

# Professional Summary

Results-driven Swiss-French computer scientist with over a decade of experience in corporate and business development, leveraging expertise at the intersection of technology and finance to drive growth and innovation. Proven track record of success in leading cross-functional teams, developing strategic partnerships, and executing complex financial transactions.

## Professional Experience

### Head of Business Development (BD09)

Inazuma.co | January 2020 - Present

### Director of Corporate Development

Eclipse Ventures | June 2018 - December 2019

#### **Key Achievements:**

- Spearheaded the acquisition of a renewable energy startup, resulting in a 30% increase in company valuation.
- Developed and executed a strategic partnership with a leading fintech firm, enhancing portfolio management capabilities.

#### **Responsibilities:**

- Led due diligence on potential investments and acquisitions.
- Collaborated with the investment banking team on deal structuring and execution.

### Senior Investment Banking Analyst

Aurora Capital | March 2015 - May 2018

#### **Key Achievements:**

- Played a pivotal role in a \$500M IPO, ensuring timely and successful listing.
- Conducted comprehensive financial analysis for a series of M&A transactions, resulting in a 25% increase in client portfolio value.

#### **Responsibilities:**

- Prepared detailed financial models and valuation reports for clients.
- Assisted in pitching investment opportunities to potential clients.

### Business Development Manager

NovaTech Inc. | September 2012 - February 2015

### **Key Achievements:**

- Identified and secured a strategic partnership with a major tech firm, leading to a 40% increase in sales revenue.
- Developed and implemented a successful product development strategy, resulting in the launch of two new product lines.

### **Responsibilities:**

- Conducted market research to identify emerging trends and opportunities.
- Collaborated with the product development team to design and launch new products.

## **Education**

### **Master of Science in Computer Science**

École Polytechnique Fédérale de Lausanne (EPFL)

### **Relevant Coursework:**

- Data Structures
- Algorithms
- Computer Systems
- Financial Computing

## **Technical Skills**

### **Programming Languages:**

- Python
- R
- C++
- SQL

### **Software & Tools:**

- Microsoft Office
- Microsoft Excel
- Bloomberg

### **Financial Skills:**

- Financial Modeling
- Valuation
- Corporate Finance
- Due Diligence
- Investment Banking

- Portfolio Management

**Business Skills:**

- Strategy
- Business Development
- Entrepreneurship
- Leadership
- Sales
- Business Analysis

**Other:**

- Big Data
- Data Analysis
- Emerging Markets
- Wealth Management
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