dean,  
MIT Sloan Fellows MBA  
and Executive MBA Programs

**SIMON JOHNSON**  
Faculty Director,  
MIT Sloan Fellows MBA Program

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**WHAT IT MEANS TO BE AN MIT SLOAN FELLOW MBA**

Brainstorming for one full year with 100+ talented mid-career leaders from dozens of nations and industries. Learning, innovating, and creating together. Sharing wisdom and experiences and life stories. Collaborating with MIT faculty on revolutionary ideas in management and technology. That’s what it means to be an MIT Sloan Fellow, and eight decades of prominent alumni stand as proof of its power.
You have a vision for where you want to go in life. It’s just a matter of deciding how best to get there. We recommend strengthening your knowledge in core areas, building a network of global advisors, and learning to be an agile, confident, and innovative leader. The MIT Sloan Fellows MBA program is designed to deliver all that in one pivotal, energizing year. If you are a mid-career professional, it may be your best next step.

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A GAME-CHANGING INTEGRATION
OF POWERFUL COMPONENTS

+ MAKE THE PROGRAM YOUR OWN
Spend one year immersed in the pulsating MIT universe. Delve into a curriculum built on the foundations of management and the program’s three pillars: leadership, innovation, and global perspective. Pursue electives, project-centered experiences, and independent research focused on your topics of interest. Spend quality time with an executive coach to develop strategy around your personal leadership goals.

+ ENTER THE MIT ECOSYSTEM
Reach across MIT to connect with faculty and research centers working on the frontiers of markets and disciplines. Stay at the forefront of late-breaking advances that will shape industries, governments, and lifestyles. Tap the fertile entrepreneurial climate of “the most innovative square mile on Earth,” Kendall Square.

+ BUILD INDISPENSABLE RELATIONSHIPS
Brainstorm with your cohort in a safe environment energized by new ideas. Share insights with your peers—some of the most talented mid-career managers in the world today—who bring to the table knowledge of a broad range of markets, cultures, industries, and points of view. Inspire one another to achieve pivotal goals.

+ SIT DOWN WITH GLOBAL LEADERS
Talk candidly with CEOs, government leaders, and successful entrepreneurs about what it means to lead change in an unpredictable world. Work closely with some of the best minds at MIT to dissect the lessons of effective global leadership.

+ STRENGTHEN FAMILY BONDS
Many Fellows approach this year as a once-in-a-lifetime bonding experience with their significant others and/or children. During the many events that bring the MIT Sloan Fellows community together, loved ones forge longtime friendships with one another—and with MIT. And because so many of the Fellows’ significant others are leaders in their fields, they enrich the program experience and add valuable links to your network.
I stepped out of a highly prominent position—and well out of my comfort zone—to launch what has been one of the most creative, productive periods of my life.

WHY I’M HERE

When I saw the transformation of colleagues who attended the program, I realized how pivotal it is to immerse yourself in study with the best thinkers—

A DAY IN THE LIFE
OF AN MIT SLOAN FELLOW MBA

Kanysh Tuleushin
SF MBA ’18
KAZAKHSTAN
CEO, DAMU Entrepreneurship Development Fund JSC

6:30 AM
MIT ROWING CLUB TRAINING
It can be difficult to get out of bed at dawn—especially after studying late the night before. It’s always worth it, though, to make the push to get to rowing class. After an hour on the Charles River, I get a full charge that energizes me for the entire day.

8:30 AM
MARKETING AND STRATEGY CLASS
Bike at warp speed to be on time for Marketing and Strategy with Duncan Simester. My favorite class. Today, he’s showing us how retailers can increase their bargaining power in vertical competition with innovative mega-suppliers simply by stocking the shelves with equivalent products from competitors.

10:00 AM
DATA, MODELS, AND DECISIONS CLASS
David Gamarnik is explaining how Disney parks have used machine learning to create a new tracking system that optimizes ride waits and predicts food demands. Looking forward to sharing this anecdote with my family during our New Year’s holiday at Disney!

1:00 PM
STARTUP APPLICATIONS + PREPARATION FOR LBO COMPETITION
I’m working with my partner to craft the pitch deck for our startup. We’re planning to enter several entrepreneurship competitions in the MIT ecosystem. Afterward, meet with my team at the library to prepare for the challenging Private Equity Leverage Buyout Competition when we’ll represent MIT against teams from other top business schools.

7:00 PM
NETWORKING EVENT + LAB TEAM
On to Harvard Square to meet with a friend from the Harvard Kennedy MPA Program. We’re organizing the first-ever networking event between our two cohorts—all mid-career students from around the world with a lot to say to one another. Then off to meet my wife, Aliya, who is helping me pack up a home-cooked meal to bring back to my lab team at Sloan—fuel for finishing tomorrow’s assignments!
A DAY IN THE LIFE OF AN MIT SLOAN FELLOW MBA

WHY I’M HERE

I stepped out of a highly prominent position—and well out of my comfort zone—to launch what has been one of the most creative, productive periods of my life.

