

MIKEL ZABALA

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PUBLIC PROJECT PORTFOLIO

- BenchX (benchx.mizab.io): See exactly where your metrics stand against hundreds of SaaS companies. Built to give founders the same benchmarking lens that institutional investors use.
- DealComps (demo: dealcomps.mizab.io): Score every deal against your own book and internal guidance, protecting margin and driving better commercial decisions.
- RoadmapIQ (demo: roadmapiq.mizab.io): Stop guessing what to build. RoadmapIQ turns your customer data into a ranked feature roadmap, built around your priorities.

PROFESSIONAL EXPERIENCE

CONTRACTOR / SELF-EMPLOYED Madrid, Spain

Finance & Automation Consultant

May 2024 – Currently

- Built AI-assisted churn mitigation workflows for a Series B SaaS company, enabling revenue teams to act on risk signals up to 3 months earlier. Contributed to a +5% GRR improvement over 6 months as teams shifted from reactive to proactive, high-impact retention execution.
- Fully automated the member onboarding flow for a women's membership community. Improved new member retention from 30% to 45% within two weeks.
- Designed KPI frameworks and reporting infrastructure for early-stage founders across e-commerce and digital subscription businesses. Work included subscription lifecycle modelling, customer behaviour analysis and marketing efficiency tracking to drive sustainable revenue growth.

ZIMMER PARTNERS LP (ZP)

Madrid, Spain

Investment Analyst – Utilities

Nov 2022 – Apr 2024

- Owned a complex analytical function end to end at a multi-billion dollar hedge fund, with direct exposure to the CEO. Built and maintained detailed financial models under real time pressure, including overnight transactions.
- Presented and defended investment theses directly to senior leadership, translating large amounts of financial and operational data into clear, actionable narratives under tight deadlines.

BANK OF AMERICA MERRILL LYNCH

London, UK

Vice-President – Equity Research, Utilities and Renewables

Oct 2018 – July 2022

- Built detailed bottoms-up financial models and led financial analysis for several large capital raises and IPOs, including stress-testing assumptions in front of institutional investors.
- Regularly distilled complex sector and company analysis into sharp, decision-ready narratives for specialist and generalist audiences.

MOODY'S INVESTORS SERVICE

London, UK

Associate – Telecom, Utilities and Infrastructure Team

Sep 2014 – Aug 2018

EDUCATION

AFI ESCUELA DE FINANZAS APLICADAS

Madrid, Spain

Master in Banking and Finance

Sep 2013 – Jun 2014

UNIVERSITY OF CANTABRIA

Santander, Spain

Bachelor of Science in Business Administration

Sep 2009 – Jun 2013

SKILLS

- MS Excel / Google Sheets
- Advanced user of Bloomberg software
- Fluent English and Native Spanish
- Passed CFA Level 1 Exam and CISI level