

# Hank Do

0434.664.884 • [hankdo.hy@gmail.com](mailto:hankdo.hy@gmail.com) • [www.linkedin.com/in/hank-do](http://www.linkedin.com/in/hank-do)

## PROFESSIONAL

**Pomina Steel Group**  
Ho Chi Minh, Vietnam  
Oct 2025 – Feb 2026

### **Corporate Advisory Consultant – Steel Industry Restructuring**

- Structured and negotiated a 2-year risk-free financing deal for a \$421M steel manufacturer, addressing a 1.3x debt ratio and securing a future M&A advisory mandate
- Developed \$35M capital deployment strategy to optimize capital structure, reduce leverage, and improve free cash flow over a 2-year horizon
- Built DCF valuation model and defined operational KPI benchmarks to track factory performance, informing restructuring milestones and capital allocation decisions

## PROJECTS

**Reconcile System Infrastructure and AI Implementation**  
Oct 2025 – Feb 2026

### **AI Agent Reconcile Infrastructure – Local System and Mobile App integration**

- Architected and directed IT team to build a company-wide operations app serving 200+ users across inventory, manufacturing, sales, and finance
- Deployed self-hosted Llama AI agent on local infrastructure, enabling management to query financial data, auto-populate models, and assess metrics in real time
- Reduced reconciliation time by 60%, cut manual reporting by 12+ hours/week, and replaced paper-based approvals with real-time digital notifications

**Prime Trading Australia**  
Melbourne, Australia  
Sep 2024 – Oct 2025

### **Lead Equities Trader and Analyst – Capital Markets**

- Developed equity research and investment pitches through trend analysis and portfolio strategy, delivering Excel-driven recommendations approved by senior traders
- Managed a \$700K equity portfolio, generating 17% ROE over 10 months through active position management and disciplined risk controls
- Tracked 120+ positions across equities, ETFs, and forex, to optimize risk-adjusted returns

**FPT Securities**  
Ho Chi Minh, Vietnam  
Dec 2022 – Feb 2023

### **Investment Bank Summer Internship – Venture Capital**

- Analyzed capital structure and financing alternatives for a venture investment, identifying optimizations that reduced capital requirements by 8%
- Presented investment pitch incorporating DCF valuation under a senior investment banker

**Café Ella**  
Melbourne, Australia  
Sep 2021 – Dec 2021

### **Contract Consultant – Local Café in CBD**

- Conducted financial consultancy analyzing 6+ years of reports and operations data, delivering recommendations that lowered operational costs by 23%
- Implemented cost-reduction measures across supply chain and staffing, cutting food costs by 12% and streamlining operations

## EDUCATION

**Monash University**  
Bachelor of Commerce | Finance Major

**Cumulative Grades:**  
GPA: 3.76 / WAM: 87

## ACTIVITIES

**FMAA Prop Connex Real Estate Case Competition 2025**  
Melbourne, Australia  
May 2025 – May 2025

### **Team Member – Real Estate Case Competition**

- Built 4 DCF models and 6+ WACC frameworks to evaluate financing options, stress-testing rental yields and exit strategies
- Valued 60+ property assets, analyzing financing structures, demand drivers, and cap rate dynamics

**Monash University**  
Melbourne, Australia  
Jan 2025 - April 2025

### **Team Leader – Property Investment Case Analyst**

- Led 4-member team on a \$30M investment case, projecting 12.6% IRR across a 5-year horizon via cash flow modeling
- Executed DCF modelling and sensitivity analysis to quantify downside risk and yield variability

## SKILLS & INTERESTS

**Advanced Analyst Skills**  
**Soft Skills Accumulated**

- Excel (Advanced), SQL, Python, Power BI, PowerPoint, AI Agent Development, Vietnamese (Native)
- Stakeholder Negotiation, Client Advisory, Financial Modelling, Cross-Functional Collaboration