WHEN I’M HERE

When I saw the transformation of colleagues who attended the program, I realized how pivotal it is to immerse yourself in study with the best thinkers—and doers—in the world.

Sheila O. Alrowaily

SF MBA ’18
SAUDI ARABIA
Director, Financial Risk Management
Saudi Aramco

8:30 AM

LAB TEAM PROJECT FOR GAME THEORY CLASS

We’re applying the tenets of game theory to Brexit, mapping out how each side must consider the other’s next move before deciding on its own. I’ll admit that we’ve been having so much fun that we’ve gone overboard and now have to scale back our presentation.

10:00 AM

SYSTEM DYNAMICS

John Sterman’s System Dynamics (SD) class has been a revelation. It’s an eye-opening way of looking at problems, developing solutions, and making decisions. We’re applying SD techniques to the Ebola crisis in Africa—creating SD diagrams of reinforcing and rebalancing loops to determine magnitude and impact. After being introduced to SD, I’ll never approach a problem the same way.

11:45 AM

LUNCH WITH INDIA’S CHIEF ECONOMIC ADVISOR

Lunch with Dr. Arvind Subramanian, the chief economic advisor for the Indian government and a renowned expert on the shifting balance of global economic power. We delve into India’s ambitions to become a digital economy and look at how mobile connectivity has become an enabler for small businesses, generating new growth opportunities, reducing poverty, and transforming the economic landscape.

2:00 PM

WALK ALONG THE RIVER

A walk along the river gives me a chance to digest everything that’s gone on during the first half of the day. And there’s a lot to digest. Before long, though, I’m distracted. This is a city of intellects, and I wonder about everybody I pass. What are they thinking? What are they working on? I know that each has a fascinating story to tell—or ten.

4:00 PM

TAKING IN A MOVIE

A few of us meet in study room 160C to watch Twelve Angry Men, a movie about 12 jurors who question their own belief systems as they try to come to consensus about a case. It’s an assignment for our Power and Influence class and immediately generates debate about negotiation, leadership, and teamwork.
An intense, immersive curriculum built on the science of management knowledge and practice.

**Core**

**Analytical Frameworks**
The robust analytical frameworks that will prepare you for a career of impact at the highest levels of leadership:

- Data, Models, and Decisions
- Applied Economics for Managers
- System Dynamics
- Innovation-Driven Advantage
- Macroeconomics and International Economics
- Organizational Processes

**Business Essentials**
The essential foundational elements that will allow you to join the league of global business leaders:

- Financial Accounting
- Marketing and Strategy
- Financial Management
- Seminar in Leadership
- Operations Management

**Electives**
Choose from a wide array of electives across MIT Sloan and the wider Institute during the fall, winter, and spring semesters:

- Strategic Leadership Communication
- Choice Points: Readings on the Exercise of Power and Responsibility
- Entrepreneurship Without Barriers
- The Economics of Information: Strategy, Structure, and Pricing
- U-Lab: Transforming Self, Business, and Society
- Digital Marketing and Social Media Analytics
- Improvisational Leadership: In-the-Moment Leadership Skills
- Analytics Edge
- Managing in Adversity
- New Enterprises
- Basic Business Law for the Entrepreneur and Manager
- Power and Negotiation
- Global Markets, National Policies, and the Competitive Advantages of Firms

**Certificates**
Develop a deeper level of knowledge in one of these key areas:

- Healthcare
- Sustainability
- Business Analytics

**Summer**

**Grow Your Knowledge**
Your 12 months at MIT begin with an in-depth 360º leadership assessment and a series of executive coaching sessions. Embedded for one year at the frontier of management and innovation, you and your peers will build a common foundation of essential management topics, forming the groundwork of your study at MIT.

**Increase Your Collaborative Capabilities**
Working together in small, diverse lab teams, you will address challenges through a range of academic, professional, and cultural lenses. In this global forum, you will exercise collective leadership and decision-making skills, build confidence in your own contributions, and reach goals you never could have achieved on your own.

**Fall**

**Customize the Program**
You will continue to build your foundational knowledge with core courses, supplemented with electives and project-focused studies. You also are free to pursue certificates in healthcare, sustainability, or business analytics. In addition, if you opt to produce a thesis, fall is the time for preparing the groundwork.

