



Chris Vincent

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Summary

Consulting and Business Development professional with 9+ years across client delivery, fundraising and commercial planning. Led Fortune 500 finance transformation programmes end to end, shaping the commercial construct as well as delivering it. Previously a top-performing dealmaker, raising INR 10.6 Cr across 6 investments, and a business partner to three units that scaled from \$40M to \$140M.

Professional Experience

Senior Consultant | Fractal | Mumbai

Jan 2023 – Mar 2026

- Senior Consultant on Fractal's client-facing track, leading finance transformation and analytics programs for Fortune 500 clients.
- Ran client-facing engagements for Fortune 500 accounts, presenting to VP and Finance Director-level stakeholders and owning both scope and delivery outcomes.
- Orchestrated engineering, data science and UX specialists (4-5 member teams) across 6 global engagements.
- Rebuilt a global payments processor's EU pricing capability from a 150-tab legacy system into a modular interface, **cutting their sales pricing turnaround ~40% and lifting client NPS from 3 to 9.**
- Re-architected a global CPG client's performance reporting into a single reusable system, **saving 2,500 reporting hours annually.**
- Built the pricing engine Fractal's sales team uses to structure client deals, layering an LLM and predictive model over legacy tooling, cutting deal-structuring time ~50% and improving pricing outcomes on live opportunities. Ran demos across multiple functions to build consensus and secure adoption, converting stakeholders who had no prior stake in the project.

Senior Manager (Finance Business Partner) | Fractal | Mumbai

Sep 2019 – Jan 2023

- Commercial partner to three business units, Fractal Alpha (products), Group Corporate Functions, and Fractal Capabilities, through a period in which their combined revenue grew from \$40M to \$140M.
- **Owned annual planning** end to end for all three units, building the financial plans that set targets and resource allocation for the year.
- **Presented** forecasts, performance analysis and commercial recommendations **directly to the CEO, COO and Capability heads**, shaping investment and resourcing decisions at the top of the company.
- Key achievement during this tenure was building the commercial operating system for Capabilities, a newly formed high-growth vertical. This included its first annual plans, revenue-recognition frameworks and forecasting cadence, built from scratch with the practice heads. **Earned the highest stakeholder NPS on the team for managing this transition.**

Project Manager | Elemential Labs | Mumbai

Apr 2018 – Mar 2019

- Project Manager at Elemential Labs (early-stage blockchain startup), spanning go-to-market and product to take blockchain based workflow solutions to market.
- **Built the digital lending pipeline from scratch**, originating partnerships and opening first conversations with lenders in a segment the company had never sold into.
- **Represented the company at the Digital Lenders' national conference**, presenting to drive industry adoption and generate inbound interest.
- 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

Apr 2016 – Mar 2018

- Deal Manager at Mumbai Angels, one of India's leading early-stage angel investment networks, owning the full deal lifecycle across a broad sector mandate: sourcing, evaluation, investment case, championing to investors, and **negotiating terms to close.**
- **Closed 6 of the 13 investments the firm completed during tenure** (the highest deal count on the team), **raising INR 10.6 Cr**, largest at INR 3.5 Cr (Oncophenomics), across biotech, proptech, SaaS and consumer.
- **Pitched to 300+ HNI and UHNI investors**, converting senior individual decision-makers to commit capital against competing opportunities.

- **Opened a sector the network had never covered**, establishing a biotech channel via an Atal Innovation Centre tie-up that brought in Oncophenomics, Pandorum Technologies and Leucine Rich Bio.
- **Launched two new markets** as part of the regional expansion team, running inaugural pitch events in Pune and Hyderabad to build local investor bases from zero.
- Built a multi-channel origination funnel (warm introductions, college and incubation-centre tie-ups, direct outreach) screening 1,500+ companies to build pipeline.
- Partnered with external funds, early-stage networks, and accelerators to co-invest on shared deals, expanding deal access and syndication capacity.

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