



# MIKE HINDI

Married | 1 Daughter  
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## Value Creator for Corporates, Startups & Investments ecosystems

### PROFILE

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- I am a **Value Creator**. I transform and optimize businesses. I apply my knowledge on Corporations and Startups
- I am an experienced leader with a diverse portfolio of experience spanning **multiple industries/functions** including Healthcare, Supply Chain, Business & Digital Transformation, Consulting, Post-Merger, Restructuring & Integration
- My professional experiences provide a mix between **Corporate, Startup and Consulting roles**. This includes brands such as: Novartis, Julius Baer, Open Web Technology, Ecolab, Citi Bank, Swiss Life
- **Key Knowledge:** Strategy & Operation Excellence, Program & Project Management, Entrepreneurial Financing, Digital & Business Transformation
- **Key Interest:** I have a passion for Sports. I am also dedicated to Mentoring and to a lifelong Personal Development & Self-Learning
- **International Exposure:** I am a globally minded person, having lived in 9 countries (CH, LB, FR, DE, IT, USA, AR, UK, GR), 4 continents and speaking 6 languages

### EDUCATION

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<b>OXFORD UNIVERSITY</b> , Oxford, UK Executive MBA with focus on Finance (incl. oversea modules in India, China, US, South Africa) <i>Award 1: EMBA awarded with Distinction and Honors</i> <i>Award 2: Brasenose College Award</i> <i>Award 3: LIFE scholarship</i>	2017 – 2019
<b>ETH ZURICH - SWISS FEDERAL INSTITUTE OF TECHNOLOGY</b> , Zurich, Switzerland Master of Science in Management, Technology and Economics <i>Award: ERASMUS scholarship</i>	2009 – 2011
<b>BOCCONI UNIVERSITY</b> , Milan, Italy Erasmus Exchange in Business and Economics <i>Award: ERASMUS scholarship</i>	2010 – 2010
<b>STANFORD UNIVERSITY</b> , Palo Alto, California, USA Exchange in Management Sciences	2009 – 2009
<b>ECOLE POLYTECHNIQUE FEDERALE DE LAUSANNE - EPFL</b> , Lausanne, Switzerland Bachelor of Science in Mechanical Engineering	2004 – 2008

## ENTREPRENEURIAL EXPERIENCE

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- **Advisor** in several **Startups** in: 2015 – Present  
*Healthtech; Medtech & Tech/AI*  
*For instance, I have been active in some financing rounds particularly at the Seed or Serie A levels, and have been providing strategic guidance and business plans & go-to market recommendations*
- **Advisor at Kickstart** 2020 – Present  
*Kickstart is an ecosystem innovation platform that bridges the gap between startups, corporations, cities, foundations and universities to accelerate partnerships and deep tech innovation*
- Part of the **EIT Health Bioentrepreneurship Lab** 2019 – 2019  
*A 3 months EU initiative in Healthcare for biopharma **startups** between Oxford & Munich*

## CORPORATE EXPERIENCE

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- NOVARTIS**, Basel, Switzerland 2014 – 2020  
**Procurement Leader / Business Partner / Strategic Partner**  
Initially engaged as an external consultant during a restructuring and the NBS creation, before taking several global internal roles (e.g. **Head Procurement ERP, Business Partner for IT Ops, Strategic Partner**, etc.); Led strategic programs and cross-divisional projects with global teams; Led commercial negotiations and implementation of Global Agreements (yearly spend of ~ \$450m with several \$m of savings); Key member of the global Supplier Management Operating Model design
- JULIUS BAER**, Frankfurt, Germany 2014 – 2014  
**Business Change Manager**  
External consultant and member of the Program Management taskforce responsible for the post-merger and integration of bank Julius Baer and bank Merrill Lynch
- OPEN WEB TECHNOLOGY**, Geneva & Zurich, Switzerland 2013 – 2013  
Strategy and technology consulting company specialized in digital transformation  
**Senior Consultant in Digital Strategy**  
Responsible for providing consulting services in the areas of Digital innovation, business development and organizational change management
- ECOLAB**, Zurich, Switzerland 2011 – 2013  
American global leader in sanitizing, water management and energy with EMEA Headquarters in Zurich  
**Business Transformation & Integration Project (Merger & Restructuring Team)**  
Member of the Business Transformation and Integration office responsible for Post-Merger, Integration and Restructuring (i.e. Acquisition of Nalco for \$6bn and EMEA restructuring for \$250m)
- BAIREXPORT (NGO)**, Buenos Aires, Argentina 2009 – 2009  
Argentinian NGO providing services to local SMEs to export products at an international level  
**Consultant/Volunteer in Exporting Strategy**  
Developed an international business network for small and middle size Argentinian companies
- SWISSLIFE - AWD**, Lausanne, Switzerland 2008 – 2008  
**Sales Representative / Financial Advisor**  
Business development and relationship management; Providing financial advisory services to a private clientele through the creation of transparent and individually tailored solutions; Monitoring financial trends

## LANGUAGES & INTERESTS

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### LANGUAGES

French (Native), Arabic (Native), English (Fluent), Spanish (Fluent), German (Good), Italian (Good)

### INTERESTS

Mentoring & Coaching, Sports, Travel