**Put Your Expertise Into Action**
An alumnus said recently that the program was like embarking on a yearlong global fact-finding trip without ever leaving Cambridge. Working closely with peers from more than 30 countries, you get an intimate perspective on the ins and outs of doing business in key regions around the world. You also will meet face-to-face with international leaders and innovators who come to campus for candid, eye-opening conversations.

**Winter**

**Experiment + Explore**
January at MIT is Independent Activities Period (IAP), a community-wide knowledge fest offering 700+ learning experiences. During this optional period, regular classes are suspended, and you may choose from a specially created selection of executive electives or a vast array of short courses in everything from coding to the visual arts—or you may decide to travel abroad for project-focused research and courses.

**Spring**

**Take It To The Next Level**
The foundational knowledge you have gained over the last several months has become second nature. Now, you will tailor the program to your goals with a greater number of electives, offered at Sloan and across MIT. This is also your chance to work with one of MIT’s leading-edge research centers on a project of significance to you or your company.

**Exercise Your Options**
Embrace MIT’s extensive resources and support systems—research centers, industry organizations, and entrepreneurial think tanks. Take a course at Harvard University. Meet with leaders in Washington, D.C.—during the Global Perspectives module to examine controversies that will influence the health of markets, economies, and populations.
"Any time I need a contact anywhere in the world, I reach out to my MIT network. New doors are opening to me every day. That access is one of my most indispensable tools as a global leader."

PASCAL MARMIER, SFMBA ‘08
SWITZERLAND
Head of Engagement Americas and Asia / Senior VP, Swiss Re Institute
The 111 Fellows you will meet below have come to the MIT Sloan Fellows MBA program to magnify their vision, broaden their possibilities, and increase their impact as leaders.

Seichi Abe
JAPAN
VP / Project Leader, Structured Finance Department Development Bank of Japan Inc.
Executed international project finances for aviation, shipping, and energy companies; supported the UK in building nuclear reactors with Japanese technology and funding.

Leonardo Aguiar
FRANCE + BRAZIL
Global Trading Manager Cargill International S/A
Led price risk and physical commodity footprint strategy as global head of trading and shipping; led a global team responsible for USD $8B in annual sales and 10M tons in annual production.

Takii Akamatsu
JAPAN
Media Supervisor Hakuhodo Inc.
Led brand communications team handling 360° communications (commercials, internet ads, SNS coverage, public relations, and in-store advertising) for McDonald’s Japan.

Badriya Al Maawali
OMAN
Engineering Manager Orgic
Managed, from inception until completion, the implementation of a $320MM project to build an efficient hydrogen compression infrastructure in Oman.

Mahdi Aldossary
SAUDI ARABIA
Executive Director Saudi Electricity Company
Directed and managed $40B+ of power transmission projects from planning phase to closeout, including procurement, engineering, tendering, and execution.

Zaid Ali
CANADA
Managing Director Zaki Design Group
Founded and led apparel businesses in manufacturing and retail, raised capital and led strategic expansions in the Middle East and South-East Asia.

Boualam Alleuche
FRANCE + ALGERIA
Senior Product Manager Cisco
Managed the development and execution of the next generation of cloud TV and entertainment video applications targeting consumers worldwide.

Musaad Almulla
SAUDI ARABIA
Director, Origination New Business Development Saudi Aramco
Managed a department responsible for sourcing and evaluating new business opportunities in various sectors, including energy, manufacturing, and tech infrastructure.

Sultan Alrasheedhi
SAUDI ARABIA
Business Development Manager Saudi Telecom Company
Developed and executed business and innovation development strategy for technology enterprises; managed budgets for digitization projects; advised clients on the adoption of innovative solutions.

Tetsuhiro Amma
JAPAN
Manager Suruga Bank Ltd.
Planned and launched innovative products for customers; developed strong relationships with business partners and collaborated to coproduce services.

Shweta Aпромейя
INDIA
Head & Chief Program Officer Subhash Chandra Foundation, Essel Group
Led product portfolio and teams focused on emerging markets in mobile financial services; launched digital financial services ventures to achieve inclusive and social transformation.

Leandro Araujo
BRAZIL + PORTUGAL
IT Superintendent Itaú Unibanco
Drove successful change and transformational results as a highly experienced, people-focused IT executive.

Mukash Bansal
INDIA
Special Secretary to Chief Minister, CEO, Naya Raipur Development Authority & Director Aviation, CG Government of India
Led the development of Naya Raipur, India’s first smart city; conducted elections in the areas affected by the insurgency.

Savi Barrewes
UNITED STATES + JAMAICA
Director, Client Experience Advisen Ltd.
Developed and implemented client success models for 400+ brands and 6,000+ users, increasing retention by 30%; led a global team managing all existing business.

