



M A R I K A K O R E N T

Guiding individuals & organizations to find impactful,
sustainable solutions to invest in.

Contact Details

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Core Competencies

| | |
|-----------------|---------|
| Solution driven | • • • • |
| Positivity | • • • • |
| Resilience | • • • • |
| Reliable | • • • • |

Languages

| | |
|------------------|---------|
| Italian (Native) | • • • • |
| German | • • • • |
| English | • • • • |
| French | • • • • |
| Spanish | • • • • |
| Czech | • • • • |

About:

- Experienced professional with 15+ years in impact and sustainable investments
- Key topics: microfinance, sustainable agriculture and financial education
- Practical experience in economic and development impact projects in emerging markets
- Volunteered in microfinance and finance for “small holders” farming community
- Connecting data with viable solutions
- Constructive, motivated, solution driven & strong connector

My approach:

- Conduct a client investment needs assessment
- Address any client fears, limiting beliefs and misconceptions
- Educate clients about sustainable investments that will give them a return (financial, social & environmental) & alternative ways of looking at investment opportunities
- Draft client solution proposal – in line with their sustainable and impact goals
- Guide in decision making and finalize investment strategy
- Connect clients with the relevant solution providers making decisions
- Sustainable life coach

Experience:

FOUNDER

MARIKA KORENT – CONNECTING FOR IMPACT

Zurich | July 2022 to present

- Promotion, positioning and business development in impact investments and customized impact portfolios.
- Business development for client companies financing and building impact solutions
- Major Donors engagement and fundraising for environmental projects
- Current mandates: iGravity, Delphos & WWF Switzerland

SENIOR PHILANTHROPY MANAGER FOR MAJOR DONORS

WWF SWITZERLAND

Zurich | September 2021 to June 2022

- Responsible for the strategic redesign of a major donors' club, the WWF Circle for Nature
- Major donors' relationship management
- Fundraising for WWF Swiss and international projects and biodiversity impact ventures

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Strengths:

- Pathfinder
- Determination
- Loyalty & Discretion

Interests:

- Sustainability
- Nature
- Family
- Food & Wine
- Travel & Culture

Life Philosophy:

“Dignity & Respect”

Experience – contd.

SENIOR MANAGER BUSINESS DEVELOPMENT AND MARKET HEAD SALES TICINO RESPONSABILITY INVESTMENTS AG

Zurich | October 2014 to October 2017

- Business development with Development Finance Institutions and Multilateral Development Banks
- Fundraising and relationship management for private investors (Family Offices and Retail Banks' Clients) on sustainable agriculture and microfinance investments
- Lecturer, speaker and discussions moderator on sustainable agriculture and microfinance at UNISG, SUPSI, Centro Studi Bancari

SENIOR MANAGER CREDIT SUISSE AG

Zurich, Singapore, Hong Kong, Lugano | October 2007 to September 2014

- Senior client advisor for impact investments, sustainable and “fair trade” agriculture, microfinance (CS Microfinance Local Currency Note 1 & 2), education (Higher Education Note with Prodigy Finance)
- Pioneered a portfolio sustainability assessment process based on ESG analysis and database, created customized portfolios according to sustainability and ESG criteria
- Monitoring of portfolio sustainability and regular sustainability optimization and their CO2 Offsetting

ECONOMIST, YOUNG PROFESSIONAL PROGRAM ASIAN DEVELOPMENT BANK

Manila | August 2005 to September 2007

- Agriculture: conducted feasibility study for lending to producers and smallholder farmers in Bhutan, such as mountain hazelnut farmers and dairy producers, with the goal to prepare the product for export
- Microfinance: responsible for the macroeconomic, sector and sub-sector analysis for the development of micro and small and medium enterprises facility in Bhutan (Technical Assistance Grant of US\$15 million), responsible for capacity building program for micro lending and private sector development
- Finance: responsible for research and financial management analysis of state-owned companies, analyzed the banking sector for public-private partnership financing projects in Bangladesh to further develop the local private sector.

Education:

LIC. RER. POL. (Masters) in Economics and Social Sciences – 1995 to 2001

University of Fribourg, Switzerland

Main subjects: development studies, political and economic history, international relations.

Most proud of:

- PADI Dive Master (2005 - to present) – Certification No. 483231
- Volunteer in Financial Education for smallholders farmers (Peru, Philippines & Remote) and Diver Volunteer after Tsunami 2004 (Thailand)
- To have inspired and guided several people ahead of time towards a more sustainable lifestyle and a more responsible way of investing.