



Chris Vincent

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Summary

Versatile finance professional with 9+ years of experience across fundraising, FP&A, and finance transformation. Bring a mix of commercial judgment and hands-on delivery with significant experience in partnering with senior leadership, closing deals, and building solutions for global clients.

Professional Experience

Senior Consultant | Fractal Analytics | Mumbai

- Senior Consultant on Fractal's client-facing track, leading finance transformation and analytics programs for Fortune 500 clients.
- Led cross-functional teams of 4–5 (engineering, data science, UX) across 6 global client engagements, delivering custom finance and analytics solutions end to end.
- Reduced sales pricing turnaround time by ~40% for a global payments processor by leading the end-to-end rebuild of their EU pricing tool, transforming a 150-tab legacy Excel system into a modular, UX-driven interface that raised NPS from 3 to 9.
- Re-architected a global CPG client's performance reporting, eliminating cross-market and cross-department data duplication and building a single reusable system that saved 2,500 reporting hours a year.
- Built an internal pricing tool for Fractal's sales team by digitising legacy Excel-based tools and layering in an LLM and a predictive engine, cutting deal-structuring time by ~50% while suggestion better pricing outcomes.

Senior Manager (Finance Business Partner) | Fractal Analytics | Mumbai

- Finance Business Partner to three units across Fractal Analytics — Fractal Alpha (products division), Group Corporate Functions (GCF), and Fractal Capabilities (a high-growth vertical within Fractal Services) — whose combined revenue grew from \$40M to \$140M during my tenure.
- Owned annual planning and budgeting end to end for all three units, building the financial plans that set targets and resource allocation for the year.
- Ran monthly reporting and MIS, producing the financial dashboards and analysis that gave each unit visibility into performance against plan.
- Led forecasting and senior-stakeholder management, presenting financial analysis and performance insights directly to the CEO, COO, and Capability heads to support decision-making.
- Major initiatives included building the financial cadence and operating system for the Capabilities division, a newly formed, fast-growing vertical at the time.

Project Manager, BD and Project Management | Elemental Labs | Mumbai

- Project Manager at Elemental Labs (early-stage blockchain startup), spanning go-to-market and product to take blockchainbased workflow solutions to market.
- Built the digital lending pipeline from scratch, driving partnerships and go-to-market strategy and opening early-stage conversations with lenders in a previously untapped segment.
- Presented at the Digital Lenders' national conference to drive industry adoption of blockchain-based lending solutions.
- Shaped the product concept for a blockchain-based anti-fraud solution to detect loan-stacking across lenders, partnering with engineering on the design.

Deal Manager, Venture Capital | Mumbai Angels | Mumbai

- Deal Manager at Mumbai Angels, one of India's leading early-stage angel investment networks, owning the deal lifecycle from sourcing through to close across a broad sector mandate.
- Built and worked a multi-channel sourcing funnel (warm introductions, college and incubation-centre tie-ups, and direct LinkedIn outreach).
- Evaluated 1,500+ startups during my tenure, building the investment case, championing deals to investors, and negotiating terms to close.
- Built new deal pipelines in sectors outside Mumbai Angels' traditional mandate, establishing a biotech sourcing channel through a tie-up with the Atal Innovation Centre that gave the network access to cutting-edge companies such as Oncophenomics, Pandorum Technologies, and Leucine Rich Bio.
- Partnered with external funds, early-stage networks, and accelerators to co-invest on shared deals, expanding deal access and syndication capacity.

- Pitched to 300+ HNI and UHNI investors to raise capital for selected startups.
- Closed 6 of the 13 investments the firm completed during my tenure (the highest deal count on the team) raising INR 10.6 Cr cumulatively across: Closed 6 of the 13 investments the firm completed during my tenure (the highest deal count on the team) raising INR 10.6 Cr cumulatively across:
 - Oncophenomics (formerly Theranos) — INR 3.5 Cr
 - Falconbrick — INR 2.2 Cr
 - WittyParrot — INR 2 Cr
 - SelectJobs — INR 2 Cr
 - Azuro — INR 50 L
 - Newsbytes — INR 40 L
- Drove Mumbai Angels' regional expansion as part of the launch team, running the inaugural pitch events in Pune and Hyderabad to build the local investor base in two new markets.

Education

Bachelors in Financial Markets – *Smt Mithibai Motilal Kundnani College* | *Mumbai*

Accomplishments and Awards

- Achieved 110% goal achievement in 2 out of my 3 years (Senior Consultant – Fractal).
- SMART Award: This award is granted to Fractal employees who have displayed exceptional client management while managing projects.
- Kaizen Award: This award is given to fewer than 50 Fractal employees a year for significantly raising the bar for operational performance within Fractal.
- Exceptional Student of the Year (2015): Awarded to a single student per batch, this recognition reflects all-round performance. I earned it for strong academic results, active classroom engagement and leadership in extracurricular activities.
- Outstanding Team Performer (2014): The International Economics Convention is a prominent annual competition involving 10 colleges from India and US. I was recognized for my role in debating, presenting and effectively highlighting Thailand's major economic challenges.

License & Certifications

- CFA Level 1 Cleared