

Ismet Ozer

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SUMMARY

Strategy professional with ~2 years in management consulting & sales across APAC, EMEA, and LATAM, specializing in market entry, sustainability, and M&A advisory. Drove research and strategy to support revenue growth, multi-million-dollar investments, and translating data insights into actionable outcomes.

WORK EXPERIENCE

IQVIA: *Strategy Life Sciences Data Consulting Analyst - Singapore* Nov 2024 - Sep 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 levers to sustain product line performance whilst driving localized execution across 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 R, Power Query, & Power BI.
- Designed and conducted 500+ UAT surveys assessing HCP engagement with cancer drugs across 10+ emerging markets.

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

- Built national alignment on nuclear medicine roadmap by facilitating roundtable with 10+ senior stakeholder groups (including Singapore Ministry of Health, NEA, clinicians).
- Assessed supply chain exposure to U.S tariffs by mapping country-specific costs, incentives, and capacities and strengthened supply chain resilience for manufacturing diversification across markets.

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

Regional Market Entry Strategy | EMEA Manufacturing Expansion

- Promoted \$1.5B market entry decision across Turkey & the EU by conducting due diligence, evaluating 3 business models, assessing macroeconomic dynamics, & identifying growth drivers for local commodity.
- Forecasted materials industry growth and benchmarked ~50 competitors for long-term strategic planning.

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 policy alignment.
- Shaped 5-year and 30-year adaptation roadmaps to guide corporate governance to evolving climate policy and regulation that was presented at the 2023 United Nations Climate Change Conference

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

- Outperformed revenue targets by 60% by proactively engaging global investors and coordinating C-Suite expert placements to consult in ~\$100M fast-paced 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.

EDUCATION

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

- 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 Business School International Case Team; Elected 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; AS Watson Scholarship.

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