<table>
<thead>
<tr>
<th>First Name</th>
<th>Last Name</th>
<th>Grad Year</th>
<th>Industry/Area Coverage</th>
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</thead>
<tbody>
<tr>
<td>Chris</td>
<td>Baker</td>
<td>2009</td>
<td>Tech, Mobile Analytics, Cleantech, Energy, Startups (Based in San Francisco, virtual</td>
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<tr>
<td></td>
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<td>advising only)</td>
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<tr>
<td>Tricia</td>
<td>Bolender*</td>
<td>2007</td>
<td>Global Health, Impact Investing, International Development, Asia (Skype appointments</td>
</tr>
<tr>
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<tr>
<td>Christine</td>
<td>Buell</td>
<td>2007</td>
<td>Brand Management, Marketing, Consumer Packaged Goods</td>
</tr>
<tr>
<td>John</td>
<td>Collins</td>
<td>1997</td>
<td>Investment Management, Value Investing, Hedge Funds</td>
</tr>
<tr>
<td>Jeff</td>
<td>Derman</td>
<td>2000</td>
<td>Finance, Investment Banking, Retail M&amp;A</td>
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<tr>
<td>Chris</td>
<td>DiMarco</td>
<td>2007</td>
<td>Healthcare, Pharma, Marketing, General Management, Leadership Development Programs</td>
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<tr>
<td>R.A.</td>
<td>Farrokhnia</td>
<td>2004</td>
<td>Private Equity, Venture Capital, Entrepreneurship</td>
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<td>Charly</td>
<td>Gates</td>
<td>1972</td>
<td>Investment Management, Alternative Investing, Risk Management</td>
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<td>Jatin</td>
<td>Gupta</td>
<td>2007</td>
<td>Energy, Private Equity</td>
</tr>
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<td>Andrew</td>
<td>Gutmann*</td>
<td>2001</td>
<td>Finance, Investment Banking, M&amp;A, Entrepreneurship</td>
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<tr>
<td>Ivy</td>
<td>Hatsengate</td>
<td>2001 (Kellogg)</td>
<td>Marketing, General Management, Technology, Social Enterprise, International Student</td>
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<tr>
<td>Anna</td>
<td>Irving**</td>
<td>2006</td>
<td>Retail, Luxury Goods</td>
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<tr>
<td>Wissam</td>
<td>Kahi</td>
<td>2004</td>
<td>Consulting, Media, Entrepreneurship, International Business</td>
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<td>Nicholas</td>
<td>Kalogeropoulos</td>
<td>1993</td>
<td>Private Equity, Real Estate, Financial Services, Emerging Markets</td>
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<tr>
<td>Raji</td>
<td>Kalra</td>
<td>2004</td>
<td>Social Enterprise, Nonprofit Management, Education/Children’s Services, Arts Management</td>
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<tr>
<td>Mario</td>
<td>Lazzaroni**</td>
<td>2005</td>
<td>Retail, Luxury Goods, Internal Strategy, General Management, Consulting, Europe and</td>
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<td>Africa</td>
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<td>Jeanette</td>
<td>Maister</td>
<td>2004</td>
<td>Finance, HR Management, Business Development</td>
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<td>Ryan</td>
<td>Moorehead</td>
<td>2009</td>
<td>Real Estate Development</td>
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<td>Maneesh</td>
<td>Sagar</td>
<td>2003</td>
<td>Tech, VC, Entrepreneurship, International Business, India</td>
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<td>Richard</td>
<td>Shaw</td>
<td>1997</td>
<td>Investment Management, Technology, Private Wealth</td>
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<td>Akiba</td>
<td>Smith- Francis</td>
<td>2005 (HBS)</td>
<td>Executive Coaching, Leadership Development, Brand Management, Marketing, Consulting</td>
</tr>
<tr>
<td>Dylan</td>
<td>Steeg*</td>
<td>2001</td>
<td>Tech, VC, Big Data, Entrepreneurship, Startups (Based in Silicon Valley, virtual</td>
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<td></td>
<td></td>
<td></td>
<td>advising only)</td>
</tr>
<tr>
<td>Andrew</td>
<td>Tilzer**</td>
<td>2002</td>
<td>Investment Management, Family Funds, Value Investing, Hedge Funds</td>
</tr>
<tr>
<td>Joy</td>
<td>Williams</td>
<td>2001</td>
<td>Media, Production, Business Development</td>
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<td>David</td>
<td>Wolkoff</td>
<td>2012</td>
<td>Retail, Luxury Goods</td>
</tr>
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</table>

*Remote Coach – virtual advising only     **Group advising sessions only
Chris Baker,'09  
Enterprise Account Executive, MixPanel  

Previous Roles Include: Enterprise Accounts at Stem Inc.; Sales Strategy & Operations at Bloom Energy  

Columbia Coach*  
Technology, Mobile Analytics, Cleantech, Energy, Start-Ups  
(*Based in San Francisco, virtual advising only)  

Chris Baker is an Enterprise Account Executive at Mixpanel, a Bay Area firm which offers the most advanced analytics platform for mobile & web. It helps businesses grow by helping them understand how their users behave and use their products by tracking actions people take rather than page views. Prior to MixPanel, Chris led Enterprise Accounts at Stem, Inc., a cleantech company which combines big data, predictive analytics and energy storage to reduce electricity costs for businesses. Prior to Stem, Chris was the Senior Manager of Sales Strategy and Operations, and later Enterprise Accounts, at Bloom Energy, a provider of fuel cell energy servers. Chris holds a BA/BS in Economics and Biology from University of California, San Diego. He earned his MBA from Columbia Business School in 2009.

