

HOANG HAI DANG

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Education

Minerva Schools at Keck Graduate Institute | San Francisco, CA

May 2021

Bachelor of Science. Concentrations: Finance, Data Science & Statistics

- **Relevant coursework:** CFA Level I Candidate, Financial Modeling, Capital Allocation, Financial Engineering
- **GPA:** 4.0/4.0

Foreign Trade University (FTU) | Hanoi, Vietnam

Sep. 2016 – May 2017

Bachelor of Science in International Business Economics (Advanced program)

- **Relevant coursework:** Macroeconomics, Microeconomics, Principles of Marketing, Critical Thinking
- **GPA:** 3.89/4.0

Work Experience

Enovant Technologies

Jan. 2021 – Present

Business Development Intern at AI Healthcare company | San Francisco, US

- Conducting market and competitor research in the Healthcare Predictive Analytics space to analyze strategies regarding business development, product building and pricing
- Building pricing models for product in clinical risk prediction
- Crafting business proposals for international expansion covering regulatory, partnership, and product strategies

Unilever

Feb. 2020 – Aug. 2020

Financial Planning & Analysis Intern | Buenos Aires, Argentina

- Managed model assumptions and financial projections for a B2C e-commerce project with an estimated \$3 million in first-year revenue, which achieved a twofold increase in quarter-to-quarter order volume
- Modeled customer funnel, lifetime value and initial capital injections (\$1 million) for Unilever's e-commerce platform
- Developed a data-driven model to evaluate marketing campaigns and boost future performance in promotions

Credit Viet Securities

Jul. 2019 – Sept. 2019

Equity Research Intern | Hanoi, Vietnam

- Performed research for Vocarimex – an \$88m vegetable oil manufacturer with \$110m in revenue – including modeling, business environment and competitive analyses
- Researched deals for precedent transaction analyses and identified a comparable universe for Haihaco – a \$69m confectionery company with \$43m in revenue
- Prepared 3 industry reports and presentations (AI, Confectionery, Cassava) for multi-million dollar private investors

Deloitte Vietnam

May 2019 – Jul. 2019

Tax Intern | Hanoi, Vietnam

- Conducted research on business models, legal and taxation matters to provide advisory services for 2 multinational corporate clients, contributing to approximately \$1.3 million in tax savings
- Worked in teams of 3-5 to conduct tax audits for 5 multinational corporate clients regarding corporate income, personal income, and foreign contractor taxes to minimize tax risks, contributing to \$0.8 million in tax savings
- Negotiated with authorities to open representative offices for 2 international corporate clients

Activities and Leadership

Equity Research project

May 2020 – Present

Personal project | Buenos Aires, Argentina

- Conducted fundamental analysis (DCF, public comps,...), prepared equity reports for Alibaba, Beyond Meat, Spotify

Nielsen Case Competition 2020

Sep 2020 – Oct 2020

First place | Hanoi, Vietnam

- Worked in a team of 4 in business data analytics and won First place (top 1% among 317 teams participating)

Competencies

- **Bilingual:** Vietnamese, English
- **Technical skills:** Financial Modeling, MS Office, Tableau, Python, R(basic), SQL (basic)
- **Interests:** Music (vocals), Cooking, Volunteer activities in education and language learning.