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## Ma. Patricia Salak

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### EDUCATION

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- Sep 2018 - May 2020 IESE BUSINESS SCHOOL** **BARCELONA, SPAIN**  
Master of Business Administration (MBA Program)
- Aug 2008 - Sep 2011 UNIVERSITY OF LONDON INTERNATIONAL PROGRAMMES** **SINGAPORE, SINGAPORE**  
Bachelor of Science in Economics and Management

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### EXPERIENCE

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- Jul 2021 – Present JG DIGITAL EQUITY VENTURES (JGDEV)** **PASIG, PHILIPPINES**  
Corporate venture capital arm of JG Summit, one of the biggest conglomerates in the Philippines. JGDEV has invested in 11 startups to date focusing on E-commerce and Fintech among others.  
*Senior Investment Officer, Portfolio*
- Analyzed startups operating in various sectors such as E-commerce, Fintech, and Logistics by conducting market research and financial analysis, resulting to investments in 5 deals amounting to USD10mn.
  - Assisted directors in sourcing new investment opportunities, securing 20 business plans monthly for consideration.
  - Co-Managed portfolio companies comprised of 11 investees by identifying and evaluating key KPIs, increasing portfolio return.
- Sep 2020 – Mar 2021 SHOPEE** **TAGUIG, PHILIPPINES**  
Leading e-commerce platform in Southeast Asia with annual orders of ~440 Million and gross merchandise value of \$6 Billion  
*Senior Associate, Business Development*
- Led the 2021 joint business planning project by identifying key partner brands, forecasting sales, targets and developing projection templates, increasing participant brands to 326 (vs 183 2020)
  - Forecasted monthly targets and recommended strategies on achieving these by evaluating reports on sales, digital marketing and operational KPIs of FMCG, Electronic and Fashion brands, resulting to average monthly target achievement rate of 95%
  - Designed management reports that monitored performance of 2 Thousand shops and 70 account managers by identifying key performance indicators and automating trackers, improving account management performance
- Jun 2019 - Aug 2019 CRESCENT POINT** **SINGAPORE, SINGAPORE**  
Private equity firm focused on Southeast Asia and China with \$1.7 Billion of assets under managed  
*MBA Summer Intern, Investments Team*
- Conducted a regional analysis on non-bank financing activities in Southeast Asia and identified growth strategies such as potential partnerships and additional services for a target financing company in the Philippines
  - Performed due diligence by improving financial models, and aided in negotiations with the firm's investments in companies in diverse industries such as finance, logistics, FMCG and real estate in Philippines, Indonesia, and Malaysia, resulting in signed term sheets
- Apr 2012 - Jun 2018 RIZAL COMMERCIAL BANKING CORPORATION** **MAKATI, PHILIPPINES**  
One of the top banks in the country with total assets of \$13 Billion with network of 481 branches
- Apr 2017 - Jun 2018 Senior Assistant Manager, Global Distribution & Advisory**
- Advised, negotiated, and executed bond and foreign exchange investment strategies for top pension funds, asset management firms and insurance companies by analyzing global market conditions, exceeding annual volume budget of \$14 Billion
  - Led a team of 7 in managing government auctions by designing processes and coordinating with different stakeholders such as operations, top management and Bureau of Treasury that generated an average of \$40 Million orders per issuance, making the bank one of few government securities eligible dealers in retail bond auctions and in the process becoming the highest producer of orders in the bank.
  - Managed institutional client relationships by conducting regular updates and presentations to existing and prospective clients on market events, views and strategies to CFOs, CIOs and other senior management members, increasing number of accounts by 20%
- Sep 2013 - Apr 2017 Assistant Manager, Global Distribution & Advisory**
- Managed fixed income portfolios, which include products such as sovereign and corporate bonds and derivative products to retail, private banking, and corporate clients by analyzing market conditions and clients' profile, surpassing yearly target with average volume of \$20 Million
  - Led a team of 6 in RCBC's Long-term Negotiable Certificate of Time Deposits (LTNCD) fundraising processes by creating and implementing efficient practices, achieving the bank's target amounting to \$80 Million
  - Presented quarterly investment briefings and taught treasury products to junior and senior relationship managers with an audience of 20 people, increasing income by 15% and improving co-working skills
- Apr 2012 - Sep 2013 Management Trainee - Officer Development Program**
- Graduated #2 based from an intensive program that immersed us in the of Corporate and Retail Banking, Treasury, Trust and Investments departments

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### LANGUAGES

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Filipino: Mother Tongue

English: Excellent

Spanish: Basic

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### GENERAL INFORMATION

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- Athlete – played for IESE women's football team, Miriam College's varsity basketball and Softball teams
- The Asset Awardee - an integrated multi-media company serving elite community of Asia awarded me "Highly Commended Individual for Local Currency Bond Sales in 2018"
- London School of Economics Summer School - Learned principles and analyzed case studies focused on International Business environment and Strategic Management alongside diverse classmates