

Peter Wamburu

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Strategy & Analytics professional with over 5 years of experience in the Finance and Technology sectors in emerging markets. Highly adept at strategic business planning, financial modeling, market research, business case development and rigorous data analysis using Python, SQL, and Excel. Currently pursuing a postgraduate degree in Financial Technology at University of Glasgow under a competitive Chevening Award sponsored by the UK's Foreign and Commonwealth Development Office. I am passionate about tackling universal challenges such as financial exclusion through innovation and technology.

WORK EXPERIENCE

Optimizer Foundation, London, United Kingdom (Remote)

Summer Consultant

June 2021 – Present

Optimizer Foundation is an Impact Investment Fund deploying capital to impactful early-stage companies in Sub-Saharan Africa. As a consultant, I support the foundation with pipeline building, due diligence and providing strategy & analytics support to portfolio companies.

Pariti, Remote

Venture Fellow & Expert

July 2020 – Present

Pariti is a platform connecting early stage emerging market companies to high calibre expertise, institutional investors and angel syndicates. As an Expert on the platform, I review early-stage financial models and pitch decks providing strategic input to entrepreneurs to prepare them for institutional capital. I have garnered multi-sector exposure to Pre-Seed, Seed & Series A stage companies in the Financial Services, FMCG, E-Commerce, Manufacturing, Retail and Real Estate verticals.

I was also part of Pariti's first ever Venture Fellowship Program between January 2020 and June 2021.

Odyssey Capital, Nairobi, Kenya

Group Business Analyst

June 2017 – June 2020

- Directly contributed to the company's 2019/2020 capital raises (both debt and equity) by building the organization's three-year financial model. The model was the basis for the company's valuation.
- Created organizational metrics across different departments to measure performance against short, immediate and long-term company objectives.
- Conceptualized and led the development of a retailer-consumer cost sharing pricing strategy that increased consumer demand by 400% while maintaining overall unit margins per disbursement.

- Led the implementation of a consumer risk profile that guided the organization's disbursement strategies.
- Led sales funnel and credit experimentation to optimize customer acquisition, retention and top-line revenue.
- Reduced the organization's customer acquisition cost from \$87 to \$22 by identifying highest intent customer segments at the point of application and directing the company's marketing team to target this consumer segment through data curated ad-sets.
- Spearheaded, planned and coordinated the migration of Odyssey Capital's loan portfolio to a secure cloud based Management Information System while maintaining 100% data integrity.
- Responsible for managing the organization's loan portfolio and reporting to external stake-holders during due diligence activities.
- Introduced portfolio cohort analysis and predictive risk modeling. This informed executive leadership decisions on effective credit and debt management strategies.
- Created and rolled-out a marketing resource allocation score for Odyssey Capital retail partners and merchants. This systematic approach reduced marketing expenditure by 15% on average.
- Development, Implementation & Execution of mid and long-term data strategies to enhance commercial decision making.

Odyssey Capital, Nairobi, Kenya

Data Analyst

January 2017 – May 2017

- Analyzed patterns in historically generated credit information scoring data to introduce risk based pricing at loan origination & increase interest income revenue annually by 12%.
- Built a multi-variate expense prediction regression model that improved the accuracy of the organization's existing scoring model by 10% ultimately reducing the company's lending risk at origination.
- Leveraged Google Data Studio & Power BI to build stunning management & department dashboards without incurring a costly BI subscription cost. This improved executive oversight on the overall health of the business.

Solar World Group EA, Nairobi, Kenya

Project Management Associate

June 2016 – December 2016

- Successfully researched, identified and assisted in the qualification for sub-contracting tender opportunities from two International Non-Governmental Organizations.
- Built return on investment financial models to assess the commercial viability of pipeline projects & recommend go or no-go prioritization for the business.
- Oversaw the successful end to end implementation of solar water pumping projects for three agribusinesses from lead generation to installation.

BRCK, Nairobi, Kenya
Graduate Intern

February 2016 – May 2016

BRCK is a hardware company building innovative internet connectivity solutions for SSA. As an intern, I supported the development of new products through designing unit testing rigs and streamlined existing production processes to increase efficiency.

EDUCATION & TRAINING

Local Globe Newton Venture Program, April 21 – July 21
London Business School Executive Education

Master of Science in Financial Technology, 2021 (Expected Distinction)
University of Glasgow Adam Smith Business School

Venture Deals Fall 2020
Kauffman Fellows & Techstars

Bachelor of Science in Mechanical Engineering (Upper Second-Class Honors), 2015
University of Nairobi

AWARDS & ASSOCIATIONS

Chatham House Associate Member, 2021/2022
Admitted into Chatham House, the Royal Institute of International Affairs, as an Associate Member courtesy of emerging as a winner of the Chevening Leadership Without Borders Competition in January 2021.

Global Close the Deal Mergers & Acquisition Competition Finalist, 2021
Emerged as a finalist in the world's largest student origination competition. The competition was facilitated by IE Business School & Focus Finance.

Chevening Scholarship Award, 2020/2021
Chevening is the UK Government's international awards scheme aimed at developing global leaders. Funded by the Foreign and Commonwealth Office (FCO) and partner organizations. It offers a unique opportunity for future leaders and influencers from all over the world to develop professionally and academically, network extensively, experience UK culture, and build lasting positive relationships with the UK.