

# Andrew PINCE

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## EDUCATION

- INSEAD** **Singapore**  
**MBA Class of December 2021** **2021**
- Active In: Vice President, INDEVOR (Social Impact club); INSEAD Football Club
  - Projects: IESE Impact Investment Case Competition, INSEAD SDG Week Organizer
  - Coursework: Corporate & International Finance, Data Science, Investments, Sustainable Finance
- Johns Hopkins University, School of Advanced International Studies (SAIS)** **Washington D.C., USA**  
**Master of Arts, International Economics and International Political Economy** **2019 – 2020**
- Active In: President, International Relations Council; Assistant Editor, SAIS Review of International Affairs
  - Honors: Dean's Merit Scholarship Recipient; GPA: 3.9 / 4.0
  - Coursework: Political Economy of SE Asia, Global Economics, Risk Analysis, Security Policy in Asia
- University of Southern California** **Los Angeles, USA**  
**B.S, Business Administration; B.A, Political Science** **2009 – 2013**

## EXPERIENCE

- Albright Capital** **Washington D.C., USA**  
*A pan-Emerging Market private equity and private credit fund, focused on real assets and special situations.*  
**Summer Associate** **2021**
- Evaluated 1-2 weekly pipeline deals from Africa and LatAm, including due diligence and valuation
  - Reassessed investment strategy, analyzing capital shortages and private credit trends across EM
  - Supported Q2 2020 portfolio reporting, including valuation updates and ESG performance tracking
  - Revamped and automated Salesforce process to support \$300M capital raise and >\$150M secondary
- United States Department of the Treasury, Office of International Affairs** **Washington D.C., USA**  
**Graduate Student Intern, South & Southeast Asia** **2020 – 2021**
- Conducted Debt Sustainability Analysis on Pakistan, using the IMF framework model to test the impact of economic shocks on sovereign debt repayment and external financing needs
  - Wrote weekly reports covering economic and political events in Afghanistan, Myanmar, & Vietnam
  - Researched policy and economic data to prepare leadership for 2020 Afghanistan Donor Conference
- BowerGroupAsia** **Washington D.C., USA**  
*A strategic advisory firm that helps clients implement strategies, mitigate risk, and expand business in the Asia-Pacific.*  
**Summer Research Intern** **2020**
- Wrote and edited reports on regulatory, economic, and political developments in APAC economies
  - Authored client brief studying supply chain reorientation before and during the COVID-19 pandemic
  - Conducted research for bespoke projects, such as women's financial inclusion strategy in Indonesia
- AffordAble Abodes Sdn Bhd** **Muar Johor, Malaysia**  
*A social enterprise that manufactures green building materials and constructs affordable housing for the less fortunate.*  
**Manager, Strategy & Marketing / Social Entrepreneur** **2018 – 2019**
- Managed investor relations including DCF valuation, project cashflows valuation, and equity dilution analysis to secure \$300K convertible debt financing and one franchising partnership
  - Co-wrote proposals for Malaysian National Kenaf & Tobacco Board, including plan to overhaul raw material market, reallocate >\$12M of unproductive resources, and invest >\$2M in R&D
  - Wrote and filed patent to secure IP for proprietary building system prior to commercial launch
  - Led marketing including writing technical articles, hosting interviews, and creating online content

- ZS Associates** **San Francisco, USA**  
*A sales & marketing consultancy that serves clients in the pharmaceutical and biotechnology sectors.*  
**Associate Consultant, Analyst** **2014 – 2017**
- Led team of 3-4 analysts to support pricing and contracting strategy for Fortune 100 pharma client, for cases such as competitor launches, patent cliffs, and government reimbursement policy changes
  - Supported strategy development for \$2B device launch, reaching >95% uptake in 1Q post-launch
  - Managed analyst to construct pricing and revenue model for \$2B product, including simplified UX which increased scenario modelling speed by 10x and enabled client to strategize without ZS support
  - Served 2-month secondment in India to train and expand team, reducing yearly turnover by 100%

## ADDITIONAL INFORMATION

**Interests:** Backpacking (1 year in South America), meditation, football (soccer), SE Asia (ethnic heritage), skiing  
**Nationality/Work authorisation(s):** United States of America (Citizen), Singapore (Student Pass)  
**Languages:** English (native), Spanish (conversational), Indonesian (practical under study)  
**Technical Competencies:** Excel (advanced), STATA (intermediate), Bloomberg (basic), Python and R (basic)