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| **Alexis Lavergne, CFA**  9 Alexandra View, #32-13, Echelon, 158742 Singapore  +65 9051 6504  alexis.lavergne@alumni.lse.ac.uk | | |
| **SUMMARY** | | |
| * CFA Charterholder * CMFAS Module 5 license holder * 3 years of experience in Asset Management in Southeast Asia. * Product Management experience supporting growth of H20 Asset Management in Singapore * Solid analytical & financial modelling skills, proven data-driven mind-set & strong client relationship management capabilities. | | |
| **WORK EXPERIENCE** | | |
| **Jun 2016 – Present** | **BlackRock**  **Southeast Asia Retail Sales Team**   * Contribute to Business Development efforts in Southeast Asia (Malaysia, Thailand, Philippines & Brunei) * Travel to Philippines & Malaysia to support launch events & sales efforts * Conducted fact-finding mission in Jakarta to assess Retail market opportunities In Indonesia * Meet with clients & prospects to better understand local product needs & regulatory framework * Expand existing relationships * Assist team in identifying product gaps & opportunity among existing clients’ line-ups * Provide dedicated fund comparisons & analytics from pitch to on-boarding * Act as facilitator between client & operation teams, increasing speed to funding stage * Assisted in organizing & hosting major client events with Top 40 clients across SEA * Contacted, pitched and successfully convinced top clients & prospects form Philippines to attend * Hosted recap sessions designed to summarize material covered by speakers in an entertaining way * Developed a Competition Analysis tool: * Provides in-depth analysis of products & flows across the SEA region * Facilitates product gap identification to allow timely product sales pitch | **Singapore** |
| **Jan 2014 – Mar 2016**  2 years & 3 month | **Natixis Global Asset Management**  **Analyst**   * Product Management support for the Global Macro Fixed Income division (H2O AM LLP) * Developed performance analysis tool on VBA to provide accurate and consistent analysis to investors * Created presentation materials tailored to Singapore investors, used by PMs in Roadshows & Symposiums * Sales Support to the Institutional and Wholesale/Retail sales teams * Analyse Natixis funds’ performance versus peers, providing discussion points to the Sales teams * Support Institutional sales team in RFP process * Corporate Development * Coordinate relationship between the Singapore office and both internal and external project teams * Represent the Singapore office’s business perspective in a major infrastructure transformation | **Singapore** |
| **Apr – Jul 2013**  4 months | **INDEFI Strategy Consulting**  **Strategy Consultant**   * Analysis of Emerging Market Debt investments in the UK, the Netherlands and Eastern Europe   + Interviewed 40+ major UK, Dutch and Eastern European institutional investors   + Analysed combined holdings of €50bn and exposure levels to the EMD asset class * Strategic Due Diligence of a 120m€+ company in the food-processing industry for 2 private equity funds   + Mapped company vs. its competitors on revenues, profitability and market adequacy criteria   + Conducted bottom-up market sizing by interviewing 15+ competitors, clients and market experts | **Paris** |
| **Jun – Dec 2012**  6 months  (Internship) | **Canal+ Group**  **Strategy Department, Junior Strategy Analyst**   * Consulting mission to help Canal+ Africa design a new offering   + Quantitatively modelled each scenario through a detailed Business Plan   + Presented our analysis’ results in front of Canal+ Africa’s CEO * Valuation analysis of a new market for Canal+ France’s advertisement sales division   + Created a quantitative model in order to value total market size and growth potential   + Led interviews with the division’s management team in order to structure the analysis | **Paris** |
| **Jan – June 2011**  6 months  (Internship) | **Natixis CIB**  **Credit Research Analyst Assistant on European Banking Sector**   * Analysed and issued recommendations on credit quality of twenty European banks * Strongly contributed to a research paper on Spanish saving banks, downloaded 250+ times * Worked in Spanish, in close collaboration with Natixis’ Madrid team | **Paris** |

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| **EDUCATION** | | |
| **Oct. 2016** | **CFA Charterholder**  Completed all 3 levels of the CFA program back-to-back on first attempt:  CFA Level I exam passed on Dec. 2014, Level II exam passed on Jun. 2015, Level III exam passed on Jun. 2016 | **Singapore** |
| **2011 - 2012** | **London School of Economics**  **Postgraduate Diploma in Accounting & Finance**  Main modules: Financial Modelling & Valuation ; Corporate finance, investments and financial markets | **London** |
| **2008 - 2012** | **EDHEC Business School,**  **Master in Management** (top 5%)  Main modules: Strategic analysis, Financial assets and actuarial valuation, Portfolio management | **Lille, France** |
| **Sept – Dec 2009** | **Hong Kong University of Science and Technology**  **Academic Exchange Programme**  Main modules: Strategic management ; Risk management in financial institutions ; Managerial accounting | **Hong Kong** |
| **LANGUAGE & SKILLS** | | |
| **Languages** | **English** Fluent (TOEFL 114/120, TOEIC 990/990)  **French** Native  **Spanish** Professional proficiency  **Chinese** Beginner |  |
| **Financial Databases** | Bloomberg, Morningstar Direct, HOLT, Mercer Insight , Dealogic, Thomson One, Lionshare (Factset) |  |
| **Computer skills** | VBA, Excel, PowerPoint, Office suite |  |
| **EXTRA CURRICULAR ACHIEVEMENTS** | | |
| **2012 - Present** | **LSE Alumni France Association, Web & Community Manager**  Raised 10,000€+ by turning-around the society’s operations through online payment integration | **Paris** |
| **2010** | **National Model United Nations**  Awarded the “Delegation Award” for our team’s participation to the largest Model UN (5,000+ students) | **New York** |
| **INTERESTS** | | |
| **Rock Climbing**  **Guitar & Drums** resp. 12 & 6 years of practice,  **Travels** 25+ countries between 2009 & 2015 | | |