

# Georgy Zhdanov

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## EDUCATION

### National Research University Higher School of Economics (HSE University)

*MSc in Finance, CFA Institute University Affiliation Program*

Moscow, Russia

2019 – 2021

### Russian Presidential Academy of National Economy and Public Administration (RANEPA)

*BA in Project Management, Faculty of Economic and Social Sciences*

Moscow, Russia

2015 – 2019

### Università di Pisa

*Undergraduate exchange program, Risk Management*

Pisa, Italy

2019

## WORK EXPERIENCE

### Private Equity Fund (with AUM \$200M in heavy machinery, finance, real commercial estate)

Moscow, Russia

*Analyst, Private Equity and Venture Investments*

Mar 2020 – Apr 2020

- Worked out due diligence shortlist of 20+ companies from various industries (BioTech, MedTech, Li-Ion batteries)
- New investment opportunities sourced: negotiated with startups' executives, leading PE&VC firms including Target Global, Da Vinci Capital, Skolkovo Ventures, ITI Funds, SmartHub; then pitched it to the fund top-management and shareholders
- Negotiated and drafted legal documents for pre-IPO investment in one of the leading US EdTech company

### VTB Capital

Moscow, Russia

*Fixed Term Analyst, Finance*

Aug 2019 – Feb 2020

- Examined VTB Group entities' deals with derivatives on Commodity, FX, FI, interest rates, and structured credits
- Carried out daily P&L and CSA reports on derivatives in cooperation with Trading desks, Risks, Quantitative research
- Optimized workflow using VBA, got acquainted with process of structuring commodity deals for large industrial clients:

Selected Transaction Experience:

**\$326M** structured financing for the leading Russian oil company

**\$3.6M** physical coal trade for the largest Russian coal producer

**\$500k** new type of post-payment physical petroleum products trade via SPIMEX

### Société Générale Corporate and Investment Banking

Moscow, Russia

*Derivatives Sales Intern, Capital Markets and Investment Banking*

Nov 2018 – Jul 2019

- Assisted to FX and Derivatives Sales teams (Moscow/Paris) – quoted prices for money market instruments and FX derivatives via Bloomberg and phone, prepared client and internal presentations, wrote sales tickets for back office
- Scrutinized the possibilities of hedging currency risks using FX derivatives for potential large corporate clients
- Performed weekly reports (Sales&Trading, DCM and Brokerage desks), analyzed clients' cash turnover and trading limits
- Perfected the corporate client's database (Oil&Gas, Metals&Mining) in cooperation with relationship managers

### VTB Group

Moscow, Russia

*Intern, Debt Center (Special Situations)*

Sep 2018 – Oct 2018

- Executed industries researches and commercial offers for potential clients
- Assisted in the selling of VTB Group's non-core and distressed assets (factories, commercial real estate, etc)

Selected Transaction Experience:

**\$5M** sell-side deal of a mid-cap industrial company of the VTB Group's portfolio

- Conducted market research of the local construction market, built financial model and pitch books
- Proposed several scenarios of selling – redevelopment or sell to vertically integrated construction firm
- Researched and made a shortlist of 100+ potential buyers among the development and industrial companies, contacted CEOs of concrete batching plants

### The Boston Consulting Group

Moscow, Russia

*Case support*

June 2018

- Ran surveys and natural observations, analyzed data using MS Excel, prepared models and client presentations
- Performed customer development project for Russian **Forbes 200** company

## LEADERSHIP, EXTRACURRICULAR & ACHIEVEMENTS

- **Leadership:** Student Ambassador at **PwC Russia** (2017 – 2019); Launched my own IT-startup and pitched it to the top-tier Russian VC fund (2017); Leadership program member at the Fund of Russian Economics (2017)
- **Extracurricular:** Managing an investment portfolio of US and Russian equities with **AUM \$13.5k** (ROI 31%); Presented my social oriented project at the international scientific conference Falling Walls (2018); Participant of the federal program «100 Hopes of a business» held by the Chamber of Commerce and Industry of the Russian Federation (2017 – 2018)
- **Achievements:** Won the merit-based «Future Leader Scholarship» by Hult International Business School (2019); Agency for Strategic Initiatives leadership competition winner (2017)

## SKILLS & INTERESTS

- Languages: Native Russian, Advanced English (Cambridge certificates: BEC Vantage, CAE), Basic Spanish
- Certifications: Completed Bloomberg certification program (BMC), CFA Level I preparation
- Software: Advanced MS Office, **Bloomberg**, **Thomson Reuters Eikon**, R, Calypso, Systematica Radius
- Interests: Chess, Numismatics, Entrepreneurship, Stock Investing