Edgar Tissot

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https://medium.com/@edgartissot01 | https://github.com/keelk1 | Lyon, France

EDUCATION

Master in Management   **Lille, France**
SKEMA Business School   Sep 2024 - Jun 2028

- Courses: Financial Statistics, Corporate Finance, Quantitative Methods, Python Programming

Exchange Semester   **Victoria, BC, Canada**
University of Victoria   Sep 2025 - Dec 2025

- Courses: Corporate Finance, Math, Strategic Management, International Marketing , Visual Design

PROFESSIONAL EXPERIENCES

gYlt, FinTech "Switch & Save" assistant   **Lyon, France**
Product Builder & Founder   Apr 2025 - Present

- Built a prototype solo with TypeScript and Next.js, onboarding 30 beta users and tracking 78 user interactions
- Achieved a 20% user conversion rate to a new offer, validating product-market fit hypotheses
- Conducted market analysis of competing providers to identify switching opportunities and pricing gaps
- Implemented user tracking via Google Apps Script to analyze funnel and retention metrics

Société Générale - Ayvens   **Lyon, France**
Financial Sales Advisor   Sep 2023 - Aug 2024

- Closed €700k+ in financing, negotiating under tight timelines with corporate clients
- Structured financing solutions balancing client needs with compliance requirements
- Built long-term client relationships to sustain recurring financing opportunities
- Managed full deal cycle (KYC, onboarding, assessments) to streamline execution

Stellantis - Spoticar   **Lyon, France**
Sales Consultant   Sep 2022 - Aug 2023

- Delivered €500k+ financing through consultative sales and client need assessment
- Sourced and onboarded new clients with consultative sales strategy
- Negotiated bundled offers to maximize client LTV and cross-sell opportunities
- Ensured client satisfaction with rapid communication in high-pressure settings

OTHER EXPERIENCES

The Anchor Bottleneck   **Lyon, France**
Developer and Author   Jun 2025 - Jul 2025

- Built Aix, a real-time VC anchorability metric in Python to prioritize investors by ticket size
- Created scoring models and scenarios to optimize investor targeting and fundraising outreach
- Published a Medium article explaining the methodology and insights from the project

Personal Project   **Lyon, France**
Hardware Maker   Jan 2019 - Present

- Designed and built custom mechanical keyboards, precision soldering, to improve feel and reliability.

Septième Art Association   **Lille, France**
Visuals & Workflow Lead   Sep 2024 - Present

- Led visual content and orchestrated a monthly film-review process for a 5-person team

SKILLS & INTERESTS

Languages : French (Native), English (Fluent - TOEIC 900/990), Mandarin Chinese (Basic)
IT skills : TypeScript, Next.js, Python, Google Apps Script, Salesforce CRM, Figma (wireframing/prototyping)
Finance : Financial Modeling, Due Diligence, Excel (advanced)
Personal interests : Film, Hardware Prototyping, Video Games, Swimming, Hiking