How to Get in Touch-  
Please email Chris at Christopher.baker@mixpanel.com with your resume and topics for discussion. He will answer questions over email and set up a time to speak with you over the phone or via Skype.
Tricia Bolender, ’06
Global Health Consultant/Improvement Advisor, Institute for Healthcare Improvement
Previous Roles Include: Head of Strategy and Marketing, Lifespring Hospitals; Acumen Fund Fellow
*Columbia Coach*
(*Based in Seoul, virtual advising only)

Tricia’s professional experience spans strategy consulting to social entrepreneurship and international development. After graduating from Columbia, she joined Acumen Fund as a Fellow in Hyderabad, India. She then served as part of the senior management team at LifeSpring Hospitals, directing Strategy and Marketing. She now works as a consultant with the Institute for Healthcare Improvement, specifically working with low- and middle-income countries around financial access to healthcare.

During her time at Columbia, Tricia held internships with Dalberg Development Advisors, United Nations Capital Development Fund, Women’s World Banking, Community Development Venture Capital Alliance (CDVCA), and Katzenbach Partners, as well as engaged in projects with the IFC, Grameen USA, and Acumen Fund. Prior to Columbia, Tricia was a business strategy consultant, focused on healthcare and organizational effectiveness. Her work experience ranges from North America to Australia, Rwanda, Ghana, the Philippines, Thailand, and India.

Tricia received her BA from Harvard University, her MA in International Affairs from SIPA, and her MBA from Columbia Business School. In her free time, she is a trapeze artist and harpist.

**How to Get in Touch**
Please sign up for Tricia’s appointments in COIN, then email her at tricialourdes@gmail.com with your resume, Skype ID, and topics for discussion.
Christine Buell, '07
Director, Brand Management and Integrated Marketing, Cold Systems at Keurig Green Mountain
Previous Roles Include: Senior Brand Manager, Finish Dishwashing, Reckitt Benckiser
Columbia Coach
Brand Management, Marketing, CPGs

Christine Buell comes to the Columbia Coaching Program with more than eight years of experience in brand management and consumer packaged goods. She is the Director of Brand Management and Integrated Marketing for Cold Systems at Keurig Green Mountain. Prior to Keurig, Christine was a Senior Brand Manager at Reckitt Benckiser, where she managed the Dishwashing business in North America with responsibility spanning Marketing, Finance, Innovation and day-to-day Operations. In previous roles at RB, she has worked on a number of household names including Lysol, Jet-Dry, dCON and Easy-Off Oven Cleaner. Prior to Reckitt Benckiser, Christine was a Consultant with Russell Reynolds Executive Search based out of London. For five years, she focused on C-level searches in the Software & Services industry.

Christine is a graduate of University of Pennsylvania, where she earned a B.A. in International Relations. She received her MBA from Columbia Business School in 2007.
Columbia Coaching Program

John Collins, ‘97
Portfolio Manager, Galileo Capital Advisors

Columbia Coach
Value Investing, Investment Management, Hedge Funds

John Collins is the founder and Managing Member of Galileo Capital Advisors, LLC, a long/short equity fund with a small cap bias. John’s investment strategy is deeply rooted in the value investing framework taught at Columbia. Espousing these principles, John developed an investment strategy that is distinctly contrarian, and is based on the belief that the best way to generate excess returns is to think differently than the consensus, allowing one to anticipate change prior to the market.

