

Inès Mebarki

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Education

2019 – 2023 E - ESSEC BUSINESS SCHOOL – Paris, FRANCE

Candidate for Master of Science in Management and Business Administration, **Graduation in October 2023**

Major in Business Analytics, courses in Finance, Accounting, Marketing, and Management.

Spring 2022 - GOTHENBURG UNIVERSITY - Gothenburg, SWEDEN

International Exchange Program, Business, and Management Studies

2017-2019 – LYCEE HENRI IV– Intensive preparatory classes for competitive national examination

Mathematics, Economics, Geopolitics, Philosophy, English, German

Experience

July 2021 – June 2023 E - MON PETIT PLACEMENT, Lyon, FRANCE: Data Scientist/Analyst, Apprentice

- *Data visualization/analysis:*

Extracting data from a relational database (PostgreSQL) to analyze it

In-depth analysis of sales and acquisition performances over time for C-level positions

Automating most frequent extracts through Python and visualization as excel files

Developing dashboards for decision support and KPI follow-up, through Grafana or Streamlit

Development of an algorithm that forecasts upcoming billing given the dynamic billing model of the company (based on a high-water mark)

Development of a web scrapper getting funds' valorization to help portfolios' monitoring (reducing spending in licenses)

Automating sales tasks through workflows with a high level of personalization for the customer using HubSpot API

- *Machine learning:*

Forecasted the number of clients and assets under management with regression to help elaborate the business plan

Enhanced the advice algorithm helping human consultants on portfolio allocation given the customer risk profile

Clustering the database for marketing or product purposes (design of personas, understanding of behaviors)

Developed a predictive algorithm to estimate the likelihood of a prospect becoming a client to help lead prioritization (deployment in production with Docker).

July 2020 – December 2020 - MON PETIT PLACEMENT, Lyon, FRANCE: Project Manager for the COO, Intern

- Various reporting for the CEO: performance indicators, benchmark of the competitive environment
- Organized events (webinars, competitions) with clients, partners schools
- Advanced use of HubSpot CRM (Designing workflows)
- Wrote out financial content for the Sales team (report of funds performances, macroeconomic notes, pedagogical articles for clients)

September 2019 – July 2020 - GREENFURN, Paris, FRANCE: Consultant for a project of eco-design furniture, Part-time

- Junior consultant for a business creation project of eco-design furniture in a team of five students
- "Wasterial" furniture market study, investigating the cradle-to-cradle market trends

Skills

IT: Python, SQL, Grafana, Streamlit, Tableau, Office Pack, HubSpot, APIs manipulation (Crisp, Hubspot)
LANGUAGES: French (native); English (fluent); German (advanced proficiency); Chinese (notions), Spanish (notions)
Comfortable with agile methodology, excellent interpersonal skills, proficiency in problem-solving and project management

Interests

- Strong interest in innovation and entrepreneurship: [fintech and insurtech environment follow up](#)
- Participation in the professional integration program for refugees [EACH ONE](#) (Support in finding work and housing, sharing cultures)
- Midfield player in the [Essec Women's Football Team](#) (EFF)