



## Latin America Day

September 1, 2022, 14.00 – 20.00

@Zurich Development Center, Keltenstrasse 48, 8044 Zurich

### BIOGRAPHIES



#### **Bruno Aloï**

Senior Consultant for South America, Switzerland Global Enterprise

Bachelor in International Business at the University of Salvador (Brazil), Master in International Management Consulting at the FH Ludwigshafen (Germany) and MBA in International Relations at Fundação Getúlio Vargas (Brazil).

Bruno Aloï has 20 years of experience in international promotion and business development. Brazilian with Italian roots, he has worked for different promotion agencies: State of Bahia (Brazil), Milan Chamber of Commerce (Italy) and Switzerland Global Enterprise (S-GE), paving a solid career in export promotion and investment attraction.

Currently, Mr. Aloï is Senior Consultant for South America at S-GE, responsible for supporting Swiss companies in the markets of Argentina, Brazil, Chile, Paraguay, and Uruguay.



#### **Dr. Alexander Arch**

Business Manager Hydropower CIS & Senior Project Manager,  
AFRY Switzerland Ltd.

Throughout his professional career with more than 18 years of experience, Dr. Alexander Arch is an experienced project manager, hydraulic & water resources expert and energy economic specialist dealing worldwide with interdisciplinary project teams. Research activities in the fields of hydraulic modelling and especially air-water flows in hydraulic structures provides him detailed hydraulic knowledge in the terms of the development and design of hydropower plants and appurtenant structures. Furthermore, investigations during project execution applying 2D & 3D numeric modelling as well as physical model tests, which constitute the basis for the design and optimization of different hydraulic structures, widen his experience in applied research activities.

Prior joining AFRY Dr. Arch had the opportunity to directly support the CTO of Germans' third largest power utility EnBW being responsible for the financial assessment of hydropower assets and corresponding acquisition procedures as well as advisory services for strategic investments in the hydropower energy sector. Besides his detailed knowledge of hydraulic engineering, design and water resources management, Dr. Arch counts with detailed expertise in the European, Asian and Latin American energy markets. His broad technical and economic know-how with respect to strategic investment decisions and optimization of the operation of hydropower plants including economic risk assessments is well received by his private, governmental (Peru, Bolivia) and MDB clients like IADB, ICC, CAF and IFC (WB). His experience reaches from greenfield project development, potential studies (most notable Germany, Peru and Bolivia), feasibility and tender design, detailed design during construction, commissioning to commercial operation, licensing procedures (EIA, water rights, etc.), technical due diligence for run-of-river, storage and pumped storage plants and consultancy services for the rehabilitation or acquisition of hydropower portfolios. Due to his activities in the area of digitalization, his contributions are highly appreciated when it comes to the introduction of new technologies either during study phases or the operation of existing schemes. Between 2013 and 2019 he built up the Department of Water Resources Consulting for AFRY LATAM located in Lima (Peru) and nowadays is responsible for the central Asian Hydropower Market as Business Manager CIS and Senior Project Manager serving also as Hydraulic Expert and Energy economist in several assignments.



**Thomas Först**

Head of Global Network, Switzerland Global Enterprise

Education: 09/1984–06/1997 German international School, Caracas Venezuela. 09/1997–05/1999 Industrial Apprenticeship at Hoechst AG, Germany. 01/2001–12/2002 University of Buckingham, United Kingdom Bachelor of Sciences in Business Studies. 09/2009–07/2011 University of Applied Sciences Zürich (HWZ), Switzerland University of Virginia, Darden School of Business Executive Master of Business Administration.

Professional Career: 09/2016–today Switzerland Global Enterprise, Zurich, Head of Global Network, Member of the Executive Committee. 06/2013–08/2016 Federal Department of Foreign Affairs, Brazil, Consul I Director Swiss Business Hub Brazil. 04/2011–06/2013 OSEC, Switzerland, Head of Consultancy Far Markets. 01/2008–04/2011 OSEC, Switzerland Consultant South America. 02/2003–12/2007 Vifor International AG / Galenica AG (St. Gallen) Regional Manager- Latin America and Assistant to Board member. 01/1999–10/2000 Various placements within the Hoechst AG Group of Companies Frankfurt am Main / Germany.



