

# 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: Corporate Finance, Financial Statistics, Quantitative Methods, Python Programming

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

- Courses: Applied Data Analytics, Entrepreneurial Finance, Strategic Management, Corporate Finance

## 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
- Drove 20% user conversion to switching offers, 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** Jul 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), Chinese (Basic)  
**IT skills** : TypeScript, Next.js, Python (pandas), Google Apps Script, Salesforce CRM  
**Finance** : Financial Modeling, Due Diligence, Excel (advanced)