

## Xenia K. Huber

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### EDUCATION

- 2021 - 2022**     **London Business School, London, United Kingdom**  
Reading for Masters in Analytics and Management (MAM)
- 2015 - 2020**     **University of St. Gallen, St. Gallen, Switzerland**  
Bachelor of Arts in Business Administration  
GPA: 5.3/6.0  
(Includes two gap years from 09/2016-07/2018: Working fulltime at the St. Gallen Symposium)
- 2019 - 2020**     **Harvard College, Cambridge, USA**  
Exchange year - Modules include Finance, Macroeconomics, and Negotiation  
GPA: 3.8/4.0

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### BUSINESS EXPERIENCE

- 2021-2021**     **WAYFAIR, Berlin, Germany**  
**Largest e-commerce platform focused on furniture and home decor**  
**Trainee for Global Retail Solutions & Enablement (6 months)**
- Project lead: Managed new price negotiation strategy of a 15'000-supplier base
  - Implemented a global reporting tool and scoring model optimizing growth strategies and value proposition of supplier base
  - Enhanced monthly business performance dashboard measuring pricing metrics, assortment size, and portfolio penetration
- 2020-2020**     **SWISS LIFE ASSET MANAGERS, Zürich, Switzerland**  
**Private Equity fund for Infrastructure**  
**Trainee (6 months)**
- Performed due diligence, investment recommendations, and (non-)binding offers for three investments: Energy from waste operator, Renewable energy platform, and a telecommunication platform
  - Created quarterly reports for direct and fund of funds investments including Brussels airport, an American windfarm, and Thames Tideway Tunnel
  - Conducted market research, sourced new investment opportunities and analysed their ESG metrics
- 2020-2020**     **HARVARD COLLEGE IMPACT INVESTING GROUP, Cambridge, USA**  
**Board Member and Research Fellow (10 months)**
- Assistant to Harvard Business School Professor Brian Trelstad
  - Conducted multi case-study report of Non-Profits setting up their own Impact Investing funds
- 2016 - 2018**     **ST. GALLEN SYMPOSIUM, St. Gallen, Switzerland**  
**International conference on economics**
- 2017 - 2018**     **Head of the Organising Committee (9 months)**
- Recruited and led a team of 35 students for 10 months
  - Managed organisation's finances and its CHF 5 million budget
  - Co-developed new pricing strategy for participants with board of trustees and implemented with team
  - Developed and maintained relationships with strategic stakeholders (federal authorities, media representatives, and speakers)
  - Gained experience in public speaking (opening and closing speech at the conference)
- 2016 - 2017**     **Member of the Organising Committee (9 months)**
- Maintained and fostered organization's contacts in Norway, Sweden, Finland, and Denmark
  - Conducted over 90 in-person business meetings with c-level executives of Nordic companies
  - Increased sponsorship revenue from Nordic countries by 40%
  - Held receptions at Swiss Embassies in Sweden, Denmark and Finland to increase awareness

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### ADDITIONAL INFORMATION

- **Voluntary:** Head of Community and Partnerships at Women for Women (2020-present): A 1-to-1 mentoring platform for women
- **Board Member:** Member of the ISC Alumni Committee (2020-present): Organising the 50<sup>th</sup> anniversary of the St.Gallen Symposium with over 800 alumni:ae
- **Sports:** Played varsity soccer in high school (2009-20014) and on the club team in Harvard College
- **Languages:** fluent English, native German, conversational French