**Tatjana Gaspar**

Managing Director, LATCAM

Work experience: 1988-1989, International Management Institute, Geneva (Marketing, Office Manager). 1989-1996, World Economic Forum, Geneva, in charge of Eastern European and later of Latin American corporate members and politicians at summits in Davos and worldwide. 1996-98, PR Manager, Inter-settle, Zurich. 1998-2017, Executive Director and Senior Relationship Manager, international private banking Zurich divisions subsequently at UBS Wealth Management, Mirabaud Banquiers Privés, Liechtensteinische Landesbank and Cornèr Banca, acquiring and advising high net worth individuals from Central and Eastern Europe and Central Asia. In 2017, she established her company Lilytrust Consulting and works as Systemic and Business Coach and Online Trainer. Since 2019, she is also Managing Director of LATCAM.

Education: 1987 Licence ès Lettres, University of Geneva, Hispanic and Russian literature and history, including a semester at University of Salamanca, Spain. Studied at London School of Economics (1995) and University of Zurich (2013). UBS internal private banking training (1999-2000). 2018, Diploma in Systemic and Business Coaching at Onken Academy, Uster. Currently in the process of finishing her studies in Adult Education at Onken Academy and publishing her first book, a fictional story.

Tatjana was born in ex-Yugoslavia (Croatia) and grew up in Germany and Switzerland. She is fluent in seven languages.



**Ambassador Mirko Giulietti**

Assistant Secretary of State, Federal Department of Foreign Affairs FDFA

Mirko Giulietti was born in 1964 in Lugano, Ticino, and he is originally from the Canton of Zurich. He holds a Bachelor's degree in Economic and Social Sciences from the University of Geneva; a Master's degree in Urban and Land Use Planning from ETH Zurich, as well as a LL.M. (Diplôme d'Etudes Supérieures, DES) in International Human Rights Law from the University of Louvain-la-Neuve (Belgium).

After several missions for the International Committee of the Red Cross (ICRC) in Colombia, Afghanistan and Rwanda, and for the Organization for the Security and Cooperation in Europe (OSCE) in Bosnia-Herzegovina (in the framework of a detachment from the Pool of experts from the Swiss Federal Department of Foreign Affairs), Mirko Giulietti joined the Swiss diplomatic service in 1999. He did his practice in Bern and at the Permanent Mission of Switzerland to the United Nations in New York.

In 2001, he was transferred to Bern to the Political Division III (International Organizations) and in 2004, he held the post of First Secretary at the Swiss Mission to NATO in Brussels. Back in Bern in 2007, he has been appointed Deputy Head of the Human Rights Policy section. In 2010 he was transferred to Mexico as Deputy Head of Mission and served subsequently as Deputy Head of Mission in Nairobi from 2014 to 2016, when he has been appointed by the Federal Council Ambassador to Costa Rica, El Salvador, Nicaragua and Panama (with residence in San José de Costa Rica). Since August 2020, he acts as Assistant Secretary of State for the Americas.

Mirko Giulietti is married and has two sons and a daughter.



### **Gabriela Lippe-Holst**

Executive Chairwoman, Acqupart Holding AG / Vice-President, LATCAM

Gabriela Lippe-Holst is serving as Executive Chairwoman of Acqupart Holding AG, an international investment management company based in Switzerland, and a member of the board of directors of Celsius Pro AG, an Insurtech company that specializes in industrializing index insurance solutions.

Prior to starting her own company Gabriela worked for Swiss Re Group for more than a decade where she was appointed Managing Director. During her international career she held various executive positions with management and P&L responsibilities in risk as well as legal management in Zurich and New York with geographical responsibilities extending to Latin America. Gabriela is also a contributing author of a research collection on the economic development and diversification of the Gulf region under the title of "GCC Financial Markets: the world's new money centers".

