

NIKOLAS DEJBORD SAWAN

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PROFESSIONAL EXPERIENCE

CENTRO DE ESTUDIOS PÚBLICOS

Macroeconomic Researcher (Deloitte Sabbatical)

Santiago, Chile

October 2024-December 2024

Financial Analysis & Economic Research

- Studies the impact of red tape policies (permisología) on investment and growth in Chile, leveraging survey data, including responses regarding financial health and barriers to growth, from ~4,000 Chilean firms to identify whether underinvestment and capital misallocation can be attributed to red tape policy complexity

DELOITTE CONSULTING

Senior Consultant

Consultant

Los Angeles, CA

June 2024-Present

January 2022-June 2024

Scenario Planning & Market Research

- Led the development of 4 3-year inflation scenarios, detailing the key uncertainties and potential outcomes of each scenario and working with Deloitte's lead US economic forecaster to model GDP growth for each scenario, amassing nearly 50,000 views across Deloitte's website and social media (link: ["The Inflation Outlook – Four Scenarios for 2023-2025"](#))
- Developed and presented a report of Q1 2023 bank performance to Deloitte's banking Lead Client Service Partners (LCSPs), conducting desk research, identifying emerging macro trends and detailing the health of 6 large regional banks, equipping the LCSPs with the expertise to advise their banking clients strategic evolution to account for future headwinds

Client Delivery

- Led the development of a 3-year digital transformation strategy for a Fortune 500 multinational semiconductor client to improve their capabilities across product development, manufacturing and portfolio management, projecting an annual operational benefit of \$160MM and a 15% reduction in product time-to-market
- Managed the transformation of a Fortune 50 semiconductor client's long range planning process as they transitioned their business model from integrated device manufacturer to distinct foundry and fabless business units, leading a combined team of 2 Deloitte consultants and a client analyst to develop a solution which resulted in a 50% reduction in planning cycle time
- Oversaw the redesign of a client's business value analysis (BVA) process for investment projects, which previously lacked the proper governance structure to ensure accountability and timely completion, working closely with key finance stakeholders across North America and Europe to establish a standard set of inputs and governance model, reducing cycle time by 30%

Client Relationship Building

- Presented an End-to-End demonstration of a client's redefined product development process, delivering the demonstration to an audience of nearly 300 client stakeholders and securing sign-off and the 'go' decision from senior client leadership
- Serves as the main point of contact for the Senior Director of Transformation at a global Consumer Packaged Goods (CPG) firm, building a strong advisor relationship and preparing the client for key presentations to executive leadership

Leadership & Teaming

- Serves as the Operational Lead for Deloitte's Strategic Futures team, providing guidance to clients regarding the long-term implications of global uncertainty for their businesses, and developing recommendations to reinforce their long-term strategy
- Managed a combined team of Deloitte resources, from both the U.S. and India, ensuring transparency and open communication between the teams to drive delivery efficiency, resulting in on-time completion of all project deliverables over a 6-month period

LOCKHEED MARTIN AERONAUTICS, SKUNK WORKS

Applications Engineer

Applications Engineer Associate

Palmdale, CA

December 2021-January 2022

January 2020-December 2021

- Served as an internal manufacturing consultant, managing a technology portfolio totaling \$4M which grew 20% y-o-y and working with leadership stakeholders across Lockheed's business divisions to define and execute their production strategies
- Supervised a team of 2 engineers and 2 technicians during the installation of the canards on NASA's X-59 supersonic test vehicle, satisfying all installation requirements and buying back two weeks of schedule for the program

ADDITIONAL

- **Languages:** Bilingual Proficiency in English and Spanish
- **Competencies:** Economic Modeling, Financial Statement Analysis, Scenario Planning/Analysis, Wargaming
- **Industry Expertise:** Aerospace & Defense, Banking, Technology - Semiconductor, Consumer Packaged Goods
- **Hobbies:** Classical Piano, Reading, Tennis