

# Julian Yves Richard Corbet

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## EXECUTIVE SUMMARY

Excellence proven by **four scholarships, three university degrees**, experience in **two global corporations**, and building **one software startup**. My background spans **M&A** (Covendit, Corporate Finance), **Management Consulting** (Nexgen, Enterprise IT), **PMO** (Swisscom, Cloud & AI), and **Machine Learning** (Airbus, Defense), giving me cross-domain perspective to translate across silos, align stakeholders and lead diverse teams & projects.

Known for intellectual velocity & **first-principles problem solving**, I isolate root causes & **pioneer innovative, tech-enabled solutions**. Shifting the frame from complexity to clarity, I **facilitate smart capital allocation** & aspire to **build a durable career in a forward-thinking firm** that prizes **curiosity & execution**; growing as a leader while compounding financial engineering & management skills (**MBA, CFI, AI** – ops, cloud & specialized).

**Technological change is permanent and unavoidable**. The right timing is key to success; else underutilization, painful change cycles, and missed opportunities in products, profit & growth loom. **I have an ambitious vision**: As a **force multiplier** teams I join surface high-impact tools & employ productivity innovations; I get domain depth. **Together** we scale what works, deliver ROI & compound value; empowering a self-improving organization that **wins**.



## SKILLS

Finance	<b>Financial Modelling</b> : Applies DCF, Multiples & comps; skilled in scenario and sensitivity analysis, enables debt & equity financing decisions <b>Transactions</b> : Experience in origination, due diligence & IMs; skilled in structuring and execution of strategic growth investments (Buy & Build) <b>Corporate Finance</b> : Contributes to portfolio & capital allocation analysis; decision support: integrates qualitative & quantitative risk assessment
People	<b>Language &amp; Culture</b> : Native German, fluent English; navigates BANI-driven uncertainty & fluidly adapts to shifting organizational landscapes <b>Leading Change</b> : Thrives in high-pressure transformation and restructuring; drives progress, guides teams balancing disruption & continuity <b>Coaching &amp; Mentoring</b> : Combines empathy with active enablement; runs workshops & builds resilience by promoting AI tools & best practice
Quant	<b>Quantitative &amp; Risk</b> : Applies forecasting, time series & stochastic models; familiar with option pricing, volatility & risk tools (VaR, Monte Carlo) <b>Cloud Excellence</b> : Leads requirements analysis, process diagnostics & streamlining; translates regulatory needs to secure & efficient solutions <b>AI Innovation</b> : Proficient in Python & Java (OOP), adopts on-premise, hybrid & cloud solutions to develop AI MVPs & drive deployment at scale
Strategy	<b>Executive Materials</b> : Prepares board & investment decks; presents options, trade-offs & recommendations for steerings & executive reviews <b>Stakeholder Management</b> : Aligns functions and manages senior expectations; balances priorities and drives accountable, timely resolutions <b>Strategic Planning</b> : Builds TOMs, roadmaps and KPI   OKR frameworks; establishes high-level dashboards for portfolio cadence & execution

## PROFESSIONAL WORK EXPERIENCE

**Swisscom | Swisscom Financial Services** (Finance | Cloud | AI) via **CDI** (Talent Solutions Provider)

*Executive Assistant | Consultant to multiple departments (B2B & Infrastructure) | Bern + Zurich | Jun 2024 – Okt 2024 | @CDI until Mar 2025*

- **Responsibility**: Supported cross-functional procurement and infrastructure units in strategic eight-figure multi-year investment decisions
- **Initiative**: Drove stakeholder engagement and facilitated internal scenario analysis, surfaced inefficiencies by proactively leading supplier negotiations
- **Success**: Captured six-figure cost savings through structured process analysis and implementation, invited to work on target operating model (TOM)

**AIRBUS Defense & Space** (Defense industry | Air power branch)

*Certification Engineer | Master thesis Airworthiness | Ingolstadt | Jul 2023 – Mar 2024*

- **Responsibility**: Owned technical analysis of decades of unstructured aircraft maintenance data to identify cost overruns and compliance exposures
- **Initiative**: Built automated data models leveraging AI tools to speed up analysis, uncovered operational issues highlighting six-figure savings potential
- **Success**: Triggered redesign of data analysis and warehousing workflows, inspired a seven-figure long-term investment plan reshaping maintenance