Jason Beringer
UNITED STATES
Engineering Director Axellis Technologies, Inc.
Led cross-functional teams of product managers and engineers to develop and sell manufacturing products to global accounts in the semiconductor industry.

Chris Capuano
UNITED STATES
Pension, Licensing, Negotiating Committees Representative Major League Baseball Players Association
Served as a union representative specializing in business affairs, pensions, healthcare, and collective bargaining on behalf of all players.

Elisa Carma
BRAZIL
M&A and New Businesses Manager Ruma Logistica
Conducted business development and M&A deals across the oil and gas, clean energy, and railway industries with values up to $1B.

Mauricio Chapa
MEXICO
Human Capital Manager Allie
Developed people-oriented solutions to support cultural development in organizations and improve quality of life at work.

Neha Chaudhry
INDIA
Sr. Director, Resource Management, Business Operations Eplin
Managed India rollout program establishing the Eplin Bangalore Center; led enterprise resource management for global technology delivery platform.

Ying Chen
CHINA
Marketing Director Cell Signaling Technology
Drove China and APAC market expansion; achieved 5x revenue growth over five years in China; developed regional globalization strategies.

Hoejae Cho
SOUTH KOREA
Underwriter & Actuary Arch Capital Group Ltd.
Assessed and structured reinsurance products for risk, including general liability and cybersecurity for clients worldwide.

Santiago Colacelli
ARGENTINA
Wineline Sales Manager Schumberger
Developed and empowered a successful sales team, oversaw market share growth; developed market strategies and led the introduction of new technology.

John Dabbur
BRAZIL
Media VP J. Walter Thompson
Led team of 450+ in media and research; integrated legacy and digital businesses with new processes and tools; championed tech culture in the company.

British Das
INDIA
Senior VP—Head, Analytics & Information Management Fullerton India Credit Company Limited
Developed organization-level risk strategy; managed regulatory compliance, audit, and reporting; led the analytics journey of the group entities.
Juan Donas Lyng
CHILE + ITALY
Industrial Sales Manager
Compania de Petroleos de Chile Capac
Led industrial fuels sales teams of 60 in the bulk, fleet, aviation, and business intelligence areas; responsible for $1.4B in annual sales; developed strategies to maximize performance.

Liangchen Du
CHINA
Director, Consumer Business Lenovo
Led consumer products and sales organization in Hong Kong, Taiwan, Korea, and the Philippines; enhanced portfolio, restructured channel, and scaled up revenue.

Rham El Gayy
EGYPT
M&A Manager BP North America Inc.
Led global M&A transactions with values up to $1.5B in all facets of the energy sector; managed business development teams and led negotiations with governments.

Lori Ersson
ISRAEL
Sr. Experimental Medicines Physician Teva Pharmaceuticals
Led innovative drug development programs totaling $19+M; advised on licensing and acquisition of $100MM+ in novel drugs; developed sensor-based eHealth solutions.

Luiz Etzel
BRAZIL
Partner, ETE Consulting
Drove value-creation projects in companies in a variety of sectors totaling $18+M; led an operating executive experienced in industry, consultancy, and private equity.

Jeff Evans
AUSTRALIA
Head of Asia Sales, U.S.
Macquarie Group
Led and restructured the Asian institutional equities team in the U.S. at Australia’s largest investment bank, improving market share and revenue.

Henriette Fleischmann
GERMANY
General Manager Business Trends Academy GmbH
Advised top-ranked automotive OEMs on strategy, structure, and culture; established a fashion retailer’s strategy office ($3B revenue); restructured the family business.

James Fok
UNITED KINGDOM + HONG KONG S. A. R.
Group Finance Manager
CompareGroup
Established and developed the group’s finance operation and led a multidisciplinary team at a pan-European fintech start-up.

Lois Fonseca
BRAZIL
President & CEO
Institute Medprev
Founded and led enterprises in the healthcare delivery industry; coached entrepreneurs in leadership development and business.

Fabio Frias
ARGENTINA + ITALY
CEO
Garbannini Emprendimientos Ltda.
Managed R&D outsourcing, technology innovation, and software development in the telecom industry; forged a successful career as a real estate entrepreneur.

Hiro Furufu
JAPAN
Cofounder / Managing Director
Ono
Cofounded the largest web-based organic grocery in Japan—now listed on the Tokyo Stock Exchange, established the company vision, developed long-term business strategies.

Aleksandra Gordana
ARGENTINA + ITALY
Counsel
Shaarman & Sterling
Completed 70+ multimillion-dollar debt and equity offerings as a securities lawyer at New York and London law offices and at an investment bank in Zurich.

Sheridan Gray
UNITED STATES
CEO
Capio Group
Founded and led Capio Group, a government IT consulting firm, managed entrepreneurial ventures, including software, and service businesses.

