

# TUMY NGUYEN

Berkeley, CA 94703 • 510-944-5697 • tumy\_nguyen@mba.berkeley.edu

---

## EDUCATION

---

**University of California, Berkeley, Haas School of Business**

**May 2017**

**Master of Business Administration**

- VP Education, Haas Investment Club, National Investment Banking Competition - Finalist
- Selected to be in Haas Impact Investing Network and Haas Social Responsibility Investment Fund
- Active member of Haas Data Science Club, Haas Parking Data Project
- Co-chair of the Asia Business Bridge Conference

**University of Nevada, Las Vegas**

**May 2008**

**Bachelor of Science, Business Administration**

- Summa Cum Laude, GPA 4.00
  - Presented in the Federal Reserve Symposium with representatives from the Federal Reserve Bank of San Francisco
- 

## EXPERIENCE

---

**Manipal Education Americas, New York, NY**

**2009-2015**

*\$100 million annual revenue, for-profit medical college, subsidiary of Manipal Global Education Group*

**Manager, Portfolio Management and Analytics (2011-2015)**

- Spearheaded financing effort with the CFO and secured over \$150 million of investment from global banks for the institutional private student loan program
- Negotiated the sale & purchase agreements and facilitated 5 private sale transactions, resolving the company's liquidity pressure
- Generated 20+ cash flows projection models, analyses and valuation models on the portfolio to support the investors through their due diligence processes
- Created marketing materials such as information memoranda, pitch books on the \$250 million student loan portfolio to 40+ institutional investors, 3 of whom subsequently invested in the portfolio
- Utilized analyses of payment trends and students' behavior to establish 2 loan modification programs which brought more than 200 students back to good standing loan status
- Led 2 staff members and 10 loan program vendors to manage over 10 projects to minimize long term default rate for the institutional loan program, which has \$30 million annual origination

**Financial Data Analyst (2009-2011)**

- Created 3 cash flows projection models on the student loan portfolio and updated quarterly by synthesizing student loan data, academic information and industry data
- Analyzed and published student loan portfolio's performance monthly including origination quality, delinquency trends, payment trends to senior management team and global headquarter
- Developed 10+ key performance metric to evaluate student's academic performance and generated recommendations for senior executives on operating policies

**Columbia University, Science & Tech Venture, New York, NY**

**2009**

*Private sector funding and intellectual property protection for Columbia University*

**Contracted Consultant, Financial Analysis**

- Tested, launched and integrated a new financial information system into existing infrastructure

**Phelps Consulting Group, Los Angeles, CA**

**2008-2009**

*Boutique firm specialized in forensic accounting, turnaround and reorganization consulting*

**Financial Analyst**

- Prepared input for valuation process of a private toy manufacturing company
  - Analyzed asset valuation for a distressed car dealership
  - Compiled documentation for a real estate development financial fraud case
- 

## ADDITIONAL

---

- Raised \$25k to co-produce an independent production of a romantic suspense film shot in Paris
- Organized and gathered more than 500lbs of donated food for City Harvest food drive in May 2015
- First employee in the US office to receive the Manipal Global Excellence award from the global office in India
- Fluent Vietnamese
- Enjoy driving on road trips, hiking with my dog, exploring cultures through food and listening to standup comedy