Prior to Galileo, John was employed at David J. Greene & Company, a $2.0 billion investment management firm. From 1999-2004, he was a senior analyst on the $1 billion DJG Small Cap Value Fund, prior to which, he was an analyst in the equity research department at DJG. John’s research responsibilities at DJG spanned several industries, with a particular emphasis on technology, healthcare, and retail. John received a Bachelor of Arts degree in Political Science from Bucknell University and an MBA from Columbia Business School in 1997.
Mr. Derman joined PJSC in 2009 and has 15 years experience representing clients on a variety of assignments including buy-side, sell-side, divestiture and merger transactions, as well as debt and equity financing and restructuring assignments. Mr. Derman has executed a number of transactions in several sectors, including retail, consumer products, technology and business services. Selected clients Mr. Derman has advised include Accenture, American Greetings, Ameritrade, Burlington Coat Factory, DSW, Genesco, Movie Gallery, Phillips-Van Heusen, Regis Corporation, Sabre Holdings and Spectrum Brands. Prior to joining PJSC, Mr. Derman was a Vice President at Goldman, Sachs & Co. in the Consumer Retail Group of the Investment Banking Division. In his earlier career, Mr. Derman spent three years in St. Petersburg, Russia directing public relations efforts for multinational clients in the consumer product, hospitality and auto industries, followed by three years in Chicago advising public relations clients in the high technology industry. Mr. Derman received an M.B.A. with honors in Finance from Columbia University and a B.A. cum laude in Economics and Russian Language and Literature, also from Columbia.
Chris DiMarco is a Senior Marketing Manager at Ethicon, a part of the Johnson & Johnson Family of Companies. Currently, Chris is responsible for developing marketing strategies and executing marketing initiatives that communicate the clinical and economic value of Ethicon’s portfolio of products. Chris joined Ethicon in 2007 as a part of Johnson & Johnson’s MBA Leadership Development Program. In his initial roles at Ethicon, Chris managed P&L metrics, valued investment opportunities, and provided financial accounting support across Ethicon’s diverse medical device businesses. Prior to working in the medical device sector, Chris worked as a Research Chemical Engineer at Merck & Co., Inc., where he was responsible for developing the manufacturing process for new pharmaceutical compounds. Chris has a B.S. in Chemical Engineering from Cornell University and a MBA from Columbia Business School. 

Chris DiMarco, ‘07
Senior Marketing Manager - Strategic Account Marketing, Ethicon

Previous Roles Include: MBA Leadership Development Program Associate, Ethicon; Summer Associate, Bristol Myers-Squibb; Research Chemical Engineer, Merck & Co.

Columbia Coach
Healthcare, Marketing, Pharmaceuticals, General Management
R.A. Farrokhnia’s entrepreneurial and multi-disciplinary career encompasses principal investments, M&A in investment banking, operations management, and turnaround/restructuring of established and startup ventures, with an emphasis on financial services, banking, and technology firms.

R.A. Farrokhnia currently leads the Ventures division of StoneCastle Partners, a $3 billion asset management and finance firm, where he is responsible for deal origination, investment, and execution of various start-up ventures in banking and financial services. He previously served as the Managing Principal of 1776 Capital, an international private equity fund, the CFO of a financial technology company acquired by NYSE Group, and the co-Founding- and Managing Partner of an emerging-markets' focused private equity fund.

R.A. Farrokhnia earned both his Bachelor and MBA degrees from Columbia University in New York, and remains active in various teaching and mentorship capacities at Columbia Business School. He has an extensive global professional experience, including long-term residency abroad and fluency in several languages.
Charles Gates is a Managing Director at eDelta Consulting, Inc., where he focuses on risk management and business development consulting, financial training, and executive coaching, for financial institutions, family-owned businesses and individuals. Charly has over 30 years experience in investment and commercial banking, derivatives, foreign exchange, capital markets, hedge funds, and risk management consulting. He began his career as a credit officer for Citibank in New York, and was a founder of Citi’s derivatives business where he completed many “first time” transactions, including Citi’s first interest rate swap in the US, and assisted the World Bank in developing its swap program. He helped establish the credit derivatives business at Rabobank in New York, and completed over $12 billion in credit derivative transactions. He was Co-Head of the Credit Risk Management practice of Deloitte & Touche, and prior to joining eDelta, was a Managing Director at Grammer and Co., and was an SVP at Financial Risk Management, a premier global fund of hedge funds. He holds an MBA, cum laude, from Columbia Business School, and a BA, cum laude, from Yale University.
Columbia Coach Jatin Gupta is Vice President in the Power and Renewable Energy Group of GE Energy Financial Services, where he leads underwriting and portfolio management of North American development projects across renewable and thermal sectors, structured and tax equity investments in US wind and solar, and support restructuring of major thermal assets.

A 2007 graduate of the EMBA Program, Jatin first joined GE EFS as a Senior Associate in their venture capital group, managing all aspects of the investment process, including due diligence, financial analysis & modeling, market research and portfolio management for early to mid-stage investment in cleantech and oil & gas technologies. Prior to Energy Financial Services, Jatin was involved in Corporate Investor Relations at GE, where he worked directly with GE senior leadership in executing key initiatives and conducting analyses critical to the investment community.

Jatin coaches Columbia Business School students on career development and transitions in the private equity, financial services, and energy sectors. He holds an MBA with a concentration in finance from Columbia Business School and a BBA in finance from George Washington University.
Andrew Gutmann is the founder of igokids, a New York City based tech startup focused on becoming the world’s first search engine for families. He is also the author of “How to Be an Investment Banker: Recruiting, Interviewing, and Landing the Job” published in 2013 by Wiley Finance. For the past six years he has been a Career Coach at Columbia Business School where he advises and mentors MBA and Executive MBA students interested in investment banking careers as well as entrepreneurship. Andrew is also the creator of www.ibankingfaq.com, one of the most widely visited websites focused on the topic of investment banking and has taught finance and investment banking classes for a number of institutions, including at the Institute for Finance, the firm that he founded.

