hpham.mba2024@london.edu

(+44)7377936195

https://www.linkedin.com/in/viet-hung-pham/

pham-viet-hung.netlify.app

EDUCATION

2022 - 2024

London Business School, London, UK,

Reading for Masters in Business Administration (MBA) – incoming exchange to Yale

Healthcare Club - Health Tech Challenge Incubator, Social Impact Club - Social Investment Fund President and Not for Profit Exco, Asia Club - Consulting VP and Treasurer

INSEAD Product Game, MIINT Competition Top 5 (Social Impact Investing), GMAT 730

2012 - 2016 University College London, London, UK

Bsc Mathematics with Economics, Upper Second Class Honours

BUSINESS EXPERIENCE

2021 - 2022 STRATEGY&, PART OF PWC NETWORK, South East Asia (Vietnam, Malaysia, Singapore) Manager

- Spearheaded Strategy& digital management reporting offerings (Alteryx & Tableau) with a leading client in Singapore and identified ~30% potential uplift in net profits currently being implemented; awarded "Reimagine the Possible"
- Steered 8+ workstreams for a +\$100m M&A integration and built strong working relationship with industry leaders for a leading global insurer in its flagship South East Asia expansion
- Conducted a pro-bono business case modeling lecture for Singapore International Foundation, coaching 50+ high potential entrepreneurs across South East Asia
- Fast-tracked to Manager (2-3 years faster than peers) known as an internal expert on strategy development, financial analysis and modelling, and operating model design and cost optimization

2019 - 2021 **Senior Associate**

- Developed minimum viable product (MVP) for a digital payment system in Africa (gone live in March 2023) and model potential economic impact (potentially address 30-40% of unbanked population in 5 years)
- Managed +\$6m engagement on post-M&A operating model design with a focus on digital banking scale-up, and built a digital cost management dashboard (Tableau) for a leading bank in Indonesia (+\$10m potential profit uplift)
- Led financial workstream including quantifying cashflow impact of 60+ initiatives for a leading academic health centre in Asia in a strategy & operating model redesign targeting 2-digit growth rates

2017 - 2019 **Associate**

Developed pricing strategy and built an interactive benchmarking and pricing tool (VBA Excel) supporting +\$10m expansion strategy for an economic zone developer (reported submitted to Ministry of Economics) in Middle East

PART-TIME AND PROJECTS

2023 - Current Summer Fellow at CHARITY ENTREPRENEURSHIP, London, an incubator for high potential charities

Built a digital application (Python/R) to automate co-founder matching process and impact data scraping.

2023 - Current Scale-up Consultant at ANYA BY LATCHAID, London, an Al-companion Parenthood Health/Edtech Startup

Developed international expansion strategy including redefining business model and go-to-market strategy.

2023 - Current Associate - Commercial & Product at AVEGEN HEALTH, London, a Digital Health Platform for Long-term Condition Developed investment report and support engagement operating model design

2023 - Current Advisor at Humans-to-Humans, New York, US, an impact start-up accelerator

 Designed target operating model and funding focus. Managed a consultant team for MSCAN, an affordable ultrasound manufacturer from Uganda to refine impact model. Won Top 1 Accelerator of Spring 23 Cohort

Engagement Manager at UBIMASTER, Germany, an edtech with vision to democratise K-12 education 2023 - 2023

Managed a team of 3 consultants conducting international expansion strategy – with recommendation letter

2023 - 2023 Founder Associate at THATMATE, India, a Sexual and Mental Health/Edtech Startup for K-12 students

Developed seed-round pitch deck, refined business mode and social impact measurement model

Fellow at LONDON NORTH WEST UNIVERSITY HOSPITALS NHS TRUST, London 2022 - 2022

Built their first interactive expertise network mapping (PowerBI, VBA), 2-week ahead of schedule.

ADDITIONAL INFORMATION

- English (Fluent), Vietnamese (Native), Mandarin (HK1)
- 2 Gold Medals in UK Mathematics A-level Olympiad, Finalist in UK Mathematics Group Challenge
- Advanced analytic and modelling skills: Alteryx, Tableau, R, Python
- Interest: Travel (worked in 7 markets), Football (Liverpool fan), Dota (Quarter-Finalist for PwC team in Malaysia)