

# 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
- Developed various algorithms to automate processes (i.e. spotting secondary market bond prices, cross-currency pricing) so as to improve efficiencies and reduce costs
- Rotated on the Credit Sales desk and organized teach-ins with representatives across the firm to promote continuing education

### 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 and answered questions from students on an online forum

### TD Securities

New York, NY

#### Sales & Trading Summer Analyst

June 2016 – August 2016

- Rotated on the Commodities, Credit Derivatives and Debt Capital Market desks
- Built macros to improve operational efficiency, streamline repetitive tasks and data analysis
- Wrote morning, weekly and call reports for market updates and internal use

### 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
- 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

Courses: Analytics in Python; Data, Models and Decisions in Business Analytics; Marketing Analytics; Demand & Supply Analytics

### 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

## LANGUAGES

**French:** Native

**English:** Fluent

**Moroccan:** Fluent

**German:** Advanced

## SKILLS AND INTERESTS

Passed FINRA's Series 7, 63 and 79

“Machine Learning”, “Neural Networks and Deep Learning”, “Improving Deep Neural Networks: Hyperparameter tuning, Regularization and Optimization” and “Structuring Machine Learning Projects” by Andrew Ng on Coursera (received certification)

Interests: Value Investing, Political Theory, Soccer, Guitar