

Manon PILLOT

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French – Swiss C Permit

Driving License



BUSINESS EXPERIENCE

April 2023	Invest Africa <i>LondonLAB Consultant present</i> - Developed an ESG index using African countries' GDP, FDI, corruption perception index, & HCI. - Created interactive PowerBI visualizations, improving access to ESG data for sustainable investments. - Collaborated with a team of Masters's students to deliver a comprehensive project roadmap & operating model, providing actionable recommendations to improve the commercial viability of the Invest Africa Index.	London, United Kingdom
March 2023	LOKL <i>Student Consultant 1 month</i> Developed pricing, product & marketing strategies to enhance LOKL's competitive advantage & differentiation: - Employed financial engineering strategies to mitigate currency depreciation risks. - Forged strategic partnerships with banks to expand customer base and boost credibility.	Medellin, Colombia
January 2022	Carlsquare, Investment Bank <i>M&A Analyst 6 months internship</i> - Realized financial analysis, corporate valuations, and modelling (DCF, Comps and Multiples). - Structured business plans adapted to various acquisitions, sales, and fundraising scenarios. - Designed outline for client presentations such as information memorandum and contracts for M&A deals. - Outlined project requirements with partners and supervised interns, fostering interpersonal connections. - Constructed and updated longlist & data room for fundraising, buy-side and sell-side.	Paris, France
July 2021	PBBG <i>Real Estate Junior Analyst 6 months internship</i> - Computed valuations for real estate properties and funding analysis. - Directed real estate sales and edited the company's taxes to meet tight deadlines.	Lausanne, Switzerland
July 2019	Alexanders Partner, Investment Bank <i>M&A Junior Analyst 7 months internship</i> - Performed origination and cross-sector research (industrial, tech, healthcare, engineering, agri-food, retail). - Designed business plans considering acquisitions' synergies and business opportunities cross-regions. - Prepared pitch presentations, teasers and due diligence for M&A deals. - Worked autonomously on a fundraising deal in the eSport sector for over €3m.	Paris, France

EDUCATION

2022 – 2023	London Business School Reading for Masters in Analytics and Management. <u>Specialization:</u> Behavioural Finance – Systematic Inventive Thinking – ESG Investing.	London, United-Kingdom
2017 – 2021	EHL Hospitality Business School 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

LANGUAGES, TECHNOLOGY & OTHER

Languages	French (native), English (fluent, CAE & IELTS: 7.5/9), Italian (intermediate), Spanish (beginner).
IT Skills	Microsoft Office, Salesforce, Fidélio, Opéra, Protel, Binance, Plus 500, Cornertrader, Python, VBA, R, SQL, Tableau, Power BI.
Interests	Skiing (20 years of practice), Soccer (head of finance & goalie of EHL women's soccer committee), Golf (13 years of practice & 1 st 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).