

# MIKE WONG

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## PROFESSIONAL EXPERIENCE

### Finance and Strategy Consultant

USA

#### Freelancer

2023 – Present

- Advised clients by building long range financial models and conducting market analysis to inform budgeting, resource allocation, and growth decisions
- Implemented scalable low to no-code business process solutions for a global \$40B professional services firm, significantly optimizing efficiency in financial workflows
- Consulted with an \$800M venture capital firm on market expansion strategy by assessing digital channels, audience behavior, and SEO positioning
- Developed product positioning strategy for an eco-deodorant product by turning user research and market analysis into clear recommendations for target segments

### MBA Intern

San Francisco, CA

#### Cruise (General Motors)

Summer 2022

- Integrated engineering and operational milestones into a unified financial forecasting model, improving model accuracy and giving leadership visibility into cost and revenue drivers
- Delivered spend and variance analysis that shaped quarterly resource allocation and helped Finance, Engineering, and Strategy teams make faster decisions across competing priorities

### Senior Analyst

San Francisco, CA

#### Visa

2018 – 2021

- Evaluated the structure and performance of 35 client incentive agreements (ranging from \$5M to \$1.1B) to identify revenue potential, risks and partnership opportunities
- Recommended deal adjustments and led strategic negotiations that reduced financial exposure, improving quarterly incentive impacts by \$5M
- Facilitated executive-level scenario planning with Finance and Sales to identify potential contract amendment, leading to a \$100M revenue recognition under the new 606 revenue guidance
- Negotiated an early agreement for a \$30M incentive with a major client, strategically enhancing Visa's P&L performance through Covid-19 uncertainty
- Optimized team operations through an Oracle ERP system transformation, driving a 33% increase in operational efficiency and laying the groundwork for scalable processes
- Supervised a cross-functional team of 5 contractors and interns across multiple projects, overseeing daily deliverables, reviewing outputs, and providing signoffs for incentive payments

### Associate Consultant

San Francisco, CA

#### PwC

2014 – 2017

- Led offshore and domestic teams as an acting Senior Associate, managing deliverables for over 200 investment funds across 7 key clients
- Pioneered a 24-hour turnaround strategy that reduced staff hours by 50% and minimized budget costs by 33%
- Conducted tax trend analysis and developed forward-looking tax strategies that anticipated legislative changes, ensuring clients maintained strategic advantage and compliance

## EDUCATION

### CORNELL UNIVERSITY

Ithaca, NY

Master of Business Administration (MBA)

2021 - 2023

- President – West Coast Club; High Tech Club; Asia Business Association, Ski & Snowboard Club
- Digital Technology Immersion (DTI); Culture-Media-Technology Intensive (CMTI)

### UNIVERSITY OF CALIFORNIA, DAVIS

Davis, CA

Bachelor of Science (BS), Managerial Economics and Psychology

2010 - 2014

- Dean's List 2013 & 2014; Delta Sigma Pi; Study Abroad - University of Oxford