

Karim El Asmar

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EDUCATION

- 2021 - 2023** **London Business School, London**
Reading for Masters in Financial Analysis degree
Merit Scholar
- 2019 - 2021** **CentraleSupélec, Paris**
Master of Science Engineering, GPA 4.12/4.33
- 2017 - 2019** **Lycée Privé Sainte-Genevieve, Versailles**
Preparatory School Emphasis Mathematics and Physics, GPA 3.9/4
Merit Scholar

BUSINESS EXPERIENCE

- 2019 - 2021** **SKILLZ, Paris**
Fintech Start-up, similar to a crypto-asset management company, that runs validators to create profitability for investors.
- 2021** **Financial Strategy Analyst (2 months)**
- Liaised with the financial team to build a new Business Plan from scratch, used to negotiate next fundraising round (> 5m\$)
 - Built a Financial Model to predict SkillZ's future cash flow, runway, and to mitigate cryptocurrencies' risk
 - Devised and pitched a pricing strategy for SkillZ main product in front of investors by researching varied competitors' offers and establishing 3 pricing models
 - Increased SkillZ's gross margin (+30%) by optimizing the cost allocation and setting up a cost reduction plan
- 2019 - 2021** **Part-Time Consultant**
- Collaborated with SkillZ's team in a Fundraising Due Diligence (>1m\$) by drafting a financial analysis
 - Conceived an Asset Framework to identify the most promising cryptocurrencies based on best practices inspired by traditional investment approaches found in Venture Capital firms
 - Researched the blockchain market's dynamics, KPIs and competition; provided inputs for market size and business plan modelling in Europe and North America
- 2020** **CREDIT SUISSE, Dubai**
Spring Intern (3 weeks)
- Managed a virtual portfolio of more than 20m\$ and presented a report to Managing Directors
 - Led a team in an IPO competition in collaboration with Amplify Trading involving all the spring interns and won the contest
 - Co-ordinated a debate on the impact of AI on the private banking landscape and on future opportunities
- 2020** **IM CAPITAL, Beirut**
Leading Venture Capital in Lebanon, focused on Social Impact
VC Analyst (2 months)
- Examined IM Capital's portfolio (>50m\$) and co-drafted an analysis by sector, and geography to determine possible synergies
 - Forecasted the amount of fresh capital required by Lebanese start-ups after setting up meetings with more than 30 entrepreneurs
 - Negotiated urgent funding rounds with more than 10 clients, to overcome the Lebanese sovereign default
 - Co-prepared pitch materials, including management presentations on fintech sector in MENA region, used to address future investments

ADDITIONAL INFORMATION

- Active member of the Lebanese Club at CentraleSupélec, organized cross-cultural events throughout the year
- Worked with students in small study areas or at home to provide educational support in advanced mathematics and help grasp the material for the exam of the "Grandes Ecoles"
- Elected by 100+ students as a Student Representative to lead a team of 5 in charge of organizing social and charity events with \$100,000+ budget for 1000+ participants
- Part of a VC community composed by more 200+ students from different backgrounds and coordinated 3 workshops and 2 events
- Won the Prize Rania Attieh – valedictorian, awarded to the student whose academic and social record is judged to be particularly exemplary
- Languages: fluent English; native French; native Arabic; elementary Portuguese