Catalina Guía
ESPANOL
General Manager
Colombia’s Superintendence of Companies
Managed the first specialized corporate control court in Latin America; implemented a new technology for case management and dispute resolution, speeding up procedural times by 200%.

Duke He
CHINA
General Manager, Asia Branch
Hong Kong Bank (China) Limited, HSBC Group
Executed market-entry strategies for expansion of corporate banking business in Northern China; managed diversified credit portfolio; developed revenue growth strategies.

John Hernandez
UNITED STATES
Naval Officer / Aviator
U.S. Navy-Space and Naval Warfare Systems Command (SPAWAR)
Managed $56MM in network and communication system modernization for 40 ships around the globe; led enterprise process improvement and strategy development.

Alfonso Hernandez-Maurota
SPAIN
CFO
Sincrolab S.L.
Designed the five-year financial strategy in the company valuation, and the equity and debt rounds outlined in the strategic plan; led two capital-raising campaigns.

Shu Irokawa
JAPAN
Manager, Business Alliance Department
NTT DOCOMO, Inc.
Led strategic acquisitions to strengthen DOCOMO’s new business, collaborating with legal and finance professionals; launched joint ventures with partners in diverse industries.

Aditya Srujan
INDIA
Head of Business Development
Equis Energy
Led business development for Equis Fund Group’s India subsidiaries; identified opportunities worth $2B+ and helped deploy, build, manage, and exit $600MM in energy and infrastructure assets.

Ambuj Jhunjhunwala
INDIA
CEO
Swami Vivekanand International School
Led team to introduce a new academic-based curriculum; empowered 300+ teachers to use technology in classrooms, planned and upgraded school infrastructure.

Andrew Vincent Joo
UNITED STATES
Head of Investment, Private Credit / Private Equity
Fortress Investment Group
Led investment sourcing, execution, and deployment in private equity and credit in major Asian markets.

Marian Kamol
MALAYSIA
Senior VP
Khosnazar Nasional Berhad
Executed industry reform, corporate restructuring, earn-outs, and cross-border M&A; managed development of a destination resort and investments into Al-focussed funds.

Akira Kano
JAPAN
Director
Mitsubishi UFJ Financial Group
Developed mid-term business plan for global markets business; executed global project to integrate bank and securities; advised clients on cross-border M&A structuring.

Shilakoo Kata
JAPAN
Sr. Manager, Human Resources
NTT Communications Corporation
Led the implementation of an HR system that covers 20,000 employees worldwide, introducing a new business process to transform HR into more strategic roles.

Alpha Kiflu
UNITED STATES
Managing Partner
Bega Ventures
Founded investment and advisory business in East Africa; built branded packaged foods start-up; led the growth of Ethiopia’s first modern cash and carry wholesaler.

Fatih Korhan
TURKEY
CEO
Graniser Ceramics (IP Portfolio Firm)
Revamped growth strategies; defined domestic and cross-border M&A opportunities; led a turnaround resulting in significant revenue and EBITDA increases.

Masa Kazuki
JAPAN
Director, Asia Pacific
Data Center Manager, Asia Pacific
NTT Facilities
Developed and implemented a hybrid facility operation standard that won an award-winning multinational team for a data center in Singapore.

Abhesh Kumar
SINGAPORE
Director, Asia Pacific
Singtel
Avidly leading global institutional clients on strategy, risk, finance, technology, and public policy; oversaw a portfolio of $100MM, managing more than 250 employees across 13 countries.

Ching-Mei Kuo
TAIWAN
Sr. VP
Catley Life Insurance
Developed the PFS17 taskforces of UIA/ROC, AIC, and Catley Life, assisted in establishing Taiwan’s new solvency regime; managed ALM, capital, reinsurance, and actuarial models.

Douglas Lazaretti
BRAZIL
Executive Manager of Forest & Logistics Operations—BA / ES / MG
Suacita Log. S.A.
Built high-performance teams within a unit of 2,600+ employees, implemented key strategies and projects that contributed to the company’s transformation.

Michael Leonard
UNITED STATES
VP of Operations
Thornton Group LLC
Focused on the China market with experience in cross-border M&A and private equity.

Josh Lester
UNITED STATES
Founder and CIO
New River Capital Management
Founded NRCM to invest in equities with fixed income risk; led efforts at Kenego to develop fixed income research leveraging machine learning analytics.
Wen Li  
**CHINA**
Sales Director  
Fuyao Glass  
Restructured the global sales team from a centralized power structure to a local autonomy; transformed relationship-driven sales into brand-driven sales and achieved a $4.3B+ bid record.