Andrew was a Senior Vice President at Asgaard Capital, a Vice President in the M&A group of HSBC and an Associate at Houlihan Lokey. He has led or helped execute M&A, restructuring and capital raising transactions for clients in multiple business sectors including consumer/retail, energy, financial services, industrials, real estate, technology and telecommunications. While at HSBC, Andrew was very actively involved in both on- campus and lateral recruiting and also participated in the firm’s technical standardization efforts.

Andrew has also been involved in a number of additional entrepreneurial ventures. He was a co-founder and CEO of Annabelle Joule, a branded apparel wholesaler and the former Chief Financial Officer of Intronis, a venture capital funded technology firm. Andrew started his career as a Research Assistant at the Board of Governors of the Federal Reserve in Washington, DC. He also spent nearly three years at Basstech International, his family’s international chemical business, where he was involved in all aspects of that business, including the evaluation of strategic acquisitions. Andrew earned his B.A. in Economics (with Honors) from The Johns Hopkins University and his M.B.A. from Columbia Business School.
Ivy Hatsengate, ’01 (Kellogg)

Previous Roles Include: Manager of Corporate Citizenship and Corporate Affairs, IBM; Manager of Strategy and Planning, ibm.com; Strategist – Consumer Channel Marketing Organization, Hewlett-Packard

Columbia Coach
Marketing, Technology, Social Enterprise, General Management, General Career Advising, International Advising

Ivy Hatsengate has over 20 years of professional experience working in a wide variety of industries from hi-tech to non-profit. After graduating with a BA in English Language and Literature from Harvard-Radcliffe Colleges, she helped City Year, a youth service Americorps program, with its national expansion efforts. Seeking further professional development experiences, she subsequently joined Integral, Inc., a niche product development consultancy, where she advised Fortune 100 clients for several years. Ivy completed her MBA at the Kellogg Graduate School of Management in 2001 and joined IBM in its Marketing Leadership Development Program. She held roles in Corporate Marketing, ibm.com, Research Communications, and most recently in Corporate Citizenship before joining the Columbia team.
Anna Tolosa Irving is a retail executive with a diverse background in luxury buying, merchandise planning, product development, sales and strategy. She holds a B.S. in Foreign Service from Georgetown School of Foreign Service and an MBA from Columbia Business School. Prior to graduate school, Anna worked in buying and product development at Barneys New York, Saks Fifth Avenue, and Macy’s Merchandising Group. While at business school, Anna utilized her industry network to build closer ties between employers and the school’s Retail and Luxury Goods Club. During the summer after 1st year, she interned at Kurt Salmon Associates, a retail consulting firm.

After receiving her MBA, Anna joined the LVMH Management-in-Training program, where she rotated through sales and operations positions for Louis Vuitton North America. In this role, she managed the Louis Vuitton Soho store with a focus on improving operational efficiency and developing the store’s Ready-to-Wear VIP client base. Anna personally sold $1.2 million in product to her clients. She subsequently returned to Saks Fifth Avenue as a Director of Planning and oversaw the merchandise planning and financial strategy team for the Women’s Designer Ready-to-Wear group.

In December 2009, Anna shifted back to the Buying/Merchandising side of the Saks team and became the Senior Buyer for Designer Handbags, where she managed the assortment, distribution, selling, and marketing strategies for Italian Designer handbag brands in Saks’ 51 stores. She is now Vice President, Divisional Merchandise Manager, Handbags at Saks Fifth Avenue.
Anand Joshi, MD/MBA, ‘01
Vice President of Procurement and Strategic Sourcing, New York-Presbyterian Hospital
Previous Roles Include: Engagement Manager, McKinsey & Co.

**Columbia Coach**
Healthcare, Internal Strategy, Operations, Institutional Providers

Dr. Anand Joshi has been with New York-Presbyterian Hospital (NYPH) since 2004; he is currently their Vice President of Procurement and Strategic Sourcing, where he leads all supply chain functions for the institution. Dr. Joshi has lead teams to drive Strategic Sourcing initiatives across a roughly $1 billion annual spend base, introduce new technology to various clinical areas of the hospital, and manage the day-to-day order placement operation. During his tenure at NYPH, Dr. Joshi has also been closely involved in clinical operations, quality and patient safety, and talent development initiatives. Prior to joining NYPH, Dr. Joshi spent 3.5 years with McKinsey & Company as a consultant in its Pharmaceutical and Medical Products and Payor/Provider practices. He consulted for numerous top-tier pharmaceutical and medical device companies on sales and marketing strategy, R&D strategy, and R&D operations. His work for providers focused on hospital supply chain management and operations.

