



LASYA CHILLA

PROFESSIONAL EXPERIENCE

Deutsche Bank, Private Bank, London, U.K .
London, U.K.
Luxembourg, Luxembourg
Alternative Investments Specialist

Jun 2021 – Present
Oct 2022 – Present
Jun 2021 – Sep 2022

Alternative Investments Specialist covering private equity, private credit, and real assets funds in EMEA

- Sales and Product Management:
- Contribute to fundraising efforts by supporting advisors in pitching private market products to clients
- Develop marketing material (presentations, email templates, teasers), conduct product trainings and, maintain FAQs
- Provide sales and after-sales support across the private markets lifecycle (subscriptions, capital calls, distributions)

Structuring:

- Partner with fund managers and structuring providers to identify vehicles (ELTIFs, RAIFs, UCI IIs, SICAVs, feeders) for DB clients
- Collaborate with internal functions (compliance, legal, risk, tax) to review fund documentation (prospectus, articles)
- Manage project planning and delivery timelines to attain internal product approvals and deliver private market funds to clients

Achievement(s):

- Contributed to the largest private capital fundraise in the last 10 years in EMEA
- Conducted 80+ advisor trainings in 2023 to educate them on the private markets product offering
- Set up a governance structure to assist management in selection of the pipeline considering client needs and market trends

Deutsche Bank, Private Bank, Zurich and Geneva, Switzerland
Wealth Management Graduate Program

Jul 2019 – Dec 2020

- 18-month training with rotations in capital markets, investment advisory, structured products and UHNWI client coverage
- Generated investment ideas and proposals to drive clients' portfolio construction based on CIO views

Achievement(s):

- Co-led the Corporate Social Responsibility (CSR) initiatives of the Bank in Switzerland

Barclays, Private Bank, Monaco, Monaco
Investment Lab Intern, Global Investment Solutions

Jul 2018 – Dec 2018

- Provided qualitative and quantitative support to investment advisors, portfolio managers and traders
- Developed solutions through VBA programming that supported client portfolio analysis and increased efficiency

Achievement(s):

- Contributed to the 24% increase in coverage of High Net Worth (HNW) clients and 15% increase in revenues

MAWNEY Partners



Rocket Internet – Vaniday Dubai, U.A.E.

Aug 2016 – Apr 2017

Account Manager

- Managed relationships with 200+ clients on the e-commerce platform which involved B2C and B2B sales

Achievement(s):

- Drove monthly sales 10% higher through upselling marketing solutions to clients (B2B)

The Jakarta Globe Jakarta, Indonesia

Jun 2015 – Aug 2015

Business Reporter Intern

- Wrote articles for the paper and magazine by attending press conferences, cold calling, conducting interviews and research

Achievement(s):

- Published 9 business and finance articles

EDUCATION & CERTIFICATIONS

SKEMA Business School Paris, France

Sep 2017 – Dec 2018

Master of Science (MSc) Financial Markets & Investments

State University of New York (SUNY) at Buffalo Buffalo, New York, U.S.A.

Bachelor of Science (BSc) Business Administration

Aug 2012 – Feb 2016

Study abroad in Singapore Institute of Management

Aug 2012 – Dec 2014

Certified Environmental, Social and Governance Analyst (CESGA)

Sep 2021

The European Federation of Financial Analysts Societies

SKILLS & INTERESTS

- Technical skills: Microsoft Office, Excel, Visual Basic for Applications (VBA), Bloomberg, Avaloq
- Languages: English (Native), Telugu (Native), French (Intermediate), Indonesian (Basic), Hindi (Basic)
- Interests: Travelling, Reading, Personal Fitness, Hiking, Tennis