

IMPACT PARTNERS

Executive Search - Management Consultants

Positioning

IMPACT PARTNERS is a consulting firm specialising in the Asset Management and Wealth Management sector.

We particularly seek to place our skills at the service of clients who are considering the development of an organisation or sub-organisation designed to support a new business model, new types of services or new markets. We assist them in their studies and in defining the criteria for the success of their plans before recruiting high calibre professionals capable of putting these activities into practice or driving them forward. In other words, we are specialists in organisational development through recruitment. Our business is based on operational rather than strategic consulting, our concern being with the implementation of business plans.

Consultants

IMPACT is run by a team of professionals who have proven and recognised experience in the sectors of executive and specialist recruitment, corporate consulting, wealth management and capital markets.

Purvez Siddiqi



Purvez started his professional life in the field of economics publishing as an assistant editor for a company in The Economist Group. He also worked as a press attaché for such UN agencies as the International Labour Organisation and the World Health Organisation.

He began his consulting career with Young & Rubicam Business

Communication and his first experiences of recruitment date back to 1992, when he co-developed executive and specialist search and selection activities for the banking sector on behalf of a Geneva consulting firm.

In 1997, he joined Synergiers S.A., a major corporate consulting and executive search company in the Geneva region, developing from scratch a client portfolio consisting of Geneva-based private bankers, including a large proportion of the Private Banking International "top ten".

At the end of the year 2000, he joined Leaders Trust International, an executive search firm, where, in addition to developing business in Geneva, he co-developed the group's centre of expertise for the financial services industry in Europe and the United States.

At the beginning of the year 2002, he and his partner Franziska Egli Beller established IMPACT PARTNERS S.A.

Purvez is an officer of the SEMECO programme (initiation into business management) sponsored by the Fondation Schmidheiny, Nestlé S.A. and the various Swiss Chambers of Commerce.

Education and training:

Post-graduate diploma in Philosophy, University of Lausanne. Bachelor of Arts, University of Geneva. Additional studies in economics, politics, law and international history at the Graduate Institute for Higher International Studies of Geneva. Further training in human resources management at the University of Geneva.

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Franziska Egli Beller



Between 1996 and the establishment of IMPACT PARTNERS, Franziska worked as a wealth manager.

She started out with the Union Bancaire Privée in Geneva, where she was in charge of acquiring clients from Eastern Europe. In addition, she had the following responsibilities for around 180 clients: active advice, investment strategies, and compliance with legal requirements, particularly with regard to sources of funds.

She subsequently moved to Citigroup Private Bank (Geneva), where she was responsible for the development of business on the Russian market. As well as the acquisition of clients, her duties included advice on portfolio and investment structuring (traditional and/or alternative), the establishment of offshore organisations, trusts and the like, including for a portfolio of private Turkish clients.

Franziska is also an officer of the SEMECO programme (initiation into business management) sponsored by the Fondation Schmidheiny, Nestlé S.A. and the various Swiss Chambers of Commerce.

Education and Training:

Special degree of the University of Geneva (equivalent to an MA) majoring in Russian language and literature. Further training within Citigroup (credits, derivatives, trusts, etc). Further training in human resources management at the University of Geneva, TMI/TMS certification..

Quitterie Sellier



Quitterie DUMON SELLIER joined Impact Partners in 2010. She has more than ten years' experience in Executive and Financial Specialist Recruitment Consulting. Quitterie started her career with Oddo Pinatton as a sell-side equity analyst covering the leisure, consumer goods, and small and mid caps sectors. She was involved in several IPOs. Quitterie was then recruited by Aurel Leven to participate in the creation of the Equities business, and more particularly the equity research desk specialised in small and mid caps.

In 1998, Quitterie joined Singer & Hamilton, an Executive Search firm specialising in Financial Services. She started out as a Researcher and quickly progressed to the position of Consultant, Senior Consultant and then Partner. During these years she specialised in Capital Markets and Asset Management. She was responsible for recruiting a number of managers and specialists in derivatives, under traditional and alternative management. She contributed significantly to the development of the firm's business until the middle of 2007 when she was approached by CTPartners, an American firm, where she was in charge of developing the Financial Services activities for Switzerland.

Quitterie was recruited in the capacity of Partner and was responsible for developing a client portfolio in the field of Private Banking and Hedge Funds and for initiating development in the Commodities sector. In a very difficult worldwide economic and financial context, she successfully developed a portfolio of clients principally active in the Private Banking sector. She also developed the Commodities business in synergy with the CTPartners teams in the United States, Asia and Europe.

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Education and Training:

Graduated from ESLSCA 95 (French Business School) in Paris with a Financial Analyst Diploma (SFAF-EFFAS Member). Certification in Swiss Labour law and Social Security from the FER (Fédération des Entreprises Romandes)..

Marc Nacenta



A graduate of Geneva Management School, Marc Nacenta joined Impact Partners as a recruitment officer in September 2008.

During his studies, Marc worked for PricewaterhouseCoopers in the field of Systems and Process Audit (SPA), cooperating in internal audits relating to information technology in customer data centres. He also gained experience with the private bank Lombard Odier Darier Hentsch, working on the audits of the half-yearly and annual investment fund reports of the Investment Management unit.

Under the direction of the HEG, Marc carried out a number of consultancy assignments with private companies, including particularly the implementation of customer service quality assessment tools for UBS AG and Impact Partners SA.

Education and Training:

BSc in Business Administration HES with major in Risk & Finance Management and minor in Asset Management.