

Dominik Hergeth

Finance & Business Analyst | FP&A | SaaS & Financial Services

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SUMMARY

Business and operations professional with experience across financial services, B2B SaaS, and technology. Currently working in operations at BNP Paribas Personal Investors, with experience in complex client processes, risk-based assessment, cross-functional problem-solving, and process improvement. Previously supported commercial and customer-facing work at HubSpot, including identification of opportunities that contributed USD 24,000 in additional monthly recurring revenue. Seeking an FP&A, financial analysis, commercial finance, or business-controlling role where analytical, operational, and SaaS experience can support better business decisions.

FINANCE PROJECTS

Independent Financial Analysis Project	03/2026 – Present
- Diagnosed distinct financial failure patterns across four simulated SaaS companies, including a post-profitability liquidity spiral and a blended-metrics segment-masking issue, translating raw financial model output into board-ready recommendations - Interpreted three-statement models and cohort forecasts across various timeframes of data per case to identify root causes of cash and growth pathologies - Delivered each finding as a concise, decision-ready memo structured around the single question a founder or board would need answered	

EXPERIENCE

BNP Paribas, Operations Analyst	11/2025 – Present
- Selected to provide operational coverage across two BNP Paribas business areas, maintaining continuity of daily client-processing activities while colleagues were assigned to priority projects - Cross-trained to support corporate-client operations during a staffing shortfall; assumed primary responsibility for the active workload during periods of limited team capacity - Helped reduce the aged backlog covering master-data updates, account applications, and DocuSign uploads from cases exceeding six months old to a remaining maximum age of just over one month - Coordinated with sales, client service, and management to identify urgent cases, balance capacity, and maintain control of time-sensitive client and regulatory workflows	
HubSpot, Technical Support Specialist	11/2023 – 10/2025
- Identified customer expansion opportunities contributing \$24K in incremental MRR (\$288K annualized) - Partnered with Sales and Customer Success to translate technical requirements into commercially relevant solutions - Resolved 70+ complex technical cases per week involving API integrations, automation workflows, and customer-specific requirements	
OnePilot, Onboarding Specialist - B2B Banking	01/2023 – 11/2023
5CA, L1 + L2 Support Specialist	07/2019 – 10/2022

EDUCATION

BA Business Management (Economics), Open University UK

SKILLS

Financial Modeling & Analysis - Financial Modeling - Three-Statement Modeling - Financial Statement Analysis - Cash-Flow Analysis - Scenario & Sensitivity Analysis - SaaS Metrics & Unit Economics	Business & Communication - Business Performance Analysis - Revenue and MRR Analysis - Process Improvement - Cross-functional Collaboration	Tools & Data - Microsoft Excel - HubSpot CRM - API and automation workflow troubleshooting - HTML/CSS/JavaScript - SQL/PostgreSQL
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LANGUAGES

English | German | Hungarian | Portuguese