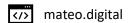
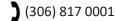
Mateo Balmes







EDUCATION

Ivey Business School, Western University

Apr 2023

Candidate for Master of Business Administration, MBA

- Sole recipient of the Ivey Entrepreneurship Fellowship and the Access to Success Fellowship
- Recruited as: Graduate Student Innovation Scholar; Western U Inspiring Minds; Head of: Ivey MBA Product Community

Ateneo de Manila University

Mar 2014 - Jul 2018

Bachelor of Management Information Systems

- Ateneo College Scholarship, and School of Science and Engineering Recognition Awardee
- Arizona State University Social Entrepreneurship & Economic Development US Government Academic Fellowship (2018),
 University College London Data Science Exchange Upper Second Honors (2017), Sogang University Study Grant (2015)

PROFESSIONAL EXPERIENCES

DXC Technology, Manila, Philippines

2021-2022

Multinational information technology services and consulting company

Technology Consultant - Analytics

• Increased a top North American CPG's 4 product lines' core data integrity to 95%, an increase of 17%, by cataloging errors and corresponding technical solutions across workflows in customer journey orchestration, consumer data management and other cloud operations.

S&P Global Market Intelligence, Manila, Philippines

Providers of multi-asset class and real-time data, research, news, and analytics to institutional investors

Senior Product Strategy Specialist

2021 - 2022

- Launched spreading add-ins on CapitalIQ available to premium subscribers; product usage shot up by 23%.
- Designed an agile process for releases, cutting down feature development period from 120 hours to 80 hours.

Data Visualization Specialist

2019 - 2021

- Increased average readership by 14% of 32 monthly, quarterly, and yearly reports, and a monthly average of 45 articles covering Telecommunications, Media and Technology (TMT), and Commodities (Metals and Mining, and Energy).
- Led an RPA project that streamlined publication of S&P TMT databases; saving 1,420 hours per year (98.6% hours reduction).

Empleo, Manila, Philippines

2015 - 2019

Automated and analytics-driven job-matching platform for the urban and rural poor

Founder and CEO

- Developed and improved the base code of the apps; directed product strategy, achieving 26% annual average profit growth.
- Facilitated recruitment of 35,000+ jobseekers and enrolment of 40,000+ trade-work aspirants with 600+ training and recruitment firms; managed a total of 45 part-time and full-time team members in the entire time the enterprise was in operation; led pre-pivot: jobs board and microfinancing user base total 92,000+ job orders and 6,700+ households.
- Secured PHP15M in funding and US\$80K grant from Facebook.
- Awards: Best Social Impact by the ASEAN Ricebowl Awards and Top 5 ASEAN Impact: Scale Category in 2017

Pasona Group, Hyogo Prefecture, Japan

2020 - 2021

Dedicated to solving society's problems and to the revitalization of regional communities through Human Resources

TuneMap Indonesia, Bandung, Indonesia

2019

Mobile application that empowers people with visual impairment by supporting their mobility in cities

Google Ambassador Program, Southeast Asia

2013 - 2016

ADDITIONAL INFORMATION

- Skills: Product Management, Web App & Server-Side Programming, User Experience & Design, Digital Advisory, GTM Strategies
- Industry exposure: Technology, Media, and Telecom; Metals & Mining; Energy; Consumer Packaged Goods
- Strategy focus: Sales to Platform, High Touch, B2(B2)C, Mass Market, Contrarian, Open Innovation, Low Cost
- Projects: Abilitizers Marketing Index for Inclusive Schools; FutureReady Hybrid E-Learning Toolkit for Rural Schools
- Other activities: Ateneo Competitive Programming Varsity, Ateneo Mixed Martial Arts Competition Pool, Ateneo Arnis Varsity
- International involvement in economic development: Saudi Arabia (G20), Taiwan, Southeast Asia, the Netherlands
- Awards: S&P Research Excellence, Facebook Internet.Org Award, Financial Times x SDG, YSEALI (US Government), UNLEASH