



## Competence Profile

### MONESHIA ZU ELTZ

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## SKILLS & RESULTS: 8 strategic partnerships plus 53 equity based transactions

- M&A, JV and minority investments strategy and end to end execution
- Venture Investments strategy, inbound and outbound deal origination
- M&A value creation planning, execution and playbooks
- Post merger integration management, project office execution
- Business culture design and diligence; Leadership fit and development
- Inorganic portfolio and transaction monitoring and measurement

## PROFESSIONAL EXPERIENCE

**2015 – 2018**

**Head of Strategic Alliances, Partnership & Investments PHILIPS, Amsterdam/NL**

Responsible for strategic growth through partnering and minority investments for medical technology and health informatics. One of top 60 women selected for one year cycle of CCL development for ethical leadership.

**2014 – 2015**

**Director, M&A Business Development, Watson AI & Analytics IBM, Armonk, NY**

Responsible for acquisition, divestment, minority and venture investments and partnerships strategy, execution, integration and measurement.

**2012 – 2013**

**Director, Corporate Development IBM, Armonk/NY**

**2009 – 2011**

**Executive, Corporate Development CEEMEA IBM, Prague/CZ**

**2005 – 2009**

**Executive, M&A Integration IBM, Armonk/NY**

**2000 – 2004**

**Consultant, Corporate Development IBM, Armonk/NY**

**1994 – 1998**

**Strategic Management Consultant, MONITOR GROUP (Acq. by Deloitte), USA, India & Venezuela**

Developed market segmentation, sizing, entry and competitiveness strategy for Fortune 500 clients

## REFERENCES

” Moneshia has an inspiring personality and deep experience in challenging positions, including Strategy, M&A and Consulting. ”

**Karen Hitschke, Managing Director and Chief Investment Officer at Yunus Social Business**

” Outstanding in creating superior solutions based on astute business acumen, strong team building and communication skills; a joyful & motivating personality with a fine sense of humor. ”

**Prof. Dr. Rainer Lauterbach, Managing Director at LAUTICA (Investor)**

## EDUCATION

**2000:** **The Wharton School, University of Pennsylvania**

Master of Business Administration

**1994:** **Smith College**

B.A. in Economics

**1992:** **London School of Economics**

Junior Year Abroad, Economic Development

## ADDITIONAL

**Languages:** Native English speaker, proficient in Spanish and Hindi, intermediate German.

**Awards:** Best Deal Maker, Deal Magazine (2012)

**Patents:** Patent for End to End Merger Integration Process (2014)

### **Pro-bono Advisory:**

- Founder: INSEAD Business and Society community (Germany)- designed and implemented group peer; Mentoring/Accompaniment Leadership Program to over 1000 members of ebbf.org; Cherie Blair Foundation Mentor for women entrepreneurs; Advisor to MovingWorlds, b-corp.
- MIT Societal Transformation Lab initiative lead for youth development centric communities