

WASIM A. TAHIR

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EDUCATION

UNIVERSITY OF OXFORD

Master of Engineering, M.Eng (Honours)

OXFORD, UK

2003 - 2007

- Overall 2.1 achieved; awarded 1st class for 3rd year project designing a wireless telecom network for rural regions

PROFESSIONAL EXPERIENCE

BRITISH INTERNATIONAL INVESTMENT (formerly known as CDC Group)

LONDON, UK

Part of the UK Government, BII is the world's oldest development finance institution. In my role as Sector Strategist, I was responsible for defining BII's approach to financial sector development. In my current role as Director of Mobilisation Strategy I am responsible for defining the organisation's approach to mobilising commercial capital into emerging markets

Director | Mobilisation Strategy | Office of the CEO

Mar 2022 - Present

- Appointed to the Office of the CEO to develop BII's approach to mobilising commercial capital into emerging markets, to help narrow the Sustainable Development Goals financing gap and channel funds towards tackling climate change

Director | Sector Strategist | Financial Services Group

Oct 2018 – Mar 2022

- Defined and articulated the approach of BII's Financial Institutions (FI) investment activity covering \$2.2bn of investments across a range of institutions and instruments (see *Publications* for authored report on the strategy)
- Developed the FI impact framework (pathways through which BII's FI investments achieve impact), now used as the basis of the 'development impact thesis' section of investment proposals submitted to Investment Committee
- Introduced a new debt proposition to FIs which will enable BII to deliver on its Climate Change and Gender corporate priorities; target deployment is \$120m per year (see *Publications* for co-authored report on proposition)
- Co-ordinated the COVID response package for the sector resulting in the deployment of ~\$750m into BII's markets via financial institutions in 2020
- Achieved two promotions in 29 months versus the typical range of 48 to 60 months – from Manager 2 to Manager 3 in September 2019 and from Manager 3 to Director 1 in March 2021

BOSTON CONSULTING GROUP

LONDON, UK

BCG is a global management consultancy. Recruited onto the 'expert consulting track' within the financial institutions practice – one of only two such employees in London dedicated to the sector – my remit included project execution, business development and knowledge creation

Expert Consultant | Financial Institutions Practice

May 2016 – Sep 2018

- Executed 10+ projects across banks, asset managers, insurers and payment companies, covering strategy, M&A and operational topics. Led workstreams and managed junior and non-expert consultants in projects such as:
 - Revenue growth programme for the Wholesale Banking arm of a leading emerging markets-focused Bank
 - Brexit contingency planning for the Global Markets business of a European Bank
 - Acquisition target screening for the Global Asset Management arm of a large Universal Bank
 - Fraud solutions landscape assessment for a Payments Processor, with a focus on anti-fraud fintech solutions
- Internally recognised as a firm-wide content expert on wholesale banking, capital markets and Brexit topics, with significant involvement in knowledge creation, proposal writing and business development. Examples include:
 - Lead consultant on the joint BCG / AFME report "*Bridging to Brexit: Insights from European SMEs, Corporates & Investors*" looking at the impact of Brexit on wholesale banking and clearing
 - Devised a revenue uplift approach for a proposal that represented £3m (in terms of fees to BCG) of a £12m successfully sold revenue growth programme to a leading emerging markets-focused Bank
 - Contributor to BCG's Annual Capital Markets reports
- International exposure with projects in France, Netherlands, Singapore, UK and US

CREDIT SUISSE

LONDON, UK

Credit Suisse is a wealth manager, investment bank and financial services firm. During my time, I had the opportunity to work in a traditional strategy function and in a front office team of the Global Markets division. In doing so, I gained a broad understanding of the investment banking and capital markets subsectors

Associate | Index Products Group

Jan 2015 – Mar 2016

- Collaborated with sales and trading desks to produce new index products, constructing and testing first in MS Excel with VBA before coding in C++ and making them available to clients for investment purposes
- Wrote and published market commentary, research notes and client materials on Credit Suisse's benchmark and tradable indices; increased readership of the monthly publication by 220%
- Contributor to the Financial Inclusion Initiative (see *Public Sector & Community Service* section for more information)

Assistant Vice President | Global Markets Strategy

Jun 2013 - Dec 2014

- Executed initiatives for senior stakeholders across the Investment Bank and the EMEA region
- Undertook executive assistant duties to the Global Co-Head of the Investment Bank – activities included crafting communications, managing requests from UK & Swiss regulators, and preparing Board presentations

LLOYDS BANKING GROUP

LONDON, UK

Lloyds is a UK-based financial services group focused on banking, insurance, pensions and investment provision. I worked across several distinct business units and in doing so I gained a broad understanding of the product offering and operations of a diversified financial institution

