

Stefanie Hoenig

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EDUCATION

2020 - 2022

London Business School, London, United Kingdom

Reading for Masters in Financial Analysis

Coursework included: Derivatives, Securities Valuation and Financial Modeling, Fixed Income Securities

Clubs: Investment Management Club, Finance Club, Women in Business Club, LBS DACH Club

2016 - 2020

Vienna University of Technology, Vienna, Austria

BSc Financial and Actuarial Mathematics

Bachelor Thesis: Pricing of Structured Financial Products (1.0, 1 - best, 5 - worst)

Coursework included: Algorithmic and High Frequency Trading (1), Accounting for Banking (1), Stochastic Processes and Time Series (1), Measure and Probability Theory (1), Statistics (1)

BUSINESS EXPERIENCE

2019 - 2020

RAIFFEISEN CENTROBANK AG, Vienna, Austria

Leading Austrian and Eastern European Investment Bank

Student Trainee Structured Products – Trading and Origination (8 months)

- Executed daily emission process (CEE region): exchange and Bloomberg/Reuters listing and introduction of the new products, working closely together with Sales, to 50+ external client advisors
- Interface in company-wide collaboration: internal product implementation (~5 a week) including final pricing checks, risk management, regulatory control and hedging strategy as part of the listing process
- In consultation with trading desk investigated big data analysis of trades in factor certificates (~ 100,000) and cleared open interest positions, thus preventing financial damage of EURO ~1 m
- Validated and increased internal data quality of 80,000 products: comparison with external data and establishment of robotic reporting, coordinated and redirected to 10 representatives of 3 departments

2019

DEUTSCHE BANK AG, Frankfurt, Germany

Summer Analyst Global Markets Technology (2 months)

- As part of the team in London, devised and pitched a statistic tool leveraging information of weekly reporting processes of 20+ CIB divisions in close cooperation with database set-up partners in Russia
- Consulted key stakeholder's management located in UK by building and presenting a MI dashboard on regulatory reporting progress regarding Brexit, along with preceding negotiations with related team
- Expanded VBA-mapping tool for 5 different types of leveraged products by decomposing each product and finding similarities in indicators (80% mark) with products covered by the risk management unit

2018

UNICREDIT BANK AG, Vienna, Austria

Summer Intern Markets (3 months)

- Conducted sales tasks for retail banking clients and evaluated associated position on the Austrian Market (10+ significant competitors), hence tailored product range after strategic consideration with colleagues
- Set up and led a survey at senior management level including a subsidiary, thus improved workflow between 8 divisions by resolving communicative issues in follow up meetings organised jointly with CAO
- Collaborated to price structured investment products for private investors with equity and commodity underlying: valued derivatives part using Black Scholes Models via VBA
- Initiated automation of daily P&L calculation of whole Vienna branch: reduced working time by 90%, instructed a group of 4 in new creation procedure

ADDITIONAL INFORMATION

- **Extracurricular studies:** Vienna University of Economics and Business, Vienna, Austria: classes in Business, Economics and Social Sciences (32 ECTS)
- **Technical skills:** MS Office, VBA, SQL, Java, Tableau (extensive practical experience), R, C, C++, MATLAB, Maple, LaTeX (lecture and exercise at university), Python, Bloomberg, Reuters (basic)
- **Language skills:** German (native), English (fluent), Spanish (basic), Latin (basic)
- **Family businesses:** International affairs and management for our companies in Hungary/Romania
- **Hobbies:** Improvisational theatre (self-organised a club with fellow students, 20+ members), tennis (competitive player in LBS Tennis Club), running, skiing, golf
- **Volunteering:** Member of Deutsche Bank's volunteering and giving community Plus You: projects on securing drinking water by planting 1000+ trees and remodeling day-care institutions together with children, Tutoring for pupils (final exam preparation in mathematics and physics)