

## FRANCIS EFFIONG

45 Boulevard Jourdan, 75014, PARIS  
+33643485777 / [francis.effiong@sciencespo.fr](mailto:francis.effiong@sciencespo.fr)

### SUMMARY

Result-oriented finance professional with diverse experience working with sovereign and corporate clients across multiple industries and thematic areas. Enthusiastic about opportunities to deepen expertise in a core financial product or industry group.

### PROFESSIONAL EXPERIENCE

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| November 2020 Present<br>BNP Paribas,<br>Paris       | <b>Sustainable Finance</b> <ul style="list-style-type: none"><li>• Working closely with coverage and product teams to help sovereign and corporate clients navigate the capital markets from an ESG (green, social, SLBs) perspective, including advising on structure, documentation, marketing, and execution of transactions.</li><li>• Actively participate in sustainable bonds syndication by responding to issuer RFPs and gathering intelligence on investor appetite for relevant transactions across multiple sectors and reviewing alignment with market guidelines, including ICMA principles.</li><li>• Deliver thematic research and develop marketing content on regulatory and industrial trends in the sustainability space (net-zero benchmark of 70 strategic clients, energy transition policies of North American and Latin American countries etc.)</li><li>• Leverage data from third-party ESG sources (Sustainalytics, VE, Reprisk etc.) to conduct client reviews against relevant internal KYC guidelines.</li><li>• Contribute to initial credit assessment, working with coverage and credit/risk to prepare resource allocation committee memos.</li></ul> |
| January 2020 – July 2020<br>Natixis, Paris           | <b>Sustainable Finance Analyst</b> <ul style="list-style-type: none"><li>• Contributed to research &amp; reports designed as toolkits to decipher sustainability challenges, detect trends, and propose methodologies for both issuers and investors with ESG/SRI mandates.</li><li>• Prepared commercial pitches within tailor-made framework proposals for prospective clients.</li><li>• Performed a gap analysis between the EIB climate lending policy and Natixis in-house tool.</li><li>• Liaised with several bank units on public consultations for sustainable finance at the EU level.</li></ul>  |
| July 2019 - December 2019<br>Société Générale, Paris | <b>Analyst – COO Global Syndication</b> <ul style="list-style-type: none"><li>• Prepared underwriting reports as part of risk control and monitoring within global syndication.</li><li>• Worked with multiple business lines to deliver periodic updates on market activities based on internal policies and the European Central Bank regulations.</li><li>• Updated KPIs and wrote procedures for various processes including the syndication stress test.</li></ul>  |
| January 2019 – June 2019<br>ENGIE SA, Paris          | <b>Strategy Analyst- World Energy Markets</b> <ul style="list-style-type: none"><li>• Assessed themes shaping global energy markets for the company's flagship annual publication.</li><li>• Assisted the strategy team in defining medium-term action plans based on socio-economic and political factors in different business regions.</li><li>• Researched the market for commercial &amp; industrial energy business in selected African countries.</li><li>• Actively facilitated knowledge design and management with Engie university.</li></ul>   |

October 2018 - January 2019 African Development Bank, <b>Abidjan</b>	<b>Environment and Climate Finance Analyst</b> <ul style="list-style-type: none"> <li>Coordinated with other Bank divisions to identify projects across infrastructure, agriculture, and urban sectors for the Global Environmental Facility (GEF) funding.</li> <li>Appraisal of mitigation projects in the pipeline of the Africa Climate Change Fund (ACCF).</li> <li>Drafted a concept note for the African Climate Technology Finance Centre and Network.</li> </ul>
June - September 2018 Alstom Transport S.A., <b>Paris</b>	<b>Market Analyst</b> <ul style="list-style-type: none"> <li>Monitored competitive trends and customer needs to improve company's existing support tools (country strategy plans) for business development.</li> <li>Analyzed macroeconomic and political environment of pipelines within the Middle East and Africa business unit to sharpen the company's business focus.</li> <li>Supported the director of corporate social responsibility in preparing initial assessment of the potential of switching to clean electricity in Morocco and Algeria.</li> </ul>
November 2014- October 2015 National Youth Service Corps, <b>Nigeria</b>	<b>Millennium Development Goals, Knowledge Facilitator</b> <ul style="list-style-type: none"> <li>Actively led workshops and debates on mainstreaming the MDGs into the New Partnership for Africa's Development (NEPAD) focusing on the thematic area of environmental sustainability.</li> <li>Involved in enrolling citizens on 'MY World Survey', a UN initiative for the SDGs.</li> <li>Developed links with government departments and NGOs to promote the visibility of sustainable development in my host community.</li> <li>Earned the State Chairman's commendation award for community development service.</li> </ul>

## EDUCATION AND CERTIFICATES

2017-2020	<b>Sciences Po, Paris — Master's in International Energy (concentration Project Management)</b> <b>Modules:</b> Include decarbonisation scenarios, renewable energy policy, and economics.
2010-2014	<b>University of Calabar, Nigeria — Bachelor's degree in Economics</b> <b>Award:</b> Total E&P Nigeria National Merit Scholarship, 2011-2014
May-July 2021	<b>University of Cambridge — Positive Impact Business Certificate</b> Delivered by the Cambridge Institute for Sustainable Leadership
July 2015	<b>Bloomberg Markets Concepts</b>
October 2016	<b>World Bank Learning Institute — E-Course: Energy Sector Strategy to Support Green Growth</b>

## TECHNICAL, ORGANIZATIONAL AND LEADERSHIP SKILLS

- Fully competent with Microsoft Office suite (Excel, Word, PowerPoint, Outlook)
- Project finance modelling / Renewable energy project design with the EU PVG Geographic information system tool
- Excellent team player with outstanding analytical and communication skills (English and French)
- Strategic thinking, goal setting, delegation, and multitasking

## HONOURS AND AWARDS

September 2017 - June 2020 October 2015	<b>Total/ Quai d'Orsay Master's Scholarship</b> All-expense paid scholarship co-funded by Total Nigeria and the French Government <b>Commendation Certificate for Community Development Service (National Youth Service Nigeria)</b> Conducted sensitization outreaches on universal primary education and prevention of HIV/AIDS for approximately 700 participants (organized quiz competitions between 8 public secondary schools)
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