

## Manon PILLOT

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French – Swiss C Permit

Driving License



### BUSINESS EXPERIENCE

April 2023	<b>Invest Africa</b> <i>LondonLAB Consultant</i>   present	London, United Kingdom
	<ul style="list-style-type: none"><li>- Developed an ESG index using African countries' GDP, FDI, corruption perception index, &amp; HCI.</li><li>- Created interactive PowerBI visualizations, improving access to ESG data for sustainable investments.</li><li>- Collaborated with a team of Masters's students to deliver a comprehensive project roadmap &amp; operating model, providing actionable recommendations to improve the commercial viability of the Invest Africa Index.</li></ul>	
March 2023	<b>LOKL</b> <i>Student Consultant</i>   1 month	Medellin, Colombia
	<p>Developed pricing, product &amp; marketing strategies to enhance Lokl's competitive advantage &amp; differentiation:</p> <ul style="list-style-type: none"><li>- Employed financial engineering strategies to mitigate currency depreciation risks.</li><li>- Forged strategic partnerships with banks to expand customer base and boost credibility.</li></ul>	
January 2022	<b>Carlsquare, Investment Bank</b> <i>M&amp;A Analyst</i>   6 months internship	Paris, France
	<ul style="list-style-type: none"><li>- Realized financial analysis, corporate valuations, and modelling (DCF, Comps and Multiples).</li><li>- Structured business plans adapted to various acquisitions, sales, and fundraising scenarios.</li><li>- Designed outline for client presentations such as information memorandum and contracts for M&amp;A deals.</li><li>- Outlined project requirements with partners and supervised interns, fostering interpersonal connections.</li><li>- Constructed and updated longlist &amp; data room for fundraising, buy-side and sell-side.</li></ul>	
July 2021	<b>PBBG</b> <i>Real Estate Junior Analyst</i>   6 months internship	Lausanne, Switzerland
	<ul style="list-style-type: none"><li>- Computed valuations for real estate properties and funding analysis.</li><li>- Directed real estate sales and edited the company's taxes to meet tight deadlines.</li></ul>	
July 2019	<b>Alexanders Partner, Investment Bank</b> <i>M&amp;A Junior Analyst</i>   7 months internship	Paris, France
	<ul style="list-style-type: none"><li>- Performed origination and cross-sector research (industrial, tech, healthcare, engineering, agri-food, retail).</li><li>- Designed business plans considering acquisitions' synergies and business opportunities cross-regions.</li><li>- Prepared pitch presentations, teasers and due diligence for M&amp;A deals.</li><li>- Worked autonomously on a fundraising deal in the eSport sector for over €3m.</li></ul>	

### EDUCATION

2022 – 2023	<b>London Business School</b> Reading for Masters in Analytics and Management. <u>Specialization</u> : Behavioural Finance – Systematic Inventive Thinking – ESG Investing.	London, United-Kingdom
2017 – 2021	<b>EHL Hospitality Business School</b> Bachelor of Science in International Hospitality Management. GPA: 5.0 / 6.0 <u>Specialization</u> : Portfolio Management – Hospitality Mergers and Acquisitions – VBA. <u>Thesis</u> : The macroeconomic relationship between eSport and conventional sports.	Lausanne, Switzerland  Graduated with honours

### LANGUAGES, TECHNOLOGY & OTHER

Languages	French (native), English (fluent, CAE & IELTS: 7.5/9), Italian (intermediate), Spanish (beginner).
IT Skills	Microsoft Office, Salesforce, Fidélío, Opéra, Protel, Binance, Plus 500, Cornertrader, <i>Python</i> , <i>VBA</i> , <i>R</i> , <i>SQL</i> , <i>Tableau</i> , <i>Power BI</i> .
Interests	Skiing (20 years of practice), Soccer (head of finance & goalie of EHL women's soccer committee), Golf (13 years of practice & 1 <sup>st</sup> in Provence Alpes-Côte d'Azur's golf championship), Environment and Climbing.
Training	CHIA, NLP, Enneagram of Personality, Operational Management, E-reputation Management.
Volunteering	No Finish Line (raised money for children), Asics London 10K (raised money for cancer).