Dr. Joshi has a BA in Biochemistry from Harvard College and graduated with honors from Columbia University College of Physicians and Surgeons and Columbia Business School in 2001 with an MD/MBA dual degree.
Wissam Kahi, ‘04
Management Consultant and Owner of OdysseyLead, LLC

Previous Roles Include: Senior Associate and Project Manager, Media and Entertainment Practice, Strategy &

Columbia Coach
Management Consulting, Media, Entrepreneurship, International Business

Wissam Kahi, ’04, is a management consultant and web entrepreneur. Prior to launching his own consulting firm, Odyssey Lead, LLC, in 2011, Wissam spent nine years at Booz & Company (now Strategy &), where he became Project Manager of their Media and Entertainment practice. In addition to his consulting experience, Wissam has been a founder and COO of several media startups in the New York City area. He speaks five languages, has worked across five continents, and holds an MBA from Columbia Business School and Engineering Degree from Ecole Centrale in Paris. As a Columbia Coach, Wissam offers advice to students on consulting, entrepreneurship, and international careers.
Nicholas Kalogeropoulos,’93
Managing Director, Hussar & Co.
Previous Roles Include: Managing Director, OliveTrust Real Estate Partners

Columbia Coach
Private Equity, Emerging Markets, Financial Services, Real Estate

Nicholas has served in various roles in private equity investing and capital raising, leveraged finance, debt capital markets, and emerging markets over the past 20+ years, across a variety of industries including manufacturing, agribusiness, transportation/logistics, consumer products, commodities, healthcare and real estate.

He is currently a Managing Director at Hussar & Co., a boutique merchant bank serving emerging markets in CEE and the CIS, especially SMEs, with a particular focus on impact investing around macro themes such as food security and development capital facilitation, and objectives such as promoting transparent cross-border investment and best-practices in corporate governance.

Prior to his current position, Nicholas co-managed OliveTrust Real Estate Partners, a real estate private equity operation in Southeast Europe and earlier in his career he held merchant banking and capital markets positions at BNP Paribas and Dresdner Kleinworts. In addition to his Columbia MBA, Nicholas has a BA degree from Brown University.
A 2004 graduate of the MBA program, Raji has had a diverse range of experiences. Prior to business school, she worked in management consulting first as a consultant for Accenture and then as a project manager at a smaller niche consulting firm.

While in graduate school, Raji pursued a dual degree at Johns Hopkins SAIS (School of Advanced International Studies) and Columbia Business School. She concentrated in International Development and Energy & Environment at SAIS and in Finance and Social Enterprise at Columbia. While at Columbia, she was very active in the Social Enterprise Club and Net Impact as well as Class Committee and Follies.

After graduate school, Raji made the switch to not-for-profit after a bridge job, a year at American Express in Finance. She worked for Knowledge is Power Program (KIPP) NYC as their Director of Finance for 5 separate entities in NYC. She also worked as a freelance consultant for educational nonprofits and start-up charter schools in New York, Pittsburgh, and New Orleans.

As Chief Financial Officer and Chief Administrative Officer, at Harlem RBI and DREAM Charter School, Raji had overall responsibility for the fiscal, facilities, human resources, information technology, legal, and administrative functions of both organizations. While as the CFO for the Museum For African Art, she was responsible for the capital campaign, had general fiscal oversight and managed payroll. Currently, Raji is the CFO/CAO for the David Lynch Foundation, where she is responsible for all finance, HR, and administration, and is the Treasurer of the Board of another non-profit, the Bronx River Alliance. Raji spends her free time traveling and exploring new cuisines and cultures and volunteering for an immigration lawyer through a non-profit called Justice For Our Neighbors. She received her BA from Columbia College.
Harpreet Khurana, ‘05
Strategic Innovation Executive, Salesforce.com
Previous Roles Include: Innovation Leader, IBM; Director of Global Consulting, Thomson Reuters

Columbia Coach
Consulting, Technology, General Management

Harpreet Khurana is a Strategic Innovation Executive at salesforce.com. He comes to the Columbia Coaching Program with an extensive background in technology, consulting, internal strategy, and general management. Prior to joining Salesforce, Harpreet lead the Global Client Innovation program for IBM, where he ran design workshops across the globe to help identify, develop and scale proof of concepts for IBM’s clients with a focus on business model innovation and customer centricity enabled by mobility, cloud, social and analytics.

Previously, Harpreet was Director of the Global Consulting Group at Thomson Reuters, where he led growth strategy projects for the company. His first role upon graduating from Columbia Business School in 2005 was as a strategy consultant for Booz & Co. in their New York Office. Prior to business school, Harpreet had been a software professional at Fidelity Investments, as well as a CTO of a wireless startup in India.

In addition, Harpreet serves as a technical advisor to an early stage technology venture fund in New York assisting with deal due diligence, deal sourcing and evaluation. He also advises start-up companies in developing business plans and raising capital. Harpreet has co-authored numerous whitepapers on outsourcing; his paper with Professor Jeffrey Sachs was presented to the Prime Minister of India. He has spoken at numerous conferences of UN’s Trade and Development Council.
Mario Lazzaroni, ’05
Vice President of Corporate Strategy, The Estee Lauder Companies

Previous Roles Include: Associate Principal, McKinsey & Co; Chair of Investment Committee, Agora Partnerships; Supply Chain Manager, Procter & Gamble

Columbia Coach
Consulting, General Management, Operations, Retail & Luxury Goods

Mario Lazzaroni has 15 years of experience in corporate strategy, strategic consulting and operations for large and medium consumer-focused corporations in US, Europe, Africa.

