

Linus Lehr

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EDUCATION

ESB Business School & Dublin City University | Double Degree

B.Sc. International Management (ESB) & BA in Global Business (DCU) | GPA 1.4
Specialism - Business Analytics

**Reutlingen, DE &
Dublin, IE**

September '19–Present

University of International Business and Economics Beijing

Preparatory Chinese Course

Beijing (remote), CN

October '21–May '22

Lessing Gymnasium Frankfurt am Main

Academic high school diploma | GPA 1.3

Frankfurt, DE

June '17

PROFESSIONAL EXPERIENCE

ING Wholesale Banking

Intern, Financial Institutions Coverage

Frankfurt, DE

February '23–July '23

- Developed a strategic client account plan for a private equity firm in close collaboration with the Financial Sponsors Group, identifying multiple cross-selling opportunities.
- Participated in client meetings for various products and in bankers' calls for syndicated facilities.
- Conducted capital markets research using Bloomberg, focusing on bond issuances, monitored client credit default swap spreads, and presented findings in a weekly internal newsletter.

Horváth & Partners

Intern, Management Consulting

Frankfurt, DE

June '22–August '22

- Implemented an Identity and Access management system at a bank, including the development of an excel tool significantly reducing manual work in a workflow.
- Identified risks and contributed to the improvement of a clients risk strategy Contributed to the solution development for an information security management system, especially the improvement of a quick assessment tool in Excel.

SEB AB (publ.), Frankfurt Branch

Intern, Compliance and Client Account Management Regulatory Office

Frankfurt, DE

July '20–January '21

- Conducted KYC processes and beneficial owner investigations during client onboarding, including the necessary client communication for large corporations and financial institutions.
- Developed and presented decision memos in front of c-level management regarding acceptance and continuation of specific high risk client relationships.

VOLUNTEERING

ESB Student Consulting

Consultant

Reutlingen, DE

September '19– January '20

- Identified and calculated relevant KPIs for a local educational business.

Volunteer Service “Weltwärts”

Teacher and NGO Employee

Lilongwe, MW

September '17–August '18

- Taught information technology at a local college for primary education teachers.
- Developed an inventory system & conducted marketing and fundraising activities for a local NGO.

ADDITIONAL SKILLS

Proficient in MS Office, Basics in Bloomberg, Python Fundamentals for Data Science • Fluent in English and German