

**Vincent Vaughan Romey**

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**A dedicated International MBA student specializing in Finance, with exchange experience at UC Berkeley's Haas School of Business focused on Innovation and Entrepreneurship.**

**Demonstrates key strengths in financial modeling, corporate strategy, and client relations, backed by over three years of experience in the sales and services sector. Proven ability to conduct in-depth market analyses and develop strategic recommendations that support business growth and enhance decision-making.**

**PROFESSIONAL EXPERIENCE**

**HEAL VENTURE LAB**

**Makati City, PH**

**Investment Analyst**

**November 2024**

- Conduct extensive research on new business leads and investor profiles to support the company's objectives.
- Support the creation of detailed investment memos, teasers, and create financial models.
- Develop pitch books, proposals, and marketing collateral, including tear sheets and capability books, to enhance the company's presence.

**GOTYME BANK**

**Quezon City, PH**

**Business Consultant**

**Jul 2024 – Aug 2024**

- Conducted a comprehensive competitive benchmarking of the consumer lending space and identified key challenges.
- Engaged directly with multiple C-level executives to gather diverse perspectives, business unit challenges, and strategic inputs.
- Aligned stakeholder priorities to formulate a strategic recommendation for enhancing the company's product portfolio. Focused on addressing operational risks, strengthening the brand, and improving customer experience to optimize the product launch and overall market positioning.

**DRAKE INTERNATIONAL**

**Makati City, PH**

**Consultant, Business Development**

**Aug 2023 – Jan 2024**

- Developed and implemented targeted sales strategies, closing multiple deals in a single month which amounted to 4x the industry averages.
- Led high-level business meetings with major clients and managed the entire sales process from prospecting, and closing, to ensuring alignment with client needs and company objectives.
- Crafted mutually beneficial service agreements, collaborating with key client business units (HR, Legal, Purchasing, Finance) to align offerings with client needs and ensure long-term partnerships.

**THE ORTUS CLUB**

**Taguig City, PH**

**Market Development Director, APAC**

**Mar 2022 - Jul 2023**

- Led business development operations across the APAC region, developing a strategic approach to market expansion while considering financial risks.
- Managed 7 cross-functional teams within the operations department, strategically overseeing, evaluating, and approving 23+ targeted marketing campaigns. Ensured each campaign enhanced outbound efforts while aligning with business goals through data-driven decision-making.
- Increased the APAC sales team's annual outbound efforts by 50% in 2022 by devising and executing a comprehensive event-driven strategy, hosting over 46 corporate events that included content ideation, market research, targeting, and appointment setting.

- Strategically designed and tested a lead scoring system in 2023, leveraging data analytics to accelerate decision-making and prospecting. This initiative optimized resource allocation, resulting in a 25% increase in efficiency and the repurposing of existing resources for maximum impact.

#### **Market Development Coordinator, APAC**

**Feb 2021 - Mar 2022**

- Facilitated implementing and enhancing operational and technological workflows to improve efficiency in business and revenue functions, ensuring seamless deal execution.
- Consistently produced over 5 tailored proposals and two in-depth feasibility studies weekly for potential clients, enabling data-driven decisions and risk mitigation in client engagements.

### **EDUCATION**

#### **Asian Institute of Management**

**Makati City, PH**

#### **International Master of Business Administration Class of 2024**

**Jan 2024 – Dec 2024**

*Specialization in Finance*

President's Scholarship Awardee

Member of AIM Management Consulting Club

CFA Level 1 Scholarship Awardee

#### **University of California, Berkeley, Haas School of Business**

**San Francisco, USA**

#### **MBA Exchange for Global Network for Advanced Management (GNAM)**

**Oct 2024**

Bay Area Innovation and Entrepreneurship

*Focus on Venture Capital Investing*

#### **University of the Philippines, Diliman**

**Quezon City, PH**

#### **Bachelor of Sports Science**

**Aug 2015 – Dec 2019**

Cum Laude

### **OTHERS**

**Languages:** Tagalog (Fluent), English (Fluent)

**Software / Technical Skills:** Microsoft Excel (Advanced), Financial Modeling, Market Research, HubSpot, SQL (Basic), Python (Basic)

**Professional Development:** CFA Level 1 Candidate for Nov 2025

**Interests:** Sustainability, Innovation, Entrepreneurship, and Sports