



Biosheet of René Kuehni

René Kuehni looks back to many years of experience in the financial services industry, both in specialist and management positions. He completed a higher education in banking, as well as the Executive MBA of the University of Zurich in 1995 with a thesis on „Preconditions for Incentive-Driven Sales Organisations“ .

Very early in his career René Kuehni was assigned head of the loans and mortgages business, and later of the entire corporate finance of a major Credit Suisse branch office in Zurich. He took on substantial responsibility during the restructuring process of the Credit Suisse sales organization in 1987, and was thereupon appointed Managing Director of a group of branch offices in Zurich and Vice President of the regional credit committee. In 1992, René Kuehni signed responsible for the successful merger of two groups of branch offices in the greater Zurich area.

In 1994 René Kuehni joined the Corporate Head Office of Credit Suisse, where he managed the development of the Corporate Client sales organisation in Switzerland. He successfully implemented a path breaking Corporate Client strategy which led to a major change of the national business model including new processes and job descriptions.

Later in his career René Kuehni managed the development of a new strategy of the mortgage business of Credit Suisse and various strategic projects with Bank Leu, an independent Private Bank of the Credit Suisse Group. As an example, he built up the external distribution of investment products of Bank Leu and managed thereafter this unit for two years.

On the grounds of his wide experience in the analysis of firms and markets and his broad knowledge of business needs and requirements for key positions, René Kuehni founded „aebi+kuehni ag - tailor-made solutions in recruiting“ with Dr. Doris Aebi in January 2005. The firm specializes in the national and transnational direct search for line management and upper expert positions as well as Board Members for select top-tier corporations and institutions.

In addition to his profession, René Kuehni is actively involved in various economic, social and cultural associations. Amongst others, he is a Board Member of the Alumni organization of the Executive MBA of the University of Zurich.