

Professional Summary

Self-motivated and mission-driven professional with 7+ years of experience in entrepreneurship, management consulting, venture, and ecosystem building. With strong leadership, interpersonal and analytical skills, has established processes and programs to build and expand Endeavor Philippine's value proposition while simultaneously screening over 400 entrepreneurs, and supporting 22 companies that have generated 2,200 jobs and 10.6 Billion Pesos in additional revenue since selection. During weekends, have led a non-profit organization that has impacted more than 600,000 people in the Philippines under my leadership; and currently part of a steering committee overseeing over 158 projects in 400 city hubs that has donated at least 1.2 million PPEs, benefitted 1.8 Million People and mobilized 47,000 volunteers to address the pandemic. Eager to establish myself as a leader in venture capital, entrepreneurship, sustainability, and impact.

Experience

October 2017 -
Present

Endeavor | Head of Entrepreneur and Ecosystem Development

- Promoted twice in 3 years from Senior Associate to Manager to Department Head
- Head of our Entrepreneur and Ecosystem Development Team which comprises of Entrepreneur Selection and Growth, and Ecosystem Development Initiatives
- Spearheads Market Expansion, the EndeavHER (Women Entrepreneurship) Program for the Philippines, and the Diversity and Inclusion Initiatives for Asia Pacific
- Owns end-to-end entrepreneur search and selection process – built deal flow with over 400+ companies, screened 100+ entrepreneurs, conducted due diligence and produced comprehensive 10-13 page briefs on 20+ companies
- Worked strategic, marketing, talent challenges with our entrepreneurs by curating Endeavor's resources (network, market expansion, mentorship, talent and capital)
- Managed relationships with 60 Mentors/C-Suite executives in the Philippines, and managed the network of ecosystem partners and pipeline entrepreneurs
- Built and Facilitated external advisory boards for five companies
- Built out processes, systems, programs for strengthening engagement in the Mentor Network, Servicing of Entrepreneurs, and Increasing portfolio of services for Talent, Capital, Marketing, and Networks
- Currently in the process of setting up a scale-up program, intelligence unit, a diaspora program and corporate innovation unit for ecosystem development

February 2015-
September 2017

Accenture Management Consulting | Management Consultant

- Promoted in less than 2 years, after 10 projects ranging from 6 weeks to 4 months in duration.
- Projects include but not limited to:**
- Partnership Business Model Development at Oxfam
 - Conducting a landscape analysis per thematic area, and developing a sustainable partnership model and framework for Oxfam Philippines
 - Retail Strategy, Design and Build in a Philippine telecom company
 - Created the as-is diagnostic of the companies' stores, Designed customer journeys, and led the functional design of the interactive surfaces and artifacts for the first 3 flagship stores
 - Omnichannel Workshop Preparation and Execution for a telecom company in the Philippines
 - Created the content plan for several sessions, assisted company leadership in further preparing for the sessions, and assisted and facilitated the workshop sessions to reach desired outcomes
 - FTE Analysis for a major manufacturing company in the Philippines
 - Conducted a volumetric analysis of the As-Is and To-Be FTE; and conducted a process gap analysis for optimization of the Finance Department after SAP integration
 - Social Impact Measurement at the biggest Social Enterprise in the Philippines
 - Led, designed and piloted the as-is social impact measurement system
 - Cost Transformation and Process Re-engineering at a major Philippine telecom player
 - Led the stream to define the as-is operating model, process maps, and gaps of two contractor workforce sourcing streams; Identified 75 M PHP in cost savings, and provided the solution plan and project charters for implementation of a strategic sourcing methodology and governance model
 - Cost Transformation for Channels and Incentives at a major Philippine telecom player
 - Identified and verified 300 M PHP in cost saving opportunities in channel incentives; and created its solution plan and project charters for implementation of a revised incentive/commission scheme
 - Conducted Whitespace Analyses, Change Management and Project Management for other projects

Experience (continued)

January 2014 -
February 2015

Harambee Vision | Co-Founder; Director of Medical Outreach and Intervention

- Co-developed a Social Enterprise that will bring one-dollar glasses to urban slums
- Featured in the Financial Times, Huffington Post, Forbes, and other news outlets
- Participated in a 2-month business accelerator polishing the business model, and operational plan
- Secured 4 partners in two weeks and built end to end servicing structure during development
- Conducted Business Development in Nairobi, Kenya; and Manila, Philippines
- Delivered Business Pitch at the Clinton Global Initiative in New York for 1000 people

Professional Organizations

June 2016 -
Present

Global Shapers Manila Hub, Global Shapers Community, World Economic Forum

- Represented the youth at WEF ASEAN 2017, 2018, WEF AMNC 2017, and the SDI Summit 2020
- Currently the Outgoing Curator of the Manila hub for 2020-2021, while was previously the Curator for 2019-2020, Vice-Curator 2018-2019, and Operations Head in 2017
- As Curator, managed 30 members, oversaw all hub projects, internal operations, and liaised with the World Economic Forum. Our focus areas were climate change, policy, youth unemployment and human trafficking. Under term, 20 projects were executed, 1 national retreat organized, and 8 years of government compliance sorted out. Our work during tenure impacted more than 600,000 people
- Currently part of the COVID-19 Steering Committee in the Global Shaper Community overseeing at least 158 COVID-19 response projects in 400 city-hubs that has donated 1.2 Million PPE, benefitted 1.8 Million People, provided 1.9M cooked meals, 1.5 M views, raised 600K USD and harnessed 47K Volunteers in 2020
- Created year-end community impact reports published for the greater WEF community

January 2019 -
Present

Shaper Impact Capital

- Founding team member of a grassroots newsletter that aims to connect thousands of social enterprises and social impact startups, with thousands of impact investors and angels, globally

Education

July 2013 -
October 2014

ESADE Business School | MSc in International Management

- Unity in Diversity Scholarship Recipient
- Hult Prize Business Competition Regional Winner - Dubai
- Beating ~11,000 applicants on the topic: Tackling Non-communicable diseases in Urban Slums
- Study Tour: Doing Business in Asia (Nanyang University, Singapore)
- Thesis: Measuring Social Impact for Social Entrepreneurship

June 2012 -
March 2013

University of St. Tomas | First Year Medicine Proper

- Left to pursue career in business despite promotion to next year level

June 2008 -
March 2012

Ateneo de Manila University | BS Psychology, Cum Laude

- Grade: 3.61/4 (cumulative), 3.73/4 (major subjects)
- Organization leadership: Human Resources Director (Student Council Department of internal affairs)

Skills

- Networking, stakeholder management, partnership development, strategy, and data analysis/visualization and presentation
- Presentation Deck Building, Excel, Video Editing, Report and Magazine Lay Outing, and Photo Editing

Languages

- Native Speaker of English, and Filipino; with intermediate comprehension of Spanish (DELE Spanish Diploma level B1)

General Information

- I read 1-2 books a week (120 books for 2019-2020 - book summaries can be found on bookstagram.com); I join Spartan races; I hike and cycle; I venture into astrophotography and milky way chasing, I am an advanced scuba diver, and I have travelled to 55 countries