

VILAK INTHAVONG

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EDUCATION

CARDIFF UNIVERSITY

Master of Business Administration – Merit

UK Government Scholarship (CHEVENING)

Cardiff, United Kingdom

2016 – 2017

KYUSHU UNIVERSITY

B.A. Economics and Business

Japanese Government Scholarship (MEXT)

Fukuoka, Japan

2009 – 2013

OSAKA UNIVERSITY

Associate Degree

Japanese Government Scholarship (MEXT)

Osaka, Japan

2008 – 2009

WORK EXPERIENCE

DELOITTE

Senior Consultant - Risk Advisory

Provided business advisory services to clients including banking and non-banking sectors in the areas of risk management, and business strategy as following:

- Financial Risk – Bank:
 - Performed regulatory compliance audit on international regulatory framework – BASEL principles (Market Risk, Credit Risk, Operational Risk) regarding Policy, Process, Standard Operating Procedure, and provided key findings, roadmap and recommendations for implementation to clients.
- Operational Risk: Internal audit - Non-bank client group:
 - Performed audit and presented audit results and key recommendations regarding issues and areas of improvement to clients.
- Business Development: worked directly with Deloitte's partners to identify a new market opportunity for Deloitte across markets & segments especially in the area of Audit & Assurance, Tax & legal, Risk Advisory, etc. (market landscape & competitor analysis, RFP review and response, proposal development, client background check, relationship building with clients, finalizing engagement letter, organizing Deloitte's industry training session, etc).
- Internal marketing & communication: delivered a daily industry outlook via e-news clipping to Deloitte's partners by monitoring and synthesizing business news, government economic data and other market factors to anticipate threats or opportunities for short and long-term business strategy.

Southeast Asia

Feb 2018 – Feb 2020

Achievements

- Contributed to the team's effort to complete 2 BASEL projects and 8 internal audit projects, as well as securing several new clients and projects.

KASIKORN BANK PCL, Head Quarter Office

Senior World Business Strategist

- Set business strategies and aspirations for international operation in AEC+3 countries. Worked closely with operation team in each international branch network to formulate and monitor business strategies to achieve the aspirations.
- Undertook an in-depth commercial analysis of potential growth opportunities across markets & segments, customers, competitors, and technology portfolios. Collaborated with the Regional Bank Branch Manager to formulate the annual 5-year strategic planning process.
- Produced fact books and briefing materials of key competitors, country profiles, Foreign Direct Investment (FDI) fact books, and industry analysis reports for both domestic and foreign investors.
- Assisted mergers and acquisitions (M&A) process for key corporate clients: involved in evaluating market dynamics, competitor landscapes, targets screening, and building comprehensive financial models to evaluate synergies.
- Worked closely with compliance and procurement manager regarding investment, taxation and banking laws and regulations for overseas branch offices' business regarding the establishment of new branch offices in the new location, etc.

Bangkok, Thailand

2015 - 2016

- Created the internal database system and guided the team within the world business department on the usage of the system. Contributed to the information and knowledge sharing system within organization by providing key relevant data and statistics to different departments (e.g. KASIKORN Research Center).

Achievements

- Contributed to the team's effort to achieve the annual target of US\$30 million for loan, US\$ 30 million for deposit and US\$ 50 million for international remittance for the operation of first branch in Laos in 2016.
- Achieved the regionalization strategy as the bank has successfully opened the second branch office in Laos in 2016, as well as acquiring PT Bank Maspion Indonesia Tbk (Bank Maspion) from 9.99 per cent for US \$20 million in August 2017 to 40 per cent worth total investment of US\$130 million in 2020.

EMERGING MARKETS CONSULTING CORP

Vientiane, Lao PDR

Senior Analyst

2013 - 2015

- Managed the entire project (hypothesis development, brainstorming, research, analysis, and presentation development) independently with the guidance of business partner.
- Brought best practices to EMC's consulting engagements by developing research tools, prepared and executed analytical tasks to be used in developing client deliverables, and slashing general administration costs by negotiating pricing and fees, while ensuring the continuation and enhancements of services.
- Contributed to the development of proposals as well as business development (client / project sourcing).
- Developed and implemented training and coaching to project team members and junior staff to fulfill project's goals as well as their personal development.

Achievements

- Increased a corporate's profitability by an average of 15 percent per year by accomplishing 15 projects annually for the total project value of \$1 million USD for both private and development sectors in Cambodia, Myanmar, and Laos.

JAPAN BROADCASTING CORPORATION (NHK), Fukuoka Station

Fukuoka, Japan

Documentary Programme Editor & Translator

May 2012 - June 2012

Translated & edited the "Asian Passion: The challenges of Japanese Experts in ASIA" programme on NHK TV.

VOLUNTEER EXPERIENCES

GRAZE

Cardiff, United Kingdom

Marketing Research Consultant

May 2017- July 2017

- Provided advisory support to GRAZE to analyze market and reach new customer target group inside the UK.

GAME ON WALES

Cardiff, United Kingdom

Strategy Consultant

May 2017- July 2017

- Provided advisory support to the manager of GAME ON WALES to develop new business strategies to feeding into a digital inclusion plan including communication and recruitment strategies for the local charity in Wales.

AWARDS AND HONOUR

- Chevening Award 2016/2017, Foreign & Commonwealth Office of the United Kingdom (FCO), UK, 2016 - 2017.
- Winner of Cardiff MBA Class of 2016/ 2017- Martin Evans Award- Marketing Research, Cardiff University, 2017.
- Winner of Cardiff MBA Class of 2016/ 2017- Management Consulting, Cardiff Business School, Cardiff University, 2017.
- ASEAN Youth Leader Award, ASEAN World Heritage Youth Leader Programme (AYVP), Malaysia, 2014.
- Japanese Government Scholarship (MEXT), Japanese Government, Japan, 2008~2013.

SKILLS AND INTERESTS

- Software: Advanced in Microsoft Office Suite, Outlook, Lotus Notes, Quantitative and Qualitative Analysis, SPSS, SDLX Translation Suite.
- Foreign language: proficient & fluent in English, Japanese, Thai, Lao and Vietnamese.
- Interests: researching, learning different culture, traveling, cooking, and volunteerism.