

**Shubham Singh**

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More than 3 years of experience in innovation and strategy consulting with focus on the financial services industry Part of the DeNovo Team (<http://www.strategyand.pwc.com/denovo>) at Strategy& where my work is focused on helping clients compete with the disruptors and innovators in the Fintech domain.

## Education

College	Major	Percentage
Birla Institute of Technology ,Mesra, Ranchi (2009-2013)	BE in Computer Science Engineering	70%
City Montessori School( HSC)	Science	91%
City Montessori School ( SSC)	Science	92%

## Professional Experience

**Company:** PWC Management Consulting (Legacy PRTM Management Consultants)

**Designation:** Associate

**Duration:** 1<sup>st</sup> July 2015 to present day

- Conducted markets assessment , competitor analysis and made recommendations to the New Ventures team at PWC for a new product launch in the Global mobility Space
- Worked on developing the consumer banking perspective for DeNovo with specific focus on alternative lending, underwriting and personal finance management.
- Analysed the market in the LatAm region for a Canadian bank and highlighted the top innovation areas and strategic acquisition targets in the respective verticals.
- Analysed authentication technologies to help a major consumer bank in US make **strategic investments** of more than **USD 5Mn** in a leading biometric authentication start up.
- Developed perspective for “Neo Banks” in Europe and conducted benchmarking and competitor analysis for a major Spanish Bank which lead to an **investment of USD 60Mn** in an upcoming “Neo bank” in UK
- Conducted vendor analysis with emphasis on Fintech disruptors for a major Commercial Bank in United States to identify potential partners for the marketing vertical.
- Conducted operations due diligence for a leading technology PE firm for standalone carve out of the software division of a leading MNC. Identified saving of more than **USD 100Mn** with a time frame of **5 years**.
- Developed perspective about the Open API ecosystem and identified the key players to help our client, a Canadian bank meet the regulatory challenges and create a strategic Open API ecosystem.
- Lead a project to improve the quality of data being imported from CapIQ for an internal tool. The effort lead to a **logic change** on behalf of CapIQ for capturing funding data of start-ups
- Landscape assessment of the drone market for developing a new practice for drone powered solutions in the United States

**Company:** Home Credit India Limited

**Designation:** Analyst – Analytics and Reporting

**Duration:** 1<sup>st</sup> January 2015 to 19<sup>th</sup> June 2015

- Preparation of reports based on key growth indicators and metrics for the C-suite to better capture the company performance and take strategic decisions.
- Setting up of targets for the sales force and facilitating them in achieving it through analytical support, within a time frame of six months the sales improved from **USD 16Mn to USD 41 MN**.
- Lead a project to reduce attrition of POS (point of sale) and improve the acquisition process

**Company:** Sapient Consulting Ltd

**Designation:** Associate (Energy Trading & Risk Management)

**Duration:** 1st July 2013 to 30th December 2014

- Creation of risk management strategies for deal desks at European Oil and Gas clients
- Calculation of various risk metrics such Var on a day to day basis
- Valuation of power and gas options and bonds for hedging day to day production
- Consulting traders for the addition of new products and report in compliance with Basel Norms
- Execution of end of day process for reconciliation and settlement of various portfolios across geographies

## Key competencies

- Valuations
- Market assessment
- Go to market strategy
- Benchmarking
- Competitor Analysis
- Delivering Deal Value (DDV)