Alexander Demachev

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EDUCATION

International College of Economics and Finance, Higher School of Economics under academic direction of London School of Economics — **Russia** 2015 – 2017
Financial Economics, Master's Degree
Grade: 7.8/10, top 10 of class

Center for Mathematical Finance, Moscow State University — **Russia** 2014 – 2015
Financial Modelling and Venture Investments courses
Projects: M&A case participation; equity research preparation

Business School, University of Exeter — **United Kingdom** 2010 – 2013
Economics and Econometrics, Bachelor Degree
Grade: First Class with Honours, GPA 4.7, top 15% of class

Bellerbys College Cambridge — **United Kingdom** 2008 – 2010
A – Level program in Business, Economics and Further Math
Grades: AAABC

Certificates: CFA Level I, Federal Certificate for Financial Markets 1.0; IELTS 7.0

Skills: Excel, PowerPoint – advanced; Python, Bloomberg - intermediate

WORK EXPERIENCE

Investment-Banking Boutique — **Russia** September 2019 – January 2020
Associate

- Creation and administration of financial models in Excel
- Creation of pitch books and investment memorandums
- Communication with clients and potential buyers
- Participated in the sale of agricultural business in Ukraine, capital raising for the Skolkovo-based start-up and other projects

BCG — **Russia** June 2018 – July 2019
Associate

- **Retail:** did category reset with the aim to increase sales and margin. Developed initiatives in the areas of staff motivation, supply chain, pricing and planogramming. Expected results are 4% sales and 1% margin increase.
- **Oil&Gas:** participated in modification of investment reglament for Upstream business of major oil company. Developed monitoring KPIs for exploration, development and extraction stages.
- **FI:** did multiple projects on development of customer journey in top Russian banks as well as in creation of advanced saving product uniting deposits and investment products; managed client's team.

Aton - OSTC — **Russia** January 2014 – June 2018
Derivatives trader

- Traded energy, agricultural and STIR futures across global markets (CME, ICE) using calendar spreads and delta - neutral trading strategies.
- Built market response models using VBA for momentum following strategies
- Created time - series models for statistical arbitrage in EVIEWS. Developed ARIMA and ARIMAX models.
- Initiated the project to apply Martingale principle to Light Sweet Oil price movement for further development of algo-trading.