Strategy Manager | Wealth, Asset Finance & International Division

Apr 2011 – May 2013

- Executed strategy and operational improvement initiatives for the International Retail Banking, Wealth Management & Insurance businesses
- Undertook executive assistant duties to division CEO – activities included preparing Board and Executive Committee presentations, producing ad-hoc analyses and executing tactical change initiatives

OLIVER WYMAN

LONDON, UK

Oliver Wyman is a global management consultancy largely focused on the financial services industry. I executed 10 projects across banks, asset managers, insurers and government agencies, with a focus on risk and regulatory reform topics linked to the 2008 financial crisis

Management Consultant | Financial Services Practice

Oct 2008 - Mar 2011

- Regulatory reform project for the Financial Stability Board – analyzed the global financial system to identify gaps in regulation and potential for systemic risk, culminating in a written report for the G20 summit in April '09
- Recapitalisations of two Irish banks for the Irish Government – executed analysis quantifying the required capital injection (balance sheet loss forecasting) and analysis minimising this figure (risk-weighted asset optimisation)
- White Paper on the outlook of the UK consumer credit market for the UK Civil Service – analysed key issues related to consumer indebtedness and proposed potential policy options
- International exposure with projects in France, Germany, Saudi Arabia, UAE and UK

OTHER EXPERIENCE

CASE INTERVIEW COACHING, 2018-PRESENT

- Experienced case interview coach having coached 200+ candidates for interviews with MBB and other consultancies
- Top ranked coach on leading case interview platform CaseCoach.com with over 80 5* reviews
- Provide coaching for financial services industry interviews via own website www.wasimtahir.co.uk

FOUNDER OF SECURETHEOFFER.COM, 2022-PRESENT

- Built and launched an interview coaching platform focused on the financial services sector, connecting candidates for with experienced industry professionals

BLOCKCHAIN & CRYPTOCURRENCY, 2015-PRESENT

- Personal investor in cryptocurrencies achieving a ~30x return on investment to date
- Executed a commercial due diligence on a European cryptocurrency broker while at BCG
- Formed a team and developed a proposal for a multi-strategy fund focused on cryptocurrencies; achieved ~£2m in soft commitments (launch halted due to market crash of Dec '17); investment teaser at <https://tinyurl.com/HKS-WT>

PUBLIC SECTOR AND COMMUNITY SERVICE

- **CREDIT SUISSE FINANCIAL INCLUSION INITIATIVE (FII), 2015-2016**
Supported Credit Suisse's financial inclusion and microfinance efforts – dedicated ~3 hours per week over 12-months contributing to research, report writing, partnership development and assessment of grant proposals
- **GROW MOVEMENT, 2012-2014**
Remote volunteer consultant helping small businesses in Africa on topics such as accounting and marketing – worked with three companies in 3 years, dedicating 2 hours per week over a 10-week period for each company
- **AFRICAN COTTON LTD, 2011**
Full-time volunteer consultant spending 6 weeks on the ground in Nairobi – helped a Kenyan FMCG manufacturer to design a programme to deliver sanitation kits to 1 million schoolgirls in rural Kenya
- **UK CIVIL SERVICE, Summer 2006**
Eight-week internship in the Public Spending department of HM Treasury – worked as part of a team doing a periodic review of the department's funding of other HMG departments
- **SALVATION ARMY, 2003-2005**
General volunteer at the local Salvation Army-run homeless shelter – originally a school-mandated activity, I continued it after leaving school, dedicating 2 hours per week during winter, spring and summer university breaks

ADDITIONAL INFORMATION

PROFESSIONAL QUALIFICATIONS

- *Climate Change: Financial Risks and Opportunities*, Imperial Business School / ImperialBusinessX, May 2020
- *CISI Capital Markets Certificate*, Chartered Institute for Securities & Investment, March 2015
- *Chartered Financial Analyst Designation*, CFA Institute, August 2013

PUBLICATIONS

- *"Directed Lending: Current practices and challenges"*, December 2020, Co-author of report
- *"Why and how we invest in financial institutions"*, May 2020, Author of report
- *"Supporting financial institutions to work for women"*, October 2019, Co-author of article
- *"Bridging to Brexit: Insights from European SMEs, Corporates & Investors"*, July 2017, Lead consultant

PUBLIC SPEAKING (panel participations)

- *"Gender equality in Microfinance"*, Asia-Pacific Microfinance Forum, October 2021
- *"Directed Lending for SMEs: How to make it work"*, SME Finance Forum, June 2021
- *"COVID 19 triggering deep digital change in African Fintech"*, Africa Tech Festival, November 2020
- *"DFIs preserving SMEs liquidity and solvency"*, SME Finance Forum Virtual Roundtable, June 2020
- *"Keys for MFIs and NBFs to realise scalable growth"*, Asia Financial Institutions Forum, February 2020