

Ilias Miraoui

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PROFESSIONAL EXPERIENCE

TD Securities

New York, NY

Debt Capital Markets Analyst

July 2017 – April 2019

- Advised investment grade corporate clients on accessing the global debt capital markets through presentations, frequent market updates and liability management analyses (tender offer, make whole call, breakeven calculation...)
- Participated in several public and private debt offerings by coordinating with the Client, Investors, Syndicate, Transaction Management and Sales & Trading for bond issuances up to \$27 billion
- Developed various algorithms to automate processes (i.e. spotting secondary market bond prices, cross-currency pricing) so as to improve efficiencies and reduce costs, saving the firm over \$10,000 per year for each of the nine analysts
- Rotated on the Credit Sales desk and organized teach-ins with representatives across the firm to promote continuing education

Sales & Trading Summer Analyst

June 2016 – August 2016

- Built macros to improve operational efficiency, streamline repetitive tasks and data analysis
- Wrote morning, weekly and call reports for market updates and internal use
- Crafted investor analyses and case studies to provide clients with a thorough picture of the transactions in the market
- Rotated on the Commodities, Credit Derivatives and Debt Capital Market desks

Columbia University in the city of New York

New York, NY

Teaching Assistant in Financial Economics

January 2017 – May 2017

- Assisted Professor Sally Moran Davidson with a class of 152 students
- Held weekly office hours and recitation sections
- Corrected homework assignments
- Answered questions from students by email and on an online forum

On Campus Food Delivery Website

Reims, France

Founder

December 2013 – June 2015

- Built an e-commerce website based on the Prestashop framework sending automatic text alerts to suppliers after each order
- Partnered with five restaurants and sold their products on the website, receiving a commission based on the sales
- Oversaw a team of five people, which included coordinating the financials of the project
- Developed a business relationship with a local pizzeria, which resulted in receiving a contract to build their online catalog

LEADERSHIP

Sciences Po Campus of Reims Sports Association, Vice-President

Reims, France

April 2014 – May 2015

- Oversaw a team of 15 people and a budget of \$90,000 to coordinate sports on campus
- Contracted seven sport coaches and organized sports classes for 400 students
- Organized a three day long all-inclusive event for 300 students
- Developed partnerships with local businesses, Orange and Stade de Reims Football Club

EDUCATION

Master of Engineering Program

Berkeley, CA

University of California, Berkeley, Industrial Engineering and Operations Research

August 2019 – Expected May 2020

MicroMasters Program

New York, NY

ColumbiaX, Business Analytics

June 2018 – December 2018

Dual Bachelor of Arts Degree Program

Columbia University in the City of New York, School of General Studies,

New York, NY

Bachelor of Arts, Financial Economics, Business Management, GPA: 4.07

August 2015- May 2017

Honors: Summa Cum Laude, Phi Beta Kappa, GS Honors Society, William Strong Scholarship, Pi Sigma Alpha

Sciences Po Paris, Euro-American Program,

Reims, France

Bachelor of Arts, Economics, GPA: 3.82

August 2013- May 2015

Honors: Cum Laude

CERTIFICATIONS

FINRA Series 7, 63 and 79

Bloomberg Market Certificate

Microsoft Office Specialist – Excel 2013 Expert

“Machine Learning” and “Deep Learning Specialization” by Andrew Ng on Coursera

SKILLS

Python	R	SQL	VBA	Machine Learning
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LANGUAGES

French: Native	English: Fluent	Moroccan: Fluent	German: Advanced
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INTERESTS

I am passionate about value investing, life hacks, political theory debates, soccer (or football) and sports more generally