

# Julian Marques

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Having just graduated from my engineering school, I am now pursuing Dauphine's master in Finance to start a career in corporate finance.

## Experience

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**Data Science intern** Feb. 2025 - July 2025  
*BNP Paribas CIB*

- Developed predictive models for corporate credit default, for business and tech teams.
- Developed an MVP app for anomaly detection models, increasing outliers detection by 90%.
- Analyzed 400k credit data and applied NLP, uncovering +20 important report information.

**Strategy and Operations Intern** July 2023 – Dec. 2023  
*Pretto*

- Processed and analyzed data, creating KPIs in Python and BI software (Excel, Datastudio) to improve company performance and strategy.
- Restructured the company database (+10M rows) using SQL reducing data errors by 100%.
- Improved brokerage software by implementing banks feedbacks on the real-estate market.

## Education

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**Université Paris Dauphine - PSL** Sep. 2025 – Present  
*Master in Finance*

- Courses: market finance, financial analysis, business valuation, IFRS, private equity.

**Université de Technologie de Troyes (UTT)** Sept. 2020 – June 2025  
*Engineering degree*

- Major in data science: machine and deep learning, data analysis, software development.
- Integrated preparatory classes: mathematics, physics, computer science.

## Associative experience

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**Head of Business Developers** 2021 – 2023  
*Junior Entreprise - Junior Conseil UTT*

- Managed a team of 6 members, created business strategies, and performed KPI analysis and reporting that boosted client acquisition by 50% over a year.
- Conducted market research, negotiations, budgeting, and KPI creation as a Business Developer securing contracts worth 5000€.

**Investment Club Member** 2020 – 2021  
*UTT Finance club*

- Performed macroeconomic and technical analysis, portfolio management and newsletter writing.

**Volunteer Firefighter** 2017 – 2019  
*Brigade de Sapeurs-Pompiers de Paris*

- Trained in first aid, fire and military drills, and volunteer duties in events in the city.

## Projects

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**Company valuation** 2025

- Used DFC and multiples methods, gathered data to analyse the valuation of Salesforce.

**Budget management app** 2025

- Created an automatized excel file to manage my budget with VBA.