

MANAF ABDINOV

Moscow, Russia

+7-915-050-09-07 | manaf.abdinov@gmail.com

EDUCATION

National Research University Higher School of Economics

Master of Science in Corporate finance

2017-2019

Key courses: IFRS, Business valuation, Corporate finance, M&A

Financial University under the Government of Russian Federation

Bachelor of Science in Finance and Economics

2013-2017

Key courses: Macroeconomics, Econometrics, Financial management

WORK EXPERIENCE

Ernst & Young

August 2018 - Present

Consultant, Mergers & Acquisitions department

- Preparation of materials for pitches and reports of analyses in several industries
- Support in coordination of drafting legal documents
- Assisted in developing valuation models and built financial models from scratch
- Support in coordination of financial due diligence process
- Performed industry and company analyses in oil & gas industry
- Preparation of information memorandums, teasers
- Conducted a comprehensive research in different industries
- Involved in negotiations with clients, potential investors and banks
- Involved in a preparation of pitches on possible acquisition targets

Financial Consulting Group

Consultant, Investment banking department

April 2017 – May 2018

- Assisted in developing valuation models and built financial models from scratch
- Performed industry and company analysis
- Preparation of information memorandums, teasers
- Participated in development strategy and organization of business processes in Russian start-up
- Involvement into virtual data room moderation

Ernst & Young

Intern, Assurance department

January – April 2017

- Participating in the preparation of financial statements in compliance with Russian and international accounting standards
- Working as part of a team checking client's financial documents and providing client-focused services
- Interacting with clients on a daily basis, thus expanding your network of finance professionals and industry representatives.

Entrepreneurial activity (family business)

Business development manager

2013-2015

- *Search of commercial premises and opening new stores*
 - Opened 5+ new stores in Moscow
- *Hiring staff for new stores*
 - Staff recruitment for newly opened stores
- *Communication and negotiation with suppliers*
- *Marketing and expansion of customer base*
 - The average increase in monthly sales has been 60%
- *Management functions*
 - Managed 7 grocery stores, 2 hairdressers, one supermarket and atelier

SKILLS, ACTIVITIES & INTERESTS

Certifications & Training:

- **CFA** level I passed, **CFA** level II Candidate
- **ACCA**: F1, F2, F3, F7, F9 - passed

Interests & Hobbies: chess, history, football, entrepreneurship

Languages: fluent in Russian; conversational proficiency in English

Technical Skills: MS Word/Excel/Power Point, Capital IQ, Thomson Reuters, Mergermarket, Spark Interfax