

Ismet Ozer

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WORK EXPERIENCE

IQVIA : *Strategy Life Sciences Data Consulting Analyst – Singapore* **Nov 2024 - Sep 2025**

Role concluded due to relocation to Hong Kong for personal reasons

- **Go To Market (GTM) Strategy | Global Pharma – Turkey Loss of Exclusivity (LoE) Defence**
 - Designed LoE defense strategy for Turkey, sustaining product performance across 10+ markets.
 - Generated 9% revenue upside by building a VBA-based optimization model.
- **ASEAN Demand-Side Market Trends & Forecasting | Regional Strategy Development**
 - Steered multi-million-dollar investments by forecasting 30+ markets using R, and Power BI.
 - Led 500+ UAT surveys on oncology HCP engagement across 10+ emerging markets.
- **Healthcare Infrastructure & Supply Chain Strategy | Global Pharma – Singapore & Emerging Markets**
 - Aligned Singapore nuclear medicine roadmaps via stakeholder roundtables.
 - Reduced tariff exposure through global supply chain cost mapping and diversification.

Bain & Company : *Summer Associate Consultant– Istanbul, Turkey* **Jul 2023 – Aug 2023**

- **Regional Market Entry Strategy | EMEA Manufacturing Expansion**
 - Guided a \$1.5B Turkey & EU market entry through business model and macroeconomic analysis.
 - Benchmarked ~50 competitors and forecasted industry growth to inform long-term strategy.
- **Decarbonization Risk Assessment | COP28 Project – Turkey Sustainability Strategy**
 - Analyzed ESG commitments across 10 industries to inform national stewardship policy and assess transition risks.
 - Developed 5- and 30-year adaptation roadmaps presented at COP28 to guide corporate governance amid evolving regulations.

AlphaSights : *Summer Associate, Client Service – Hong Kong* **Jun 2022 – Aug 2022**

- **Investor Due Diligence & Revenue Execution | Private Equity Markets**
 - Exceeded revenue targets by 60% through global investor engagement and C-suite expert placements for ~\$100M investment decisions.
 - Accelerated due diligence by delivering targeted market research and industry insights/
 - Ensured cross-border alignment by coordinating project delivery across APAC & EMEA teams.

Locus Ventures : *Investment Analyst Intern (Part-Time) – California, U.S* **Dec 2021 – Jun 2022**

- **Investment & M&A Due Diligence | Early-Stage Startups**
 - Conducted due diligence on 300+ Y Combinator W22 start-ups, and analysing market trends.
 - Expanded investment coverage to evaluate 400+ additional Y Combinator S22 start-ups.

EDUCATION

The Hong Kong University of Science & Technology **Aug 2020 – Jul 2024**

- **Classification:** First Class Honours in BBA in Global Business & Finance; BSc in Computer Science
- **Leadership Experience:** President at 180 Degrees Consulting HKUST; Head Committee at HKUST International Case Team; Rep. for Business School Undergraduate Student Committee.
- **Select Academic & Leadership Awards:** Dean's List; Tin Ka Ping Community Leadership + Innovation & Creativity Scholarship; HSBC Scholarship; Sir Edward Youde Memorial Scholarship.

SKILLS

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