**COVENDIT Corporate Finance** (MidCap M&A Advisory)

*Investment Banking Analyst | working student | Frankfurt | Apr 2022 – Jun 2022*

- **Responsibility**: Supported seven-figure client-facing M&A deals, prepared teasers, information memorandums and financial models (multiples, DCF)
- **Initiative**: Pioneered AI-driven automation reducing longlisting time by up to 80%, leveraged tech insight to advise PE clients on acquisition targets
- **Success**: Secured PE retainer mandate, invited back at associate level but chose to pitch as MBI candidate for a distressed Indian tech company

**NEXGEN Business Consultants** (Focus on FinTech | Regulation of securities | Cloud)

*Junior Consultant | working student | Frankfurt | Apr 2022 – Jun 2022*

- **Responsibility**: Evaluated regulatory exposure and performance bottlenecks in Tier 1 banking IT systems for T+1 securities settlement
- **Initiative**: Drafted cloud migration whitepaper translating BAIT and MaRisk into actionable guidelines; conducted deep-dive ETL performance analysis
- **Success**: Contributed to firm's regulatory thought leadership resulting in successful client pitches, demonstrated 99% ETL processing time reduction

**A Softer Space & Corbet Consulting** (Bespoke Software Development Startup | Freelance Management Consulting)

*Co-Founder | Head of Business Development | Freelance Management Consultant | CH, DE, IS, UK | Jan 2018 – Jun 2023*

- **Responsibility**: Led business development; built distributed team and client base across Europe with emphasis on long-term customer relationships
- **Initiative**: Transitioned to solo consulting; delivered multiple projects in leadership advisory, process optimization and digitalization, blockchain (DLT)
- **Success**: Scaled A Softer Space to mid six-figure revenue and established Corbet Consulting as a versatile solo brand across tech and advisory

## HIGHLIGHTED FREELANCE PROJECTS

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### Ops Recovery & Cloud Migration – Solar SME Scale-up (2022)

- **Context:** Multi-site scale-up in 2022; core system crashed mid-projects, halting field crews and sales; client's reputation & further expansion at stake
- **Action:** Restored systems on day one & sustained ops until replacement; ran cloud migration assessment, analysed vendors & licenses, SaaS options
- **Result:** Preserved reputation and continuity; addressed infra bottlenecks; prevented six- to seven-figure misinvestments; transferred ownership orderly

### Digital Pivot – Well-established regional leadership brand (engagement ended 2022)

- **Context:** COVID halted in-person seminars; revenues collapsed; brand built on personal contact & luxury at risk; clients sought scalable digital formats
- **Action:** Setup & monitored digital infra; co-led effort to create on-demand video content; identified client pain points & led effort to improve marketing
- **Result:** Delivered rejuvenation & future-proofing - on-prem & online coexist; revenue channels diversified; on the side: increased tax & admin efficiency

### Crypto Advisory & Mining – Multiple (2021)

- **Context:** 2021 pre-Merge ETH mining viable & very-high ROI; innovative structures & lax regulation allowed crypto boon while minimizing (energy) tax
- **Action:** Educated stakeholders on crypto, designed technical operating model; sized | costed operation; dealt with rising GPU scarcity & quality issues
- **Result:** Quick pilot, delivery in time & on budget, optimized operation even further using custom firmware, ensured monitoring & stability while online

## BUSINESS EDUCATION & NETWORKS

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### Professional Development

- **Communication:** Workshops in rhetoric, performance leadership, negotiation & PR; dealing with crisis comms for incidents related to IT & org change
- **Certifications:** CFI ongoing (BIDA, CBCA, CMSA, FMVA); considering CFA | CAIA; open to AWS | GCP architect and PMP | PRINCE2 per role needs
- **Tooling:** Advanced Excel (VBA), Python and AI workshops; continuously testing new libraries; next: Python Summit Zurich (providing on-site support)

### Alumni & Professional Networks

- **Consulting:** Member of Bain Spark & BCG Emeralds; alumnus of BDSU, AIESEC, Enactus & multiple case competitions incl. WFI Consulting Cup
- **Corporate Finance:** Member of SECA (Young Member); active in Swiss PE | VC and corp dev circles; considering CFA Society Switzerland networks
- **Tech:** Connected to science & tech meetups incl. CCC, LUG, DigiGes & digitalswitzerland; active across in-person and online forums across DACH

