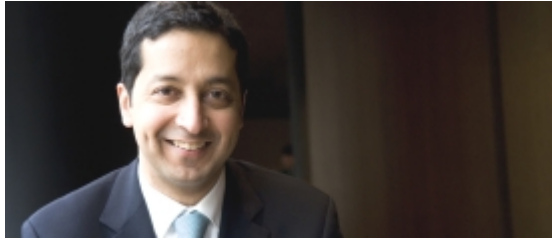


Waseem Hussain (*1966)



Managing Director

MARWAS AG

Swiss-Indian Business Bridges

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Present professional activities (MARWAS AG, as mentioned above)

Management consulting

- Strategic and tactical support for small, mid-size and large companies to successfully do business between Switzerland and India
Services include export consulting, business partner search, strategy development, market research, site selection, mergers & acquisitions, corporate finance

Intercultural training

- Intercultural trainings and business seminars on doing business in India for companies of all sizes and sectors

Academic

- University of St. Gallen, Switzerland
Arts in Strategy and International Management, guest lecturer on doing business in India
Master level, involved since 4 years, Dr. Omid Aschari
- Kalaidos University of Applied Sciences, Switzerland
Regular lecturer in EMBA International Management course, Asia module
Master level, involved since 1 year, Dr. Kevin Stringer
- Swiss Federal Institute of Technology ETH, Switzerland
Specialized Lecturer on India, MBA program in Supply Chain Management
Master level, involved since 6 years, Dr. Kurt Haerri
- University of Applied Sciences Berne, Switzerland
Guest lecturer on doing business in India
Bachelor level, involved since 1 year, Prof. Debra Ali-Lawson
- Lucerne University of Applied Sciences, Switzerland
Guest lecturer on doing business in India at School of Engineering and Architecture
Bachelor level, involved since 4 years, Prof. Albin Stücheli
- University of Applied Sciences Northwest Switzerland
Guest lecturer on doing business in India in the “Focus India” programme
Bachelor level, involved since 6 years, Prof. Chandra Holm
- ZHAW Zurich University of Applied Sciences, Switzerland
Center for International Business, guest lecturer on doing business in India
Bachelor level, involved since 3 years, Dr. Petra Y. Barthelmess Röthlisberger
- ZHAW Zurich University of Applied Sciences, Switzerland
School of Management & Law, guest lecturer on doing business in India
Bachelor level, involved since 3 years, Dr. Markus Prandini
- ZfU International Business School, Switzerland
Member of the Core Faculty, subject matter area Strategic Business Management, Lecturer for “Business in India”, involved since 4 years, Dr. Marc Maurer

Career history

2000 – today	MARWAS AG, Zurich Managing Director
2000 – 2004	EDS (Switzerland) GmbH, Zurich Head of Business Management Office BMO
1999	Atraxis AG (Swissair Group), Zurich Airport Relationship Manager India
1986 – 2000	Formative years in various companies and positions

Business publications

- Author of the study “Water and water treatment in India”, 2010
- Author of the study “The plastics industry in India – Market opportunities for Swiss companies”, 2010
- Author of the study “Clean Energy in India – Opportunities for Swiss businesses and research institutes”, 2009
- Author of the paper “Hartnäckige Feilscher”, “Harvard Business Manager” magazine (German edition, 2010)
- Co-author of the book “Interkulturell Führen” (chapter on leadership in India, NZZ publishing, 2009)
- Co-author of the book “In der Fremde” (chapter on India, Haupt publishers, 2007)
- Further publications on doing business in India: <http://www.marwas.ch/index.php?id=66>

Basic education

College	Commercial College , Zurich, Switzerland (1983 - 1986)
Secondary school	Public school , Kilchberg, Switzerland
Primary school	Public school , Kilchberg, Switzerland Inter Community School of Zurich , Zumikon, Switzerland (in English, 2 years)

Continuing education

2007, 3 days	Professional Consulting Tools (certificate course) ZfU International Business School, Thalwil, Switzerland
2002, 6 days	Project Management PM2 EDS University, Zurich, Switzerland
2001-2002	International Management (bachelor level) AKAD, Zurich, Switzerland
2001, 1 day	ITPM (Information Technology Project Management) for Project Leaders In-house training, Atraxis AG, Zurich-Airport, Switzerland
2001, 3 days	Systems Thinking Netmap Management Navigation AG, Zurich, Switzerland
2000, 4 days	Intercultural Communication University of Zurich, Institute of Anthropology, Switzerland
2000, 3 days	Peaceful Transformation of Group Conflicts Institute of Higher Studies, Berne, Switzerland
1998, 5 days	Interviewing Techniques MAZ – The Swiss School of Journalism, Lucerne, Switzerland
1994, 2 days	Presenting Techniques ZfU International Business School, Thalwil, Switzerland

Languages

Mother tongue	German & Urdu/Hindi
Other languages	English: very good oral and written skills French: basic skills Italian: basic skills

Further Information

- Thesis supervisor for Ms. Lolita Deb, student at the University of Applied Sciences in Business Administration, Zurich, Switzerland. Thesis: „Differences and challenges when using ICT and the associated digital divide based on gender”, 2006
- Students supported:
 - Mr. Adrian Dietrich, student of „International Business and Emerging Markets“, University of Edinburgh, 2007
 - Ms. Ethel Graber, „Bei uns leben wir, um zu essen...“, licentiate at the Faculty of Arts, University of Zurich, Switzerland, 2004
 - Ms. Melanie Martinelli, „Managing cultural differences: A key to successful offshore collaborations“, Diploma Thesis for a Graduate Degree in International Business Management, University of Applied Sciences Basel, International Business Management, 2001
 - Ms. Silvia Pfiffner, „Office Outsourcing India: Success Factors and Criteria für the selection of service providers“, University of Applied Sciences HTW, Chur, Switzerland, 2005
 - Thomas Müller, „Anforderungen österreichischer Hoteliers bei der Beherbergung indischer Urlaubsgäste am Fallbeispiel Hotel Dorfpark“, Management Center Innsbruck, Austria, 2008
 - Sujitha Vairamuthu, Bachelor thesis “Verhandeln in Indien - Kulturelle Einflussfaktoren und deren Auswirkungen auf das Geschäftsleben”, University of Berne, Switzerland, 2009
 - Esther Lüthi, Bachelor thesis “Market Launch of SIGG Bottles in India”, Zurich University of Applied Sciences ZHAW, 2010
- Prix Mass-Médias for „Pakistan: Corruption & Human Rights“, Christophe Eckenstein Foundation, Geneva, 1998