Gabriela is a Swiss citizen. She holds a master in Law from the University of Neuchâtel and an L.L.M in international business law – summa cum laude - with a published thesis on the Gulf Monetary Union from the University of Zurich. She is admitted to the Swiss bar and is a member of the International Association of Defense Counsel and an alumna of IMD Business School. Gabriela is the founding president of the Young Leaders Alumni Foundation in Switzerland and board member elect to the American Swiss Foundation in New York.



### **Minister Hervé Lohr**

Deputy Head Bilateral Economic Relations, Head Americas,  
Federal Department of Economic Affairs, Education and Research EAER,  
State Secretariat for Economic Affairs SECO

Hervé Lohr is Minister, Deputy Head of the Bilateral Economic Relations and Head of the Americas at the State Secretariat for Economic Affairs (SECO). He is in charge with his team of trade and investment relations between Switzerland and the countries in the Americas. Previously, he held the position of Deputy Permanent Representative of Switzerland to the OECD, Paris (2016-2019).

Prior to that (2009-2015), Hervé worked at the International Economic Law Division at SECO, becoming its Head in 2012. In that capacity, he led free trade negotiations in legal related matters with China, Hong Kong, Malaysia, Indonesia, India, Ukraine and the Central American States.

Before working for SECO, Hervé served as Head European Affairs of the Canton of Zurich (2005-2008), counseling and representing the canton's executive in the negotiations on an air traffic agreement between Switzerland and Germany. Hervé was also the acting Head of the Division International Agreements and Cooperation at the State Secretariat for Migrations (2000-2005), in this capacity he elaborated and led migration dialogue processes with countries of origin and transit of migration, in Sub-Saharan Africa, Near- and Middle East, Asia and the CIS countries. At the beginning of his career (1995-2000), he was a Policy Advisor for *Médecins Sans Frontières* and conducted various field visits and missions in different capacities in Sub-Saharan Africa, Caucasus, South East Asia and Latin America.

Hervé holds a Law degree from the University of Neuchâtel and an LL.M. degree in International Economic Law from the University of Zurich. In addition to his mother tongue French, he is fluent in English, German and Spanish.



**Dr. Philippe G. Nell**  
Honorary Ambassador, LATCAM

Philippe G. Nell is University Lecturer on trade, investment and integration policy as well as negotiating techniques, and Honorary Ambassador of LATCAM. Until October 2019, he was Deputy Assistant Secretary for Bilateral Economic Affairs and Head of the Americas Unit at the Swiss Department of Economic Affairs, Education and Research. He held the diplomatic title of Minister. Previously, he dealt with WTO matters (1999-2004) in charge i.a. of investment and China's accession to the WTO; Rules of origin, Customs matters and Government Procurement (1992-1999), and the European Area Agreement Negotiations (1988-1992).

Mr. Nell holds a Ph. D from the Graduate School of International Studies of the University of Denver and Masters from the Universities of Fribourg, Carleton (Ottawa) and Denver. He is Privat Doцент at the University of Fribourg where he dispenses courses. He has published numerous articles on trade and integration policy as well as a book on Swiss-EU negotiations for the European Economic Area.

He has published numerous articles on trade and integration policy. In September 2020, he released a book "Strategy with China: Swiss Cooperation or U.S. Confrontation. The Swiss Successful Path with a Free Trade Agreement" available at the Foundation Jean Monnet for Europe in Lausanne.



**Esteban Polidura, CFA**  
Head Americas Advisory & Products  
Bank Julius Baer & Co. Ltd.

Esteban Polidura is Julius Baer's Head of Advisory & Products in the Americas. He is in charge of the communication of the investment strategy, the implementation of it in the portfolios and the development of products and solutions for our clients in the region. He has 24 years of experience in the financial sector as analyst and investment strategist for Latin America.

Prior to joining Julius Baer, Esteban worked for UBS, where he was Chief Investment Officer for Mexico. Previously, he worked for Deutsche Bank as Head of Equity Research in Latin America, and in Merrill Lynch and Citigroup in their Latin America Equity Research teams.