Kenneth Lim  
**SINGAPORE**  
Director  
Singapore Tourism Board  
Led tourism product development and policy formulation for Singapore’s heritage districts, oversaw the development of integrated Resorts and drove global marketing efforts.

Nicolas Lopes  
**BRAZIL**  
Senior Manager  
Petarbras  
Led procurement areas and joint ventures, increasing market share and improving operational and supplier performance; implemented strategic sourcing solutions.

Marco Antonio Lucente  
**BRAZIL**  
Sr. Manager Business Development & Strategic Alliances  
Telefónica Brasil S.A.  
Conducted industry analysis and built winning pipelines of opportunities; led analysis of targets in telecom and IT, evaluated startups for the accelerator program.

Alfred Lum  
**SINGAPORE**  
Head, Strategic Growth Partners  
Singapore Economic Development Board  
Partnered with major corporations to drive global expansion; launched new ventures in areas such as medical technology and unmanned aerial systems.

Jeremy Macdonald  
**SOUTH AFRICA**  
Cofounder  
Cybersmart Business  
Built the business division of an internet service provider responsible for business development, sales strategy, and execution.

Karthik Mahalingam  
**INDIA**  
Partner  
National Practice Head—Ventures & Capital  
Head of Office—Bangalore  
Shardul Amarchand Mangaldas  
Managed transactions ($3B+) in Asia, Africa, and the U.S.; focused on PE, VC, M&A, and IPOs; established three offices; served as a startup advisor.

Zahid Mamot  
**MALAYSIA**  
Head, Investments & Ventures  
Patrons  
Executed strategies for VC investments; provided advice to senior management on engineering and technology projects; managed integrated deepwater offshore project.

Ross Martin  
**UNITED STATES**  
Partner  
Ropes & Gray LLP  
Negotiated takeovers of companies in bankruptcy; represented companies and hedge funds in trials and appeals of corporate finance disputes.

Ryan Masumoto  
**JAPAN**  
Deputy Manager, Business Planning Dept.  
Power Domain Mitsubishi Heavy Industries, Ltd.  
Established and executed global business strategy for power division with $15B in annual revenue.

Lucas Mattos  
**BRAZIL**  
Cofounder  
Adianta—Invoice Financing FinTech  
Founded a fintech company that developed Brazil’s first fully-automated FDIC, led global and regional finance and strategy teams for large credit businesses.

Fatima Mazhar  
**PAKISTAN**  
Director, Global Launch Team  
Careem  
Launched Careem across the Middle East, North Africa, Turkey, and Pakistan regions, expanding from three to 80+ cities over 2.5 years.

Boris Miranda  
**CHILE**  
Partner  
PriceWaterhouseCoopers  
PwC  
Led the strategy and operations area; leveraged PwC’s global presence to develop local know-how; managed the transformation of local and global companies.

Ricardo Mohr  
**CHILE**  
General Manager  
Gerencia  
Developed projects in the renewable energy sector in Chile with expertise in the design, development, construction, and operation of diesel and hydropower plants.

Jean Mantilla  
**VENEZUELA**  
Country Manager  
Peru  
Neoris  
Led geographical expansion and operations in the Peru, Bolivian, and Ecuadorian markets; managed digital business strategy and operations across the Andean region.

Ingrid Mosquera  
**COLOMBIA**  
Legal Manager  
BBVA Asset Management S.A.  
Managed the legal structuring of financial products, including market funds that disabled assets under management in two years, advised on funds and digital expansion; established SPVs.

Danilo Moura  
**BRAZIL**  
Director of Finance  
LATAM Harso Metals & Minerals  
Led a Latin American finance and performance management team; managed budget; enhanced business performance by defining and maintaining operational KPIs.

Kirannayi Muntha  
**INDIA**  
Associate VP  
Kotak Mahindra Bank Ltd.  
Supervised and expanded corporate credit portfolios; negotiated exposure reduction in stressed accounts; managed cross-functional, cross-cultural teams.

Vijay Nair  
**INDIA**  
General Manager—Distribution  
Vodafone India Ltd.  
Developed strategy and drove execution of distribution channels across India; managed P&L responsibility for large regions with 350+ individuals.

Masato Nakai  
**JAPAN**  
Chief Technical Engineer  
Nara Research Institute, Ltd.  
Led teams in developing and executing distribution channels across India, managed P&L responsibility for large regions with 350+ individuals.

Shigeki Nakao  
**JAPAN**  
Deputy General Manager  
Mitsui & Co., Ltd.  
Managed a $200MM acquisition and led the $2.8B financing of a 90A power project leveraging extensive experience in both the investment and power industries.

