

Martin Ng Hou Min

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EDUCATION

National University of Singapore (NUS) - Bachelor of Mechanical Engineering(General) & Bachelor of Business Administration(Business Analytics) (Aug 2019 - Dec 2023)

- NUS Merit Scholarship
- NOC Silicon Valley (Jan'22 – Dec'22)
- Mechanical Engineering Cumulative Average Point: 4.77/5
- Business Administration Cumulative Average Point: 4.75/5
- Nordic Business & Design Case Competition 2019 Finalist
- APECS Venture Capital Case Competition 2020/2021 & 2021/2022

WORK & SCHOOL EXPERIENCE

Workato – Product Management Intern, PLG (SG) (May 2023 – Dec 2023)

- Leading product development of in-app feedback, & bi-directional sync with Jira
- Designed & released in-app ads & walkthroughs on new feature releases
- Built data pipeline for analysis on external/internal webinars to find target MQLs

Scrum Ventures – Investment Analyst (USA) (Jan 2022 – Dec 2022)

- Investing across multiple sectors but focused on SaaS/Web3 vertical. Led sourcing on those fronts.
- Led thesis development for Web3 & its sub-categories
- Published articles on Scrum Connect regarding SaaS/Web3

STRIVE Ventures – Venture Analyst (SG) (May 2021 – Jan 2022)

- Scouted and spoke to pre-seed/seed stage startups in SEA & IN for potential investment opportunity
- Drafted & collaborated with managers in proposing investment memos for potential startups, & theses on emerging trends/industries to investment committee
- Documented monthly KPIs/P&L statements of portfolio companies, & assisting partners/managers on portfolio management

NUS Angel Ventures(NAV) – Co-Founder, Startup Investment Director (May 2020 – Jan 2022)

- Co-founded organization to aid early-stage startups in fundraising
- Leading team of 6 in deal sourcing, deal flow & due diligence on startups
- Connect & seek mentorship from NAV advisors & angels
- Successful deal flows with startups like Intrinsik, Datakrew & Elocare

DISTRICT – Business Development Lead (Jan 2020 – Dec 2020)

- Leading in revenue generation, sourcing of distributors and brands
- Links up with innovative consumer tech brands to be part of experiential store

NUS Entrepreneurship Society- Operations Director, Startup Relations (Aug 2019 – Aug 2020)

- Operations Director for AY 2019/2020
- Headed planning & execution for Spark Tank X(pitching competition cum mentorship session), Start-in-Startup Online series(Online weekly webinars on entrepreneurship topics)

Park N Parcel – Business Development & Operations Intern (Nov 2018 - Jun 2019)

- Sourced and met with potential clients to host our service
- Coordinated morning operations by ensuring drivers have assigned inventory
- Formulated Terms & Conditions for customers on web-page

SKILLS, LICENCES & ADDITIONAL INFORMATION

Certificates & Licences – SCI M5 & M9 Certification, Bloomberg Market Concepts, Diploma in Emergency Response(SCDF), Fire Safety Management(SCDF)

Technical Skills – Python, R, SQL/NoSQL, Javascript(Novice), MATLab (Intermediate), C++/C#, Solidworks (Novice)