

Ismet Ozer

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EDUCATION

The Hong Kong University of Science & Technology

Hong Kong

First Class Honours BBA in Global Business & Finance; BSc in Computer Science (AI Focus)

August 2020 – July 2024

- **Leadership Experience:** President at 180 Degrees Consulting HKUST; Head Committee at HKUST Business School International Case Team; Elected Rep. for Business School Undergraduate Student Committee; Cohort Rep. for the GBUS Staff-Student Liaison Committee
- **Select Academic & Leadership Awards:** Dean's List; Tin Ka Ping Community Leadership Scholarship; HSBC Hong Kong Scholarship; Tin Ka Ping Innovation & Creativity Scholarship; Sir Edward Youde Memorial Scholarship; AS Watson Scholarship.

WORK EXPERIENCE

IQVIA

Singapore

Strategy Life Sciences Consulting Analyst

November 2024 – September 2025

Go To Market (GTM) Strategy | Global Pharma – Turkey Loss of Exclusivity (LoE) Defence

- Protected market share in Turkey by designing LoE defence strategy, leveraging GTM and marketing levers to sustain product line performance whilst driving localized execution across an additional 10 markets in APAC, LATAM, MENA & SEA.
- Delivered ~9% revenue upside by building VBA model to analyse 15 years of sales data, prioritising markets and distribution opportunities.

ASEAN Market Trends & Forecasting | Regional Strategy Development

- Enabled multi-million-dollar investment decisions by forecasting 30+ therapeutic market sizes in Thailand using ML models (R, Power Query).
- Shaped client's ASEAN investment strategy by analysing growth drivers, directly enhancing GTM execution.
- Informed GTM redesign for a global client by identifying underpenetrated therapeutic segments from 30K+ rows of sales data.

Healthcare Infrastructure & Supply Chain Strategy | Global Pharma – Singapore & Emerging Markets

- Built national alignment on nuclear medicine roadmap by facilitating roundtable with 10+ senior stakeholders (Ministry of Health, NEA, clinicians).
- Mitigated tariff risks by assessing pharma supply chain exposure and mapping country-specific costs, incentives, and capacities.
- Strengthened supply chain resilience by delivering recommendations on manufacturing diversification across emerging markets.

Bain & Company

Istanbul, Turkey

Summer Associate Consultant

July 2023 – August 2023

Regional Market Entry Strategy | EMEA Manufacturing Expansion

- Enabled \$1.5B market entry decision by conducting due diligence, evaluating 3 business models, and assessing macroeconomic dynamics across Turkey & Europe.
- Optimized client's investment and positioning by identifying growth drivers and sectoral opportunities for local commodity.
- Supported long-term strategic planning by forecasting materials industry growth and benchmarking 50+ competitors.

Decarbonization Risk Assessment | COP28 Project – Turkey Sustainability Strategy

- Analysed decarbonization progress across 10 major industries by reviewing corporate ESG commitments and estimating sector-level transition risks, contributing to national-level stewardship planning and policy alignment.
- Assessed economic risks of decarbonization gaps, enhancing governance readiness in alignment with institutional investor expectations.
- Shaped 5-year and 30-year adaptation roadmaps to guide corporate response to evolving climate policy and regulation.

AlphaSights

Hong Kong

Summer Associate, Private Equity Client Service

June 2022 – August 2022

- Outperformed revenue targets by 60% by proactively engaging global investors and coordinating expert placements that influenced hundreds of millions in guided investment decisions.
- Accelerated client due diligence by delivering targeted industry insights and market research.
- Ensured cross-border client alignment by coordinating project delivery with APAC & EMEA teams.

Locus Ventures

California, United States (Remote)

Investment Analyst Intern

December 2021– June 2022

- Supported due diligence on 300+ Y-Combinator W22 start-ups, evaluating industry trends, competitive positioning, and growth potential to support investment decisions.
- Secured employment extension to analyse an additional 400+ Y-Combinator S22 start-ups, deepening investment research and expanding deal pipeline opportunities.

OTHER ENGAGEMENTS

Deliveroo

Hong Kong

Food Delivery Walker

April 2020– January 2023

- Delivered 20+ food orders daily across Hong Kong during the height of the COVID-19 pandemic, supporting frontline operations and ensuring timely service to residents under lockdown.
- Upheld community trust by adhering to strict hygiene, distancing, and safety measures.

Hong Kong Football Association (HKFA)

Hong Kong

Licensed Football Referee

August 2017– June 2022

- Referee for the HKFA starting in August 2019. Referee for the Hong Kong Junior Football League (HKJFL) starting in August 2017.
- Managed and officiated high-intensity professional (Div. 1-Div. 3) HKFA matches, as well as matches across the HKFA Youth League.

SKILLS

- **Languages:** English (Native), Turkish (Native), Mandarin Chinese (Professional Proficiency)
- **Quantitative & Analytical:** Excel Modelling (VBA), R, SQL, Python, Forecasting, Risk Scenario Analysis
- **Programming & Tools:** C/C++, Java, Git, Power Query, Tableau, PowerPoint