Thomaz Nascimento  
**BRAZIL**  
Entrepreneur / Investor  
Nascimento Ventures  
Cofounded and grew Digitalvit, a tech company in the mining industry, into a $17MM business before selling to Hexagon; invested in internet-based startups as a serial entrepreneur.

Vân Nguyen  
**VIETNAM**  
Quality Assurance Lead  
Solvy Specialty Chemicals Asia Pacific Pte Ltd.  
Commissioned four out of 15 units of a 450MM greenfield chemical plant; led the design and implementation of its GMS; obtained five quality certifications in one year.

Koji Nishihara  
**JAPAN**  
Senior Deputy Manager  
Suntory Holdings Limited  
Developed sales strategies, budgets, and P&L statements to clarify numerical targets for a $600B+ international beverage conglomerate.

Daiki Niwa  
**JAPAN**  
Corporate Strategy, Deputy Managing Director  
Kirin Holdings Company, Limited  
Led and built corporate strategy with a unique business portfolio; initiated new craft beer business and strengthened overall beer business.

Anne O’Connell  
**UNITED STATES**  
Commander  
United States Coast Guard  
Conducted national security and homeland defense missions as the executive officer of a United States Coast Guard cutter.

Young Oh  
**SOUTH KOREA**  
Director  
Director Management & Planning Headquarters, Hamee Group  
Developed strategies for capital structure improvement and corporate governance; structured financial solutions using derivatives pricing theory.

Shimpeachi Okuno  
**JAPAN**  
Manager, Finance & Investment Planning Department  
Nippon Life Insurance Company  
Flattened asset management business strategy, developed and implemented innovative M&A strategies for overseas asset management companies.

Ariel Olivo  
**COLOMBIA**  
Project Manager  
Bolloré Logistics  
Established strategies that reduced delays and claims, prepared complex logistical schedules and developed new coating business for logistics contract bids for African wind power plants.

Jun Onuki  
**JAPAN**  
Assistant Senior Manager  
The Norinchukin Bank  
Led London branch treasury department to stably and cost-effective fund foreign currency; to submit LBOE proposal, and to support business strategy related to Brexit.

Edward Teck  
**MALAYSIA**  
Head of Finance  
Malaysia Airlines  
Restructured airline engineering division with 2,500 employees; executed business strategy, led joint venture and growth initiatives; provided leadership to achieve financial targets.

Jill Paine  
**UNITED STATES**  
Director of Inside Sales  
Boston Celtics  
Trained and developed sales and managerial talent, spearheaded diversity and inclusion initiatives.
The intellectual climate is exhilarating. You’re among global movers and shakers, adding your own perspectives to the mix, and contributing to dialogues that are shaping business.
John W. Thompson

Microsoft Chairman of the Board John W. Thompson began his storied career at IBM and cemented his reputation as a transformative leader during his tenure as CEO of Symantec. A dedicated supporter of early-stage enterprises, Thompson serves as a venture partner at Lightspeed Partners.

Priya Iyer

Chairman and CEO of the rapidly growing customer engagement company Vee24, Priya Iyer was previously co-founder, chairman, and CEO of Anaqua. She was named New England Entrepreneur of the Year in 2014 and has ranked on the Boston Globe’s top 100 Entrepreneurs list.

+ ON THE FRONTIER
“\textit{I came to the program from IBM at the genesis of the personal computer revolution. In fact, my thesis topic was A Distribution Model for Personal Computers. My advisor had deep ties to the technological frontier—across MIT and in industry. I knew that I was discovering the very latest thinking in technology and management.}”

+ PRACTICAL KNOWLEDGE
“\textit{When you spend a year as an MIT Sloan Fellow, you enter a cocoon of nonstop learning—and not just from the faculty. My classmates shared their rich experiences in all facets of business and life. And as mid-career executives, they had a good deal of practical knowledge to share. The value of working closely, day in and day out, with some of the most talented people in the global arena is incalculable.}”

+ MULTIFACETED PERSPECTIVES
“\textit{My early work at IBM was primarily domestic and tech oriented. The MIT Sloan Fellows MBA program brought the world to me. I collaborated with classmates from Argentina, Brazil, Canada, Japan, China, and all across Europe. The industry diversity was just as vital. My class included executives from a wide swath of professions and environments—\textit{even a professional baseball player. Viewing life and work from such multifaceted perspectives opened up my world.}}”

+ INFORMATION AND INSPIRATION
“\textit{When I entered the program, I was negotiating an exit from a successful startup. By the time I graduated, I was launching a new enterprise. During my year at MIT Sloan, I entertained a bazillion ideas inspired by everyone I was meeting, everything I was learning, and the thrilling climate of invention at MIT. The collaborative model of the program itself influenced how I structured my new company.}”

