John Jones

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BACKGROUND

- Strategy professional with well-developed skills in valuation, financial modelling, strategy development and evaluation
- Demonstrated ability to effectively contribute to major strategic projects in a fast paced environment with changing priorities
- Proven ability to grasp unfamiliar concepts rapidly, and articulate findings and recommendations through financial analysis and executive level presentations

PROFESSIONAL EXPERIENCE

Telecommunications Company   **Sydney, Australia**
Senior Strategy Analyst, Corporate Strategy   March 2017 – Present

- Developed comprehensive telco market model encompassing competitor financials to aid in formulating overall competitive strategy
- Collaborated with various business units to develop market scenarios to form the basis for long term financial and operating plans
- Assessed market and valuation impact to Telecommunications Company of a potential merger between X and Y, communicated findings through written presentations to Group CEO
- Conducted strategic review of XYZ division (c.$Xm revenue), including market opportunity assessment, valuation and assessment of strategic options (do-nothing, invest, divest)
- Prepared valuation scenarios and assisted in development of board papers as part of strategic review of the XXX subsidiary, leading to a [action] in 2018
- Synthesised insights and recommendations from major market and competitor disclosures to executive and board level audiences
- Developed business cases for emerging business models (e.g. Internet of Things, eSIM, In flight Wi-Fi, 5G) and communicated impact and opportunity to relevant business units

Telecommunications Company   **Sydney, Australia**
Commercial Analyst, Enterprise Division   January 2016 – March 2017

- Developed financial business cases & conducted scenario/sensitivity analysis for new product developments, cost saving opportunities & internal system enhancements
- Conducted commercial reporting, forecasting & analysis for the XYZ portfolio, with a focus on Mobile Applications and Internet of Things
- Prepared & maintained consolidated divisional P&L model & management presentations ($x.xb Revenue, $XYZm EBITDA)

Telecommunications Company   **Sydney, Australia**
Finance Graduate, Finance & Strategy   April 2014 – January 2016

Completed rotations across various teams including Financial Reporting, Corporate Development and Strategic Evaluation as part of two year program.

Key achievements:
- Selected by Telecommunications company to conduct a short term international assignment at overseas associate (Asia)

- o Analysed financial implications for a US$X.Ybn sale and leaseback transaction for mobile tower infrastructure assets in XYZ country
  - o Communicated training materials to educate stakeholders in 13 XYZ operating companies on the structure, rationale and financial implications of the transaction
- Development of a valuation model based on cost avoidance, for $ABCm acquisition of mobile infrastructure assets (wireless spectrum), as part of regional market share strategy
- Assisted in modelling, scenario testing and executive presentation development for the $ABCm sale of the Telecommunications company assets to government
- Improved the customer revenue reporting process to deliver accurate and timely data to Product and Sales team

EDUCATION

CPA Australia	**Sydney, Australia**
CPA Program	October 2016 - April 2019
Completed all exams & work experience requirements	

University in Sydney area	**Sydney, Australia**
Bachelor of Applied Finance with the Bachelor of Economics	2010 - 2013
Distinction Average (75.2)	

SKILLS, ACTIVITIES & INTERESTS

Transferable Skills
- Well developed financial modelling and presentation development skills
  - o Completed Valuation with Prof. Aswath Damodaran course (August 2019) (Institute of Mergers, Acquisitions and Alliances)
  - o Completed PwC Professional Model Build training course (May 2018)
- Willingness to use a combination of independent research and team resources to synthesize key insights and provide recommendations to senior management
- Ability to work with autonomy and as a team player in fast paced and ambiguous environments
- Proficient in solving complex business problems and conducting both macro and detailed level analysis

IT Skills
- TM1, SQL, IBM COGNOS, basic VBA, S&P Capital IQ

Languages
- Fluent in ABC, Basic understanding of XYZ

Activities
- Mentored high school students as part of ABCN (Australian Business Community Network) – 2016, 2017
- Team Leader for the University Careers Fair 2013

Interests
- Sports (NBA, tennis) & fitness (gym), travel