After graduating with a degree in mechanical engineering from Napoli University, Mario began his career with Procter & Gamble, first as a project engineer and later as a supply chain manager. Mario was then hired by the European Operations practice of McKinsey and Co. as a supply chain management expert, before moving to New York to pursue his MBA. Upon graduation from Columbia Business School in 2005, Mario returned to McKinsey, where he served multiple US and Africa based clients in the consumer goods, luxury goods, pharma and global public health sectors, focusing on growth strategies, strategic planning, operational improvement, due diligence and investment strategy. Mario is now Vice President of Corporate Strategy at Estee Lauder, where he leads the global corporate strategy process across multiple brands and geographies.

Mario speaks Italian, French, Spanish and English fluently. He lives in Brooklyn with his wife, a Kenyan artist, and their daughters. When he is not working he loves to practice Brazilian jiu jitsu, attend contemporary visual art openings, throw parties, and support friends and members of the Columbia Business School community in their business endeavors.
Jeanette Maister, ’04
U.S. Managing Director of Business Development, WCN
Previous Roles Include: Chief Operating Officer of Global Campus Recruiting, Credit Suisse

Columbia Coach
Financial Services, HR, Technology, Business Development

Jeanette is the U.S. Managing Director of Business Development at WCN, a global technology provider for the campus recruitment divisions of Bank of America Merrill Lynch, Blackrock, JP Morgan, Credit Suisse, Goldman Sachs, Nomura, LEK Consulting, Marks & Spencer, and Pricewaterhouse Coopers, among others. She comes to the Columbia Coaching Program with over a decade of experience in global talent acquisition, applicant tracking systems & recruiting technology, and HR analytics. Prior to her work at WCN, Jeanette was the Chief Operating Officer of Global Campus Recruiting at Credit Suisse, before which, she spent 8 years in a variety of campus recruiting leadership roles at Lehman Brothers including leading the campus recruitment efforts for the U.S. Investment Banking and Private Equity Associate program. Jeanette also did stints at IBM in Human Resources, and Gartner, an information technology research and advisory company, as a Director in their Global Talent Acquisition practice.

Jeanette holds a Bachelor of Arts in Psychology from Washington University in St Louis and an MBA from Columbia Business School. She resides in Edgemont, NY with her two children, William and Jacqueline and husband, Dominic.
Ryan Moorehead, ’09  
Senior Asset Manager, Olshan Properties  
Previous Roles Include: Vice President, First Sterling Financial; Acquisition/Asset Management Associate KMG Partners, Development Summer Associate, AvalonBay  
Columbia Coach  
Real Estate

Ryan Moorehead is a Senior Asset Manager for Olshan Properties, responsible for maximizing the performance and value of the company’s residential portfolio focusing on the Parkchester investment.

Prior to joining Olshan Properties, Ryan worked at First Sterling Financial, Inc. as Vice President of Asset Management & Business Development where he was responsible for the development of their third-party asset management platform and overseeing all financial aspects of their syndicated portfolio with a focus on value enhancement through improved operational efficiencies. He began his career as an analyst at The Richman Group where he focused on financial analysis of low-income housing developments in their Asset Management division.

Mr. Moorehead graduated Magna Cum Laude from New York University with a Bachelor of Science in Real Estate and received his MBA from Columbia Graduate School of Business.
Maneesh Sagar, ‘03  
Managing Director, Elara Securities  
Founder, Elara Ventures  

Columbia Coach  

Venture Capital, Entrepreneurship, Technology, Consulting, International Business

Maneesh is a seasoned investor and entrepreneur. He is a MD/ BOD at Elara Capital, a Global Investment Bank, with offices in NYC, London, Mumbai, Dubai, and Singapore.

His investing experience includes tenure as a Managing Director at Visium and Connecticut Innovations, where he invested in Mobile, Enterprise Software, Marketing Automation, and the IOT. Visium’s investments include Tao, Mentii, MondoWindow, Kaptur, Fandistro, MedAdherence, and BrainScape. CT Innovations investments include Frevvo, Keisense (acq by Nuance), Legitime (acq by Awareness) NetKey (acq by NCR), Retail Optimization (acq by Revionics), ShopText (acq by Anomaly), and SmartEquip. Maneesh was also instrumental in the successful exits of Premise (acq by Eclipsys) and Perimeter E-Security. He was also on the Board of HigherOne (NYSE:ONE). As an entrepreneur, Maneesh co-founded NeuVis (acq by IBM Rational) where he raised over $80 million and grew the company to over 350 employees. At Huntington House, a sustainable development company, he set-up company offices in New Delhi and Mumbai and drove sales across companies such as Wal-mart, Target, and Ralph Lauren.