+ INFINITE VALUE PROPOSITION
“\textit{Success can actually hold you back. I was so involved in my career that it kept me from pursuing a higher level of achievement. I came to realize that if I wanted a significant life story—to progress 100 steps at a time instead of 10—I really needed this year of supercharging. It worked. Time reveals, again and again, just how valuable it was.}”

+ CONSTELLATION OF CONTACTS
“\textit{After learning, inventing, and problem-solving together for a year, you leave MIT with a powerful network of people invested in your future. When my company wanted to enter the Asian market, I reached out to my classmates. In Tokyo, I was stunned to find an entourage of Japanese leaders with MIT connections waiting for me at the airport. I left Tokyo with contacts at both Samsung and Panasonic that soon turned into contracts.}”
The network you build as a Sloan Fellow is not limited to alumni. MIT is famously a connection engine. During your year at the Institute, you will forge bonds with faculty and students across MIT. You will sit down with industry leaders. You’ll meet students and faculty at neighboring universities. And in one short year, you will grow a network that spans industries, cultures, and continents.
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**LEARN WITH THE MOST INFLUENTIAL THINKERS OF OUR DAY**

As an MIT Sloan Fellow MBA, you will work closely with MIT Sloan’s most renowned thought leaders and industry experts, including:

**SIMON JOHNSON**
Ronald A. Kurtz (1954) Professor of Entrepreneurship / MIT Sloan Fellows MBA Program Faculty Director

One of the best-known economists of our day, Simon Johnson works closely with Sloan Fellows who want to build better companies. He heads the Global Economics and Management Group, co-founded and leads the Global Entrepreneurship Lab (G-LAB), and partners with the MIT Media Lab on the Digital Currency Initiative. Johnson is the author of two of the most influential finance books of the last decade, *Bankers and White House Burning* (with James Kwak).

**TAVNEET SURI**
Associate Professor of Applied Economics

Tavneet Suri is a renowned development economist specializing in Sub-Saharan Africa, where she has undertaken extensive on-the-ground research. Her work cuts across multiple international development sectors, including agriculture, governance, and digital financial services. Scientific director for Africa for the Jameel Poverty Action Lab (J-PAL), she is also a faculty research fellow at the National Bureau of Economic Research and an affiliate of the Center for Economic and Policy Research.

**JOHN STERMAN**
Jay W. Forrester Professor of Management

Director of the MIT System Dynamics Group and the MIT Sloan Sustainability Initiative, John Sterman is a leading force in systems thinking, organizational learning, computer simulation of complex systems, climate change, and sustainability. He is the author of influential works on the challenges and opportunities facing organizations, including the award-winning textbook *Business Dynamics*. Sterman pioneered the development of management “flight simulators” now used in academia and industry worldwide.
“We want our Fellows to immerse themselves in this experience at MIT. We want them to connect with the faculty and students across the MIT community. We want them to find out how the private sector and other governments around the world are solving some of the same challenges we face using very different solutions.”

JEFFREY WILLIAMSON, SFSM ’12
UNITED STATES
Chief HR Officer & Executive VP,
United States Postal Service

A NOTE TO COMPANY SPONSORS

Your employee’s year at MIT can be every bit as significant for the organization as it is for the Fellow. Many global organizations rely on the program to prepare their most promising leaders for executive suite positions, upcoming challenges, and emerging opportunities. Reach out to discuss how your organization can partner with us to integrate the MIT Sloan Fellows MBA program into your professional development strategy.

ON DEADLINES

 Applications due: October 9, 2018
 Decisions released: December 17, 2018
 Applications due: December 10, 2018
 Decisions released: February 14, 2019
 Applications due: February 12, 2019
 Decisions released: March 29, 2019

CONTACT

ROD GARCIA
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JEFFREY WILLIAMSON, SFSM ‘12
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Visit the MIT Sloan Fellows MBA program website to discover more about the program, explore the curriculum in depth, meet alumni, and sign up for webinars and admissions events.

MITSLOAN/MIT.EDU/FELLOWS

“A great leader is great in any culture or context. I came to MIT to become that global leader. As a Sloan Fellow, I developed my leadership model working with peers who were influential leaders in Brazil, Spain, India, Nigeria, and 30 other nations, and I learned something pivotal from each of them.”

SATOKE YOSHIDA, SFMBA ‘14
JAPAN
President & CEO, Four Roses Distillery, LLC (Kirin)

APPLICATION DEADLINES

+ OCTOBER 9, 2018
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+ FEBRUARY 12, 2019
Decisions by March 29, 2019
“The value of the program is integral to everything I do and everything I am.”

RANDA JAMALI CHARAMAND, SFMBA ‘08
LEBANON
Partner & COO,
Benchmark Development