He holds a Master's degree in Finance from Manchester University, studies at London Business School and Cambridge, and is a CFA charterholder.



**Bettina Schaller Bossert**  
President, World Employment Confederation

Bettina was elected in October 2020. Beside her role as President of World Employment Confederation, Bettina heads the Group Public Affairs activities of the Adecco Group, headquartered in Zurich, Switzerland.

Bettina is also Vice-Chair of the OECD BIAC ELSA Committee and a Member of the B20 Future of Work and Education Task Force, as well as a Steering Group Member on the World Economic Forum (WEF) "Center for new Economics and Society" and a Steering Group Member of the Global Apprenticeship Network (GAN).

Bettina is a 2011 Young Leader of the American Swiss Foundation (ASF) and President of the ASF Young Leader Alumni Foundation Board. Bettina is a Founding Member of "The Boardroom" launched in 2021, a Swiss initiative aimed at driving Board Diversity and developing the pipeline of Future Women Leaders.

Bettina has been named a "Staffing 100 Europe Influencer" and into the International 50 of the "Global Power 100 – Women in Staffing" since 2017. In 2022, Bettina was named into the Latin America 25 Top Leaders in Staffing. Bettina was also featured among the "Most Influential Leaders in the Talent Acquisition Industry in 2022" by CIO Views Magazine. For information on Bettina's academic and career path, please consult Bettina's LinkedIn profile.



## **Gabriel von Rickenbach**

General Manager Americas, Gebrugg AG

Professional Career: Gabriel has been with Gebrugg for over 8 years, as General Manager Americas since 2018, based in Santiago, Chile. This includes the cooperation with General Managers of three subsidiaries (Gebrugg North America, Brugg Mexico, Gebrugg Andina) and two production sites for Gebrugg products (Algodones USA / Rancagua CL) as well as leading the newly established Gebrugg Mining Technology Center (GMTC) as General Director. Prior to that, he developed the Latin American market as Regional Manager out of the Romanshorn HQ. Main focus is on Chile (Gebrugg Andina), Brasil, Peru, Colombia, Panama, Costa Rica and Ecuador. Prior to that, he was the General Manager of Gebrugg Andina, developing the Chilean market.

Before joining Gebrugg, he worked as Product Manager at Meyer Burger AG, Application Development Engineer at Oerlikon Solar and Development Engineer at IWK (Institut für Werkstofftechnik und Kunststoffverarbeitung).

Education: Universidad de Chile, Diploma in Applied Geomechanics in Mining (2017 - 2018); University of Applied Science Kalaidos EMBA, Applied International Relations and Affairs (2010 - 2013); NTB Interstate University, Buchs SG CAS, Photovoltaic (2010 - 2010); University of Applied Science HSR FH, Mechanical Engineering (2004 - 2007).

Gabriel is fluent in several languages.



## **Linda Walker von Graffenried**

Owner, Walker von Graffenried Asset Management

Vice-President, LATCAM

Linda Walker graduated in 1977 with a MBA at George Washington University, USA; in 1975 with a MA at the Sorbonne, Paris; in 1972 with a BA in French Literature at the University of Delaware, USA. Furthermore she did postgraduate studies at the universities of Munich and Saarbrücken, Germany.

She worked twenty-one years with Citibank where she held positions in the USA, Peru, Venezuela, Greece and Switzerland in the areas of corporate, investment and private banking. In March 1998 she established Walker von Graffenried Asset Management Ltd. in Zurich.

She is a Member of Comexi, Mexico, and Vice President of the Board of the Latin American Chamber of Commerce in Switzerland.

In January 2016 she was appointed Honorary Consul of Mexico in Zürich and in the same year she founded the international Advisory Board of Takimundo, a school for children with hearing disabilities in Uruapan, Mexico.

Linda Walker is fluent in French, German, Spanish, Greek, Italian in addition to her mother tongue of English.

### LATCAM Patrons and major Supporters in 2022

