

DOMINIC A. MANGONON

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EXPERIENCE

Strategy& (formerly Booz & Co.) — Part of the PWC Network
Senior Associate, Financial Services Strategy Consulting
MBA Intern, Banking & Capital Markets Management Consulting

Chicago, IL / New York, NY
September 2015 – October 2017
June 2014 – August 2014

Growth Strategy

- Evaluated organic and M&A related growth opportunities for a leading self-directed / online brokerage
 - Conducted research and analysis to size an opportunity to capture ~\$2T in AUM resulting from an industry shift of investible assets towards online and independent brokerage models
 - Identified a preliminary list of potential acquisition targets to complement existing business capabilities and unlock additional growth, ultimately leading to the ~\$4B acquisition of a direct competitor
 - Assessed opportunities to address technology gaps and improve online customer experience through internal investment, in addition to acquisition and partnership opportunities with industry service providers
 - Worked closely with CMO team to propose an increase in marketing spend aimed at improving online “share of voice” and expanding promotional incentives and discounts

Business Unit Strategy

- Managed a work stream for a large retail bank to create a customer segmentation strategy and execute the migration of 32,000 low-balance wealth management clients from financial advisor channels to robo-advisor and self-directed service lines, increasing advisor capacity & productivity by ~5% and reducing fiduciary risk by \$465M
 - Led working sessions with leadership to align on strategic objectives and define key guiding principles
 - Designed processes, reporting and tools for financial advisors to review books-of-business, identify migration exceptions and maximize cross-sell opportunities to other areas within the bank

Target Operating Model

- Identified ~\$14M in run rate savings for an international subsidiary of a leading insurance broker as part of a global cost and organizational restructuring effort
 - Worked closely alongside CFO and other senior leadership to model cost savings & investment required to centralize operations in both near-shore and off-shore locations and construct the overall business case
 - Led multiple branch workshops to understand business process pain points and identify both “quick win” and technology-enabled solutions to optimize operations and increase savings

Customer Experience & Change Management

- Designed an end-to-end experience across the client lifecycle for a large wealth management firm, working with leadership to create key stakeholder personas, touchpoint / interaction maps and customer journey use cases
 - Accelerated strategic objectives through the creation of a learning & development curriculum and segmentation of the existing financial advisor population, enabling more targeted coaching & training
 - Designed an oversight structure to strengthen accountability and align incentives to revised goals and metrics

Project Management

- Managed a work stream for a bulge-bracket investment bank, developing business requirement documents (BRDs) to guide the firm during its transformation to a new regulatory reporting platform
- Provided analysis and built exhibits for a large Japanese bank, used in the structuring of a Resolution Plan or “living will” required of institutions posing a potential risk to the global financial system

BNP Paribas, Corporate and Institutional Banking

Client Services Analyst, Commodities Trading
Rotational Analyst, Trading Operations

New York, NY

February 2010 – May 2013
July 2008 – February 2010

Process Optimization

- Facilitated workshops for a Six Sigma improvement initiative resulting in a realignment of the organizational structure of the Fixed Income Documentation Team, improving trade processing time by ~10%
- Developed process controls and VBA macros to reconcile erroneous trades, eliminating potential overnight risk exposure and standardizing reporting procedures to meet with regulatory standards

EDUCATION

Carnegie Mellon University, Tepper School of Business

Master of Business Administration (Concentrations in Finance, Information Systems) GMAT: 720/800 May 2015

- Leadership: Consulting Club (V.P., Member Development), Graduate Student Assembly (Class Representative)
- Honors & Awards: Consortium Fellow, Merit Scholar, 1st Place – 2013 SCIO Case Competition (Team Lead), 2nd Place – 2013 McKinsey & Co. Case Competition, Finalist – 2013 ROMBA National Case Competition

Rutgers University, Rutgers Business School

Bachelor of Science in Finance

New Brunswick, NJ
May 2008

ADDITIONAL INFORMATION

- Activities / Interests: Traveling (visited over 48 countries across 5 continents); trekking (recently completed a 13-day trek to Everest Base Camp); snowboarding; long-distance running; volunteering; live music