

Hadrien Pistre

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EDUCATION

- 2021 – 2022** **London Business School**
Masters in Financial Analysis (MFA)
Modules include: corporate finance, M&A, capital structure, fixed-income securities, time series, data analytics
- 2021** **CFA Institute**
Passed the Level I of the Chartered Financial Analyst (CFA) exam (90th percentile, >70% on all topics)
- 2017 – 2021** **Kedge Business School**
Masters in Management (MiM) – admitted after a preparatory class (CPGE Lycée Montaigne, Paris)
Societies: Quality Manager of the school's Junior-Enterprise (€100K revenue, ISO-9001 certified)

BUSINESS EXPERIENCE

- Sep 2022 – Current** **PEARSON HAM GROUP** – London, United Kingdom
Strategy Consulting (80 employees, £12mn revenue)
Pricing Strategy Analyst
- Created a dynamic pricing structure model for the UK estate of an international restaurant chain to optimise product and store pricing levels (400+ stores and 80+ products), forecasting a yearly £4.1m profit uplift
 - Assessed the revenue and volume effects of historical price changes and modelled scenarios to determine the contribution margin impact of 3 different proposed price increases for a leading UK coffee shop chain
 - Sourced leads and automated outreach messages to drive up sales by 40% over 3 months for a data analytics tools created by the consultancy providing prices, volumes and industry insights of the UK automotive aftermarket
- Jun 2022 – Aug 2022** **NATWEST GROUP** (*formerly Royal Bank of Scotland Group*) – London, United Kingdom
Corporate Banking & Structured Finance
Structured Finance Summer Analyst (return offer received)
- Drafted a credit paper for the acquisition of a veterinary clinic chain by a private equity fund through a senior debt (4.5x EBITDA) and super senior revolving credit facility during my rotation on the mid-cap leveraged finance desk
 - Devised the interest-rate hedging strategy of a final internship project which consisted in determining an origination target and structuring its debt-financed acquisition during my rotation in the hedging team of the debt capital markets desk
- Mar 2021 – Aug 2021** **SEABIRD CONSULTING** – Paris, France
Management Consulting (200 employees, €30mn revenue)
Financial Consultant Intern (return offer received)
- Diagnosed the financial control processes of a French insurer to improve the analysis and reporting to the C-suite of ~€38m of SG&A expenses
 - Advised an Italian insurer on compliance with 2 European sustainable finance regulations by diagnosing the IT Master Plan and examining 5 financial data providers to provide a compliant solution
 - Monitored the business unit's KPIs (revenues, margin, fixed and variable costs, employees recruitment, and churn) and made a competition analysis and a 5-year business plan
- Sep 2019 – Mar 2020** **ERNST & YOUNG** – Paris, France
Audit and Assurance
Financial Audit Intern (return offer received)
- Assessed compliance of a French energy supplier with the SOX framework by auditing +40 internal controls such as assets amortisation, gas stocks valuation and risk of raw materials hedging
 - Audited accounts of a French oil & gas producer and an American water treatment company prior to closing by analysing +10 processes, such as assets impairment, accounts receivables depreciation and compensation & benefits
 - Mapped financial processes of a Swiss chemical manufacturer by interviewing financial department employees (3 accountants, 2 internal controllers, and a CFO) and creating memos and workflows

ADDITIONAL INFORMATION

- Languages:** fluent English, native French, basic German
- IT:** R (intermediate), SQL (intermediate), Python (beginner), VBA Excel (beginner), Eikon, Bloomberg, FactSet
- Standardised-tests scores:** GMAT – 700/800, TOEFL iBT – 111/120
- Volunteer experience:** conducted research and helped organising events about shale gas fracking at Sweet Springs Institute, an environmental NPO located in West Virginia, USA
- Hobbies:** history (late modern period, 20th century), music (trumpet, funk & jazz), sports (fitness training)