

FRANCISCO NAVARRO-GRAU

455 E Waterside Drive, Unit #2408 | Chicago, IL, 60601
(773) 970-1402 | fnavarrograu@chicagobooth.edu

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Master of Business Administration (STEM Designation)

Chicago, IL

September 2022 – June 2024

- Concentrations in Entrepreneurship, Behavioral Sciences, and Strategic Management.
- Member of Booth Technology Group, Entrepreneurship & VC Group, LATAM Business Group, and Epicurean Club.

UNIVERSITY OF LIMA

Bachelor of Science in Industrial Engineering

Lima, Peru

April 2011 – December 2016

- GPA score of 4.0. Ranked 12th of 385 students.
- Selected to attend Academic Exchange Program at the University of Salamanca (Spain) in 2015.

EXPERIENCE

GRUPO RPP - Broadcast media conglomerate; monthly audience of 20M+ people.

Lima, Peru

Head of New Ventures

May 2021 – August 2022

- Founded company's corporate venture capital initiative and created its investment thesis and roadmap.
- Explored 150+ investment opportunities and led 10 due diligence efforts in different industries such as fintech, education, healthcare, logistics, and e-commerce; structured and negotiated investments valued at \$2M+ in 6 early-stage companies.
- Advised portfolio company's financial modeling and valuation in its \$18M acquisition process, resulting in 5x investment return.
- Led a cross-functional 8-person team to identify efficiency opportunities; controlled execution of 20+ initiatives generating an additional \$1M+ of net income.

BANCO DE CREDITO DEL PERÚ – Largest bank in the Peruvian financial system; annual revenue of \$2B+

Lima, Peru

Junior Manager, Product Management

October 2020 – April 2021

- Designed and implemented commercial strategies for selling consumer insurance products through the bank's 360 offices and digital channels; oversaw sale of 100K+ insurance policies monthly (a 25% increase over the previous 6-month period.)
- Optimized lead generation model; identified clients of high purchase probability by conducting A/B tests and introduced new customer segmentation improving conversion rates by 12%.

Business Specialist, Product Management

October 2019 – September 2020

- Ideated and executed sales and commercial strategies for consumer insurance products, directed and trained a team of 150+ executives, resulting in a 40% year-on-year increase in sales revenue.
- Planned and executed product roadmap for new premium vehicle insurance boosting sales by 18% and customer satisfaction score (NPS) from 52% to 70%; researched desired product features using interviews, focus groups, and client behavior data.

Senior Analyst, Risk Management

October 2018 – September 2019

- Analyzed consumer behavior and oversaw collection strategies for 1M+ clients in the bank's credit card portfolio.
- Constructed a predictive model for identifying high-risk customers and developed a payment reminder strategy targeting clients using SMS messages before delinquency occurred enhancing the timely payment ratio by 10%.
- Conceptualized a debt refinancing strategy targeting clients using statistical models, achieving monthly savings of \$300K+.

Junior Analyst, Risk Management

January 2017 – September 2018

- Originated strategy to provide 200K+ clients affected by the "El Nino" natural disaster with payment alternatives resulting in \$1B+ of debt refinanced.
- Selected to the high-potential leadership development program, where only 3% of collaborators are enrolled.

ADDITIONAL

- Languages: Spanish (Native), English (Fluent), and French (Conversational) | Computer skills: Excel and SQL (Advanced), R (Basic)
- Passionate about entrepreneurship and startups. Angel investor in one Peruvian early-stage health-tech startup. Was interviewed in "Ruta Startup", a blog specializing in startups and VC (<https://ruta-startup.com/entrevista-francisco-navarro-grau>).
- Interests: Kart Racing (former Peruvian National Champion), traveling (visited 25 countries on 4 continents), and reading (business, technology, economy, psychology).