

My-Linh Kunst
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Education

Masters of Business Administration - The Wharton School, Univ. of Pennsylvania 1988-1990
Double Majors: Marketing & Strategic Management
Bachelors of Science in Commerce - The McIntire School, University of Virginia 1981-1985
Double Majors: Finance & Management Information Systems
John Foster Dulles High School, Magna Cum Laude, National Honor Society 1978-1981
Completed 180 hours (Level 2 Certification) in Counselling Training, 2002
Mary Ward Education Center in London, England.

Work Experiences

SRH Berlin University of Applied Sciences, Berlin, Germany 2019-
Adjunct Professor in Business Administration. Courses include Human Resources/Organizational Behavior, Marketing, and Personal Development.

Hochschule für Wirtschaft, Technik und Kultur 2017-2019
(University of Applied Sciences), Berlin, Germany
Adjunct Professor in Business Administration. Courses include Intercultural Competence, Rhetoric and Communications, International Corporate and Global Brand Communication, and Marketing & PR.

KUNST Coaching and Advocacy, Berlin, Germany 2016-
Coaching and advocacy for women, specializing in leadership and confidence.

FAWCO, Berlin, Germany & New York, NY.
FAWCO is a United Nations accredited NGO with ECOSOC consultative status. Founded in 1931, FAWCO has 65 local chapters with 12,000 members in 35 countries.

President 2011- 2015
Defined goals and strategies, developed portfolio of services, implemented new programs, delivered healthy financials, and represented the organization at the United Nations, on Congress and at global conferences. Managed international team spanning across the globe.

First Vice-President Communications 2009-2011
Responsible for all corporate internal and external communications: advertising, PR, digital and print media. Doubled advertising revenue, implemented new content management system (Joomla) website, increased FAWCO's name in the news tenfold, and brought the FAWCO annual global conference online.

Kunst Photography, Berlin, Germany 2006-
Published and exhibited portrait photographer

Published book ***Beyond Borders: Portraits of American Women from around the World*** (isbn: 978-3-00-023990-8) – photographic essay of 30 women living in 20 countries – selected for their inspiring mission and empowering approach to life. Solo exhibits in Seoul, Paris, The Hague and Berlin.

HOPE IS THE THING WITH FEATHERS: Portraits of Human Trafficking Survivors and Change-Makers (isbn: 978-3-00-054267-1) – book and exhibit launched October 2016 in The Hague, The Netherlands.

Koidl & Cie. Management Consultants GmbH, Frankfurt, Germany **1997-2000**

Managing Director

Built and managed a start-up customer service consulting practice. Responsible for P&L, client acquisition at Germany's Top 100 corporations, development of consulting services portfolio, and team development. Revenues increased 30% and profits multiplied 20 fold.

Gemini Consulting, USA, England, Switzerland, Belgium, France **1990-1996**

Manager, specialized in project management and team training & development

- Led four operations improvement projects in after-sales and customer service for major Health Care companies in the US and England. Scope spanned across 2000 geographically-dispersed employees. Results ranged from a 50% improvement in calls resolution to a 20% cost reduction.
- Led seven reengineering efforts in Sales & Marketing for top ten Chemical and Industrial Gases companies, with large geographic salesforces upwards of 350 people. Results included 10% - 40% savings in selling expenses and \$70 to \$200 million in revenue enhancement.
- Project managed a global effort to design and launch a new business for a major Diagnostics company. Annual benefits of \$20 million identified. Team members were from across Europe, the US, and Asia.
- Collaborated with Harvard Professor Michael J. Lanning in pioneering a market-focused approach to service offerings definition.

Andersen Consulting, Washington D.C, USA **1985-1988**

Senior Consultant

- Managed the implementation of a national benefits system in the UK.
- Designed a PC operating system and project management software package
- Performed functional and technical reviews of audit systems

Languages: English (fluent), German (C1) & French (conversational), Spanish (basic), Vietnamese (native)

Personal: American Citizen, in Europe since 1994. Re-Founder of the American Women's Club of Berlin (2015). Brown Belt in Karate, Yoga Enthusiast.