### MBA Studies @CDI (Collège des Ingénieurs, selectivity: ~4%) | Mean grade: A (best grade) | Highlights

- **Capital & People Skills:** Evaluated nearshoring case using financial & business logic; framed results within strategy, risk, and communication context
- **Technology & Innovation Management:** Assessed ROI | NPV | IRR; weighed market risk balancing incremental (stage-gate) & disruptive innovation
- **AI Leadership:** AI Summer School with Schwarz IT; led creation of ops-ready GenAI pilots and ensured governance & compliance with the EU AI Act

## ACADEMIC EDUCATION (PHYSICS MSC & PSYCHOLOGY BSC) & EXTRACURRICULARS

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**Scholarships:** German Academic Scholarship Foundation (Top 1% of students) | Rolf and Edith Sandvoss stipends (physics, 2x) | e-fellows stipends

### Bachelor & Master of Science in Physics | Goethe University Frankfurt | Grade: 1.0 (CH: 6.0) | BSc: Sep 2022 | MSc: May 2024 | summa cum laude

- **Specialization:** AI & ML (1.0), applied electronics (1.3), biophysics (1.3), chemistry (1.0), IP & high-tech startups (1.15), Applied Physics focus
- **Research:** Near infrared spectroscopy (Neuroscience), Non-destructive terahertz imaging (contributed electronics), Accelerator physics (LINAC)
- **Extracurricular:** Co-managed incoming global talent @AIESEC Frankfurt, Pro bono consulting for Roland Berger via GREEN Finance Consulting

### Bachelor of Science in Psychology | Goethe University Frankfurt | Grade: 1.6 (CH: 5.6 adj.) | Apr 2017

- **Specialization:** Development of automated quantitative empathy assessment & standardized AR | VR employee trainings, organizational psychology
- **Research:** Conducted AI research @FIAS (9 month full-time internship), performed market research interviewing 50+ CEOs, analyzing 1,000+ calls
- **Extracurricular:** Co-created a mentoring program enlisting all undergrads, elected as independent tutor for applied statistics (3 years | SPSS | R)

**Matura (Abitur):** Grade: 1.0 – CH: 6.0 (best student, best grade) | selected for math. olympiad (Hesse | 2x) and student academy (IT | math | physics)

## ADDITIONAL EXPERIENCE & SIDE VENTURES

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### Personal Self-hosted Cloud & Business Services – apps.corbet.ch (started 2024)

- **Context:** Digital sovereignty; a dozen users already onboarded; hosts multiple business tools (incl. IdP, wiki, docs, credentials, agentic AI & local LLM)
- **Results:** Low-impact playground (homelab) & launchpad for new ideas; extreme savings (FinOps); hosts >100 TB in storage; >30 self-hosted services

### Online Secondhand Retail – five-figures ebay Business (2017 – 2025)

- **Context:** Multiple family-related bereavements caused estate-clearouts; launched eBay secondhand store; took on external clear-outs & grew listings
- **Results:** Automated tracking and listing workflows; introduced mini-ERP (dewabit), delegated day-to-day ops to external, sold it for 80% of book value

### PC Repairs & Custom Builds (2009 – 2024)

- **Context:** Offered diagnostics, bespoke builds & repairs; acquired additional customers during ATELCO bust (previous student job) & ensured continuity
- **Results:** Built loyal & profitable B2C and SMB client base; opportunity to test new parts & technologies (homelab), closed down when leaving Germany

## PERSONAL BACKGROUND & INTERESTS

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### Background

- **Family caregiver:** supported siblings (adolescence) & grandparents (until death); now organizing care placement for mother (early-onset dementia)
- **Psychology-led crisis intervention:** 360-degree situational awareness, active listening, triage under pressure, de-escalate; deliver practical solutions

### Interests

- **Financial freedom:** Building a diversified, cash-flow positive portfolio (equities, alternatives, early-stage VC) balancing value & momentum strategies
- **Transhumanism & longevity:** Tech futurism & bio-hacking studies & developments; studying philosophy, consciousness & human+AI augmentation