

# Hadrien Pistre

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## EDUCATION

### London Business School

Sep. 21 – Jun. 22

#### Master of Science in Financial Analysis

London, United Kingdom

- Relevant coursework: corporate finance, M&A, capital structure, fixed-income securities, data analytics
- Societies: Finance Club, Private Equity & Venture Capital Club

### Kedge Business School

Sep. 17 – Jun. 21

#### Master of Science in Management

Bordeaux, France

- Admitted after a *Classe Préparatoire* (CPGE Lycée Montaigne, Paris)
- Relevant coursework: accounting, wealth management, financial statements analysis, statistics
- Societies: Quality Manager of the school's Junior-Enterprise (€100K yearly revenue, ISO-9001 certified)

## WORK EXPERIENCE

### NatWest Group (formerly Royal Bank of Scotland) / Structured Finance

Sep. 23 – Today

#### Structured Finance Analyst

London, United Kingdom

- 2-year rotational graduate programme within NatWest's structured finance front office desks in London
- 1<sup>st</sup> rotation on the corporate debt origination & syndication desk: involved in transactions including the refinancing of a £540m syndicated RCF for a property developer, a £90m development term loan for a hotel group and a £10m acquisition RCF for the buyout of a media company by mid-cap private equity fund

### Pearson Ham Group / Strategy Consulting

Sep. 22 – Aug. 23

#### Pricing Analyst

London, United Kingdom

- 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 different proposed price increases for a leading UK coffee shop chain
- Promoted after 6 months for outstanding performance and identified among firm's top junior talent

### NatWest Group (formerly Royal Bank of Scotland) / Structured Finance

Jun. 22 – Aug. 22

#### Structured Finance Summer Analyst (return offer received)

London, United Kingdom

- 8-week summer internship consisting in 2 rotations within NatWest's structured finance front office desks
- 1<sup>st</sup> rotation on the leveraged finance desk: involved in drafting a credit paper for the financing of an acquisition term loan and a RCF for the LBO of a veterinary clinic chain by a private equity fund
- 2<sup>nd</sup> rotation in the DCM & Rates Sales desk: devised the interest-rate hedging strategy of a final internship project consisting in determining an origination target and structuring its debt-financed acquisition

### SeaBird / Management Consulting

Mar. 21 – Aug. 21

#### Financial Consultant Intern (return offer received)

Paris, France

- 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 its IT Master Plan and benchmarking 5 financial data providers
- Monitored business unit's commercial KPIs and made a competition analysis and a 5-year business plan

### Ernst & Young / Financial Services

Sep. 19 – Mar. 20

#### Financial Audit Intern (return offer received)

Paris, France

- Audited accounts of a French oil & gas producer and an American water treatment company by analysing +10 processes, such as assets impairment, accounts receivables depreciation and compensation & benefits
- Assessed compliance of a French energy supplier with the SOX framework by auditing +40 internal controls such as assets amortisation, gas stocks valuation and raw materials risks hedging
- Mapped the financial processes of a Swiss chemical manufacturer by interviewing financial department employees (3 accountants, 2 internal controllers, and the CFO) and drafting memos and process workflows

## ADDITIONAL INFORMATION

- **Languages:** fluent English, native French, basic German
- **Certifications & Tests:** passed CFA Level I: 90th percentile, >70% on all topics  
GMAT: 700/800  
CISI Capital Markets Programmes: UK Financial Regulations, Securities, Derivatives  
TOEFL iBT: 111/120
- **IT:** R (intermediate), SQL (intermediate), VBA Excel (basic), Bloomberg (basic), FactSet (basic)
- **Volunteer experience:** recruited by the French Junior Enterprises Confederation (7% selectivity rate among 600 candidates) to audit and advise Junior Enterprises in business and engineering schools (8 audits conducted)
- **Hobbies:** history (late modern period, 20th century), music (trumpet, funk & jazz), sports (fitness training)