

HAI PHAM

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A financial professional, with completion of CFA and experience in investment banking, has expertise in financial modeling, market research, and data analytics accumulated when managing M&A processes and advising clients on equity investment in Retail and Manufacturing industries.

EDUCATION

University of Notre Dame, Mendoza College of Business

Notre Dame, IN

Master of Business Administration, Corporate Finance concentration

May 2021

Master of Science in Business Analytics (STEM)

May 2021

- Merit-based MBA Fellowship; GMAT 710

CFA Institute

Charlottesville, VA

Chartered Financial Analyst (CFA)

August 2016

- Passed Level III CFA Program

Foreign Trade University

Vietnam

Bachelor of Science in International Finance

July 2014

SKILLS

- | | | | |
|---------------------------------|---------------------|-------------------------|-------------------|
| • Financial Modeling | • Data Analytics | • Valuation | • Market Research |
| • Financial Planning & Analysis | • Capital Budgeting | • Stakeholder Interview | • M&A Transaction |

EXPERIENCE

PwC

San Jose, CA

Valuation Senior Associate Intern

July 2020 – August 2020

Ho Chi Minh Securities Corporation

Vietnam

Largest securities brokerage firm in Vietnam - an affiliate of Samsung Securities

Investment Analyst

2017 - 2018

- Led cross-functional team to interact with and conduct presentation to 55 foreign investors in Vietnam Conference 2017, convincing 62% of investors to invest more than \$600M in Vietnam's stock market
- Created entirely new research product tailored for private clients by analyzing client profile and partnering with marketing team; influenced investment decisions for 85% VIP clients; 80% of clientele increased annual return rate by 15-20%
- Performed company analysis and built financial models using DCF and public comparables to value 14 blue-chip firms in manufacturing, oil & gas, and retail industries with total market capitalization of \$22B
- Developed complex quantitative model using data analytics to rank 760 stocks, leading to subscription revenue increase of 12% and client base growth of 22%

Auxesia Holdings

Vietnam

Leading boutique investment bank specializing in mergers & acquisitions with offices in Vietnam, Singapore and Switzerland

Investment Banking Associate

2016 - 2017

- Managed sell-side M&A process of the largest wood manufacturer in Vietnam to 16 foreign investors, including \$17M business plan, valuation, and due diligence; negotiated with investor on behalf of seller, enhancing transaction price by 14%
- Won \$2M contracts to provide three clients in technology industry with services of financial planning, capital budgeting and credit risk management
- Collaborated with partner to conduct business valuation with service fee of \$3M for Vietnam's third largest electronics retailer whose annual revenue reached \$158M
- Negotiated with Head of M&A Advisory to restructure industry research process, improving reporting efficiency by 20% and removing 33% of bias in current qualitative research

ACB Securities Company Limited

Vietnam

Equity Trader

2015 - 2016

- Partnered with 25 investment funds from US, UK, and APAC to execute block trades with total value of \$400M
- Integrated data analytics into algorithmic trading, reducing transaction cost by 18%

ACHIEVEMENTS AND INTERESTS

- Part-time job: CFA Lecturer at FTMSGlobal Academy from 2017 to 2019; coached 380 students for Level I CFA exams with pass rate of 55% - higher than world average of 41%
- Advanced in Excel (Solver, @Risk), Power Point, SQL, Tableau, R, Python, SAS Enterprise Miner, Bloomberg Terminal
- Interests: extensive travel from Asia, Europe to America; Origami: art of paper folding; Marvel Cinematic Universe