Maneesh has undertaken a number of leadership roles in professional and nonprofit organizations. As an active alumnus of Columbia Business School, he has helped many students and alumni to succeed in startup and investing roles, and furthered the goals of the school to expand and deepen relationships with top employers in India, Silicon Valley and NYC. Maneesh is a Charter Member of TIE Silicon Valley, Columbia Venture Community, Connecticut Venture Group, and Yale Entrepreneurial Society. He serves on the Lang Entrepreneurial Center advisory boards and is also on the Board of Directors of Tao Wellness, the world’s first mobile isometric exercise platform.
Richard Shaw comes to the Columbia Coaching Program with more than fifteen years of experience in the investment management space. He is a Senior Vice President at Bessemer Trust, a wealth management and investment advisory firm that focuses exclusively on high-net-worth families and their foundations and endowments. The firm oversees $88 billion in assets for nearly 2,200 client relationships and provides an integrated approach to the various investment, tax, legacy planning, philanthropic, and stewardship needs of its clients. Prior to Bessemer, Richard was a Vice President at Zurich Scudder Investments (now Deutsche Asset and Wealth Management), where he honed his expertise in technology and telecommunications investments.

Richard received a Bachelor of Science degree in Electrical Engineering from Boston University and an MBA, with a concentration in finance, from Columbia Business School in 1997.
Akiba Smith-Francis, ’05 (HBS)

Executive Coach and Leadership Development Consultant, The Exetor Group

Previous Roles Include: Program Lead and Coach, MLT; Associate Marketing Manager, Clorox

Columbia Coach

Leadership Development, Consulting, Nonprofit, Brand Management

Akiba is a consultant with The Exetor Group, a firm dedicated to leadership development of senior executives. After graduating from Harvard College, Akiba worked as a management consultant with McKinsey & Company. Although she worked with a variety of clients across many sectors, her work focused on the firm's Nonprofit Practice. She then returned to Harvard, where she received a joint MBA/MPA from Harvard Business School and the Kennedy School of Government. After graduate school she worked in brand management at the Clorox Company, a diversified consumer packaged goods company, after which she became the Program Lead for MLT (Management Leadership for Tomorrow), a career development institution committed to unlocking the leadership potential of people of color in the private and nonprofit sectors.

In addition to serving as a regular contributor to online magazine, This Generation, she wrote a book called Stepping Off the Path: From Doing What’s Expected to Doing What You Love. Motivated by her own personal experiences, and based on dozens of interviews with well-educated young professionals who left traditional professional services jobs to pursue work that they felt was their true calling. The book is an anthology of the stories of people from around the world, as well as practical advice on handling issues including financial concerns, self-doubt, guilt and pressure from friends and family. Akiba is also one of the founding members of the Board of Directors of Cool Kids Learn, Inc., which provides academic enrichment programs that help children build the love of learning they need to succeed in school and in life. She was also a founding member of the Smith Leadership Academy (no relation), a charter school in Boston.
Columbia Coaching Program

Dylan Steeg, ’00

Vice President of Business Development, Skytree Inc.
Previous Roles Include: Director and Kauffman Fellow, Intel Capital

Columbia Coach*
Venture Capital, Technology, Big Data, Entrepreneurship, Startups
(*Based in Silicon Valley, virtual advising only)

Dylan Steeg is VP of Business Development for Skytree, an emerging leader in the hypergrowth markets of Big Data Predictive Analytics & Machine Learning. Skytree provides software solutions which deliver actionable insights to clients across a broad spectrum of industry segments. These insights allow clients to improve their detection of important market trends, to better serve their customers, and reveal untapped markets and growth opportunities. Predictive Analytics is quickly becoming a must-have technology in the age of Big Data, and Skytree is at the forefront with enterprise-grade Machine Learning. Dylan is responsible for Skytree’s global partnership program and a significant portion of Skytree’s international sales activities.

Previously, Dylan was a Director & Kauffman Fellow at Intel Capital. While at Intel Capital, Dylan led investments in innovative start-ups worldwide in the areas of enterprise software, security, energy, and semiconductors. Prior to Intel Capital, Dylan was a Process & Equipment Development Engineer within Intel's Technology and Manufacturing Group. Dylan holds a B.S. in Mechanical Engineering from Boston University and a MBA from Columbia Business School with a concentration in Finance.

How to Get in Touch-
Please email Dylan at Dylan@skytree.net with your resume and topics for discussion. He will answer questions over email and set up a time to speak with you over the phone.
Tomoko Tatara, ‘91
Co-Founder and Managing Director, TransKoto, Inc.
Previous Roles Include: Senior Investment Officer, IFC; Investment Policy Officer, World Bank; Managing Partner and Co-Founder, CAM New Markets Partners

Columbia Coach
Emerging Markets Finance, IP Litigation Consulting, International Business

Tomoko Tatara is a Managing Director of TransKoto Inc., where she works on international commercial disputes such as patent litigation and adversarial licensing negotiations between international companies.

