

MPHO MONTSHO

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EDUCATION

BABSON COLLEGE

Boston, MA

Bachelors of Science, concentrations in Entrepreneurship & Finance

Sep 2020 – May 2024

- Global Scholars Program: Awarded a financial aid scholarship awarded to 11 academically gifted international students who are part of class of 2024
- Core Modules: Technology & Operations management, Foundations of Management & entrepreneurship, UI/UX design, Affordable design and entrepreneurship, Digital Tech for entrepreneurs, Talent Management

EXPERIENCE

DEUTSCHE BANK

New York, NY

Investment Banking Analyst – Fintech & Insurance

May 2024 – Present

- Assisted a software aggregator in raising \$150M in capital, presenting key growth metrics to attract venture capital and private equity investors
- Built detailed financial models and pitch materials to support \$500M+ in live and prospective transactions, including LBOs, IPOs, and strategic alternative
- Executed M&A transactions across the Fintech & Insurance sectors, including deal modeling, valuation (DCF, comps, precedent), and client presentations
- Led due diligence for cross-border payment platform acquisition, evaluating financials, growth potential, and market position

TECHBRIDGE INNOVATIONS

Remote

Product Manager

May 2024 – Present

- Led cross-functional teams in successful program management, delivering tailored solutions on time and within budget, achieving 95% customer satisfaction
- Led development of AI-driven risk scoring, cutting anomaly detection time by 60% and boosting security insights for enterprise clients
- Created bundled services using reusable templates for front and back-end systems, improving product strategy and driving a 20% increase in topline growth
- Partnered with engineering, design, and GTM teams to ship real-time identity verification workflows that improved onboarding success rates by 40% and met strict compliance standards

ENERGYSAGE

Boston, MA

Sales Operations Analyst

Jan 2023 – May 2023

- Drove product adoption and expanded the marketplace's national installer network by 25%, contributing directly to the performance metrics goals
- Collaborated closely with the sales team to refine lead qualification processes, improving conversion rates by 15% and accelerating lead response time
- Implemented sales processes and workflows, resulting in a 25% reduction in lead response time and an increase of 15% in lead conversion rates
- Developed and presented strategic briefs and executive memos, translating complex research into clear business implications and supporting senior leadership discussions

CREDIT SUISSE

New York, NY

Product & Business Development

May 2022 – Aug 2022

- Conducted in-depth market and competitor analysis to inform product strategy, resulting in the successful introduction of automated portfolio rebalancing, which increased user retention by 20% on the etrade platform
- Led the development and launch of a suite of asset management products that are ESG focused, increasing platform user engagement by 30%
- Managed the development of an ESG scoring framework, improving sustainable investment solutions and enhancing the overall customer experience
- Conducted municipal bonds research and implemented the internal ESG scoring framework, aligning products with customer needs and expectations

LEADERSHIP

THE MAGNOLIA FIRM

San Diego, CA

Mergers & Acquisitions Associate

Dec 2023– May 2024

- Generated detailed discounted cash flow, comparable valuation and accretion dilution analysis for the firms' mergers & acquisitions deals
- Produced and distributed critical transaction documents (CIMs & teasers) to enhance communication and investor relations
- Conducted market and competitive analysis, contributing valuable insights for transaction documentation and investor communications

CELIPA

Boston, MA

Co-founder, Product Manager

Jun 2023 – October 2024

- Directed development at Celipa, driving user adoption & enhancing the bill-splitting experience, resulting in over \$75,000 in transactions in the first 9 months
- Conducted focus groups involving 120+ participants, resulting in critical product enhancements and a more user-centric product vision and roadmap
- Defined and aligned product vision across all stakeholders, ensuring cohesive understanding of project scope, requirements, and deliverables, while driving customer-centric experience improvements

SKILLS

UI/UX Design | Agile & Scrum Methodologies | Competitive Analysis | Product roadmap | Competitive analysis | Go-To-Market Strategy | Product Vision