

Dear Sir or Madam,

I am interested in joining your team as an investment analyst. Please accept this letter and the accompanying resume as my application for the position. I am interested in meeting you, telling about myself and learning more about working with you.

I also had a chance to realize the following three advantages of Proxima Capital:

- You have a strong team with a great professional background (Alfa Bank, Aquila Capital, Renaissance Capital, etc.),
- You provide consulting services and also participate in projects with your skin in the game in high-risk situations (distressed assets).
- You have a history of completed deals in various industries from Oil & Gas to Carsharing.

Shortly about myself:

- At my last job, I was responsible for the economic evaluation of the merger projects of the two leading express delivery companies (DPD + SPSR-Express), as well as for the investment evaluation of all strategic initiatives of the united company after the merger. I understand corporate finance and financial report.
- Prior to that, I worked in Business Strategy & Operations consulting services (Big4, in-house) on projects for clients from industries such as Oil & Gas, Metals & Mining, Housing and public utilities, E-commerce.
- Graduated from Moscow Institute of Physics and Technology (MIPT) – a top Moscow university.

I would also like to address two main concerns that might come to your mind while reading my resume.

The first concern is the lack of corporate finance knowledge. In fact, I do not have higher education in finance and I have no closed deals from start to finish. On the other hand:

- I have learned the basics of Finance Statements & Corporate Finance on my own (this way I am certain to be able to get to work without the need for substantial training in the firm). Upon the completion of cramming the theory with books, I applied corporate finance principles at work evaluating 50 projects in the DPD Group. I've also done lots of other excel modelling work for businesses.
- I'm applying resume for an analyst position which is a downgrade for me. I look forward to challenging tasks and dynamic professional growth which Proxima Capital provides.

The second concern is my age - I am 31 years old, but actually its an advantage. I'm a mature professional. This differentiates me from other candidates who studied corporate finance at the university, but have no life experience.

- I have emotional maturity and resilience. The level of analytics implies great responsibility which might be difficult to take when you are 25 years old. EQ increases with work experience.
- I have experience in relationship building. It's easier to communicate with clients companies representatives because people are usually older there too.
- I have mature motivation to work.
  - A) Skin in the game. I am about to make a big career shift toward Investment Banking sphere. This move puts my career track at risk.
  - B) Work as a source of energy. Work in itself is a main source of energy for me. It forces me to get up in the morning. I am utterly committed to succeeding at work and will never have it any other way.

Finally, I think that a key plus in my situation is that, apart from technical skills, Investment Banking overlaps significantly with management consulting, which I have experience in. Both of them demand

- Advanced problem-solving skills,
- Balance of hard and soft skills,
- Cross-functional view on tasks and business acumen.

Enclosure: resume. Sincerely, Nikolay Yakushkin.

## **BUSINESS EXPERIENCE**

**DPD GROUP** (a leading courier express parcel operator) **2017 - 2019**

**Project manager** / was in charge of financial modelling & projects valuation function /

- Developed DPD's investment project valuation methodology (WACC, DCF, NPV, etc).
- Evaluated investment attractiveness of 50 cross-functional projects: a) DPD & SPSR-express merger projects, b) all DPD strategy & operations projects after merger.

**SPSR-EXPRESS** (was acquired by DPD group) **2015 - 2017**

**Financial analyst**

- Altered and improved SPSR's pricing model. Created procedures on its annual update.
- Created company's procedures on the client's individual pricing plan approval.
- Revealed \$1mn p.a. saving potential in courier delivery & parcel sorting operations in branch network. Built benchmarking model for operating costs and methodology for cost-cutting.

**WIKIMART** (a leading e-commerce marketplace company) **2015 - 2015**

**Strategy consultant** at Strategic PMO / directly reported to the firm's co-founder /

- Corporate strategy development: market review & initiatives development.
- Searched targets for M&A and strategic partnerships. Conducted synergies valuation.

**ERNST & YOUNG** **2013 - 2014**

**Business analyst** at Strategy Group

Chosen project experience:

- Revealed \$6.2 mn p.a. saving potential for a mining company after a curve-out. Suggested an optimization of railway services terms and auto transport services costs.
- Revealed a \$6 mn p.a. savings potential for Housing and Public Utilities Company. Conducted test of vertical integration hypothesis. Suggested changes in a bad debts collection, a transport fleet optimization, main operations.
- Revealed \$26 mn p.a. savings potential for an oil & gas company. Suggested transport units optimization, renegotiation of procurement prices, organizational restructure.

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## **EDUCATION**

**Moscow Institute of Physics and Technology (MIPT)** **2007 - 2013**

- **Master's Degree** in High Technologies and Economics of Innovations, GPA: 4.64 out of 5.00
- **Bachelor's Degree** in Applied Physics and Mathematics.
- **Extracurricular activities:** Founded MIPT Time-management Club. Designed 1 semester training program for 50 students. Led 2 semesters of study.
- **Part-time job:** Got 6 months of work experience as a business analyst at ABBYY. Prepared product functionality recommendations. Participated in product design and development.

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## **ADDITIONAL INFORMATION**

- **Languages:** Fluent English, Native Russian.
- **Hobbies:** Gym, running. Participated in Moscow Marathon (42,2 km) (Sep 2016, Sep 2017).
- **Interests:** EQ skills development, business books reading, value-added relationship building.