Ms. Tatara has 20 years of experience in international finance, including project finance, structured finance, direct equity investment and private equity funds of funds. She has also addressed complex economic and financial issues which can arise in debt restructuring, private equity funds and other investment workouts, as well as commercial litigation. In emerging markets, she evaluated potential investment opportunities and negotiated complex deals in a variety of business and legal environments in Asia, Latin America, former Soviet Republics, Eastern Europe, Middle East, and Africa. Her transaction experience included commercial banking in Peru, Mexico and Argentina; manufacturing in Ecuador, Mexico, Kazakhstan and Yemen; and real estate and hotel services in Yemen and Lebanon. During her time at the International Finance Corporation (IFC) of the World Bank Group, Ms. Tatara was active in creating due-diligence, valuation and monitoring tools for private equity investments. She oversaw the first comprehensive portfolio workout program at IFC’s Funds department, which involved the liquidation or restructuring of private equity funds in Latin America and Southern Africa. Ms. Tatara is fluent in Spanish and Japanese.
Andrew Tilzer, ’02
AVP Portfolio Operations, Van Eck Global

Previous Roles Include: Senior Vice President, Sindex Financial Systems; Vice President Stern Family Management

Columbia Coach
Investment Management, Family Funds, Hedge Funds

Andrew Tilzer, ’02, is AVP of Portfolio Operations at Van Eck Global. With over 20 years of experience in investment management, Andrew has developed an expertise in hiring, managing, and evaluating managers in long/short, activist, long only, short bias, distressed, and credit strategies.

Andrew began his career as a business analyst at Lazard Asset Management, where he first learned about value investing and the asset management business. He then decided to become an investor, earn his CFA, and pursue an MBA at Columbia Business School. Upon graduation, Andrew became COO of Baker Street Capital Management, after which he joined Stern Family Partners where he analyzed hedge funds and marketed a tax efficient wrapper for hedge fund investing. After four years in a small family office, Andrew became an investment management consultant at Sindex Financial Systems; his clients included Van Eck Global, where he is now Assistant Vice President of Operations.

Andrew holds a CFA, as well a BS in Finance from Lehigh University, and an MBA from Columbia Business School.
Joy Williams is the Managing Director of rBN Media, where she advises clients on business development and social media marketing strategy. In addition, she is the Founder of GospelFit, a venture that creates health and wellness programming in African-American church communities. Prior to launching her own ventures, Joy spent six and a half years at ESPN. Over that time she held three separate roles, first as Senior Director of Sponsorship Development for ESPN. After almost three and a half years, Joy moved to International Production as Senior Director, Ad Sales Development. In this role, Ms. Williams works to effectively integrate in-show sponsorships into studio programming and event programming building on the skills developed in her previous role. Joy continued to support International Production when she moved to Business Operations. Previously, Ms. Williams served as Assistant Vice President at JP Morgan Chase in the central marketing group of the Retail Bank. She completed a twelve-month executive officer training program at JP Morgan Chase emphasizing marketing, strategic development, and process management.

Ms. Williams built upon production experience at HBO, MTV and WCBS-TV to bring video to viewers through two new media start-ups at Cablevision. The companies were Mag Rack, a provider of video-on-demand programming, and NYMetro.com, a joint venture between Primedia and Cablevision that brought together NY Magazine and Metro Channels. In addition, Ms. Williams produced a women's sports television series for a Long Island public access network.

Ms. Williams earned a Bachelor of Arts from Vassar College, a Master of Business Administration from The Columbia Business School, and a Master of Arts in Media Studies from The New School University. While at The Columbia Business School, Ms. Williams became the first African American woman elected president of the student body. She continued her commitment of service to the school community as President of the African American Alumni Association of Columbia Business School. Her commitment to community service extends outside of the school through volunteering for Granville Academy, an after-school program designed to give inner city youth an introductory knowledge of business and industry. She is also involved with The National Association for Multi-ethnicity in Communications; The Cable and Telecommunications Association for Marketing; and Women in Cable Telecommunications.
David Wolkoff, ‘12
Manager, Global Strategy at Gap Inc./Gap
Columbia Coach
Retail and Luxury Goods

David S. Wolkoff is Manager of Global Strategy at Gap Inc./Gap, where he is responsible for partnering with the leadership team to set strategic direction and to implement key initiatives for the Gap brand.

David first came to business school with a background in consulting. As a Senior Consultant for Kurt Salmon Associates, he led projects spanning multiple business areas (e.g. merchandising, production, supply chain) and environments (e.g. corporate headquarters, distribution centers, stores). As a consultant, David had a chance to work with nearly a dozen top apparel and hard good companies.

As he was pursuing his MBA at Columbia, David held a school-year internship in strategy at Chanel, and later became a summer associate in the Senior Leadership Program at Sears Holding Company in Chicago. Upon graduation, David took a position as Manager of Corporate Strategy and Business Development at Jones NY, after which he joined Gap Inc. in its NYC office.

David holds a B.S. in Operations Research and Industrial Engineering from Cornell University. He earned his MBA from Columbia Business School in 2012.