

NIKITA PERSHINKOV

pershinkovnd@gmail.com

+7 (985) 768-19-82

EDUCATION

Newcastle University London

London, UK

Master in Banking and Finance, Distinction

September 2019 - September 2020

- **Courses:** Financial Theory; Financial Derivatives; Portfolio Management; Applied Econometrics; Central Banking; International Finance; Retail and Investment Banking;
- **Thesis:** "Capital structure of firms in Russian oil and gas industry"

Moscow State University

Moscow, Russia

Bachelor of Economics, GPA 4.4/5.0

September 2015 - May 2019

- **Courses:** Financial Theory; Financial Markets; Accounting and Economic Analysis; Principles of Advanced Mathematics; Microeconomics; Macroeconomics; Mathematical Statistics;
- **Thesis:** "Transformation of liabilities in the Russian banking system"

WORK EXPERIENCE

Samolov Group

Moscow, Russia

Analyst

December 2018 – April 2019

- Was responsible for negotiating with senior and top management of clients on terms of partnership and providing solutions for their business challenges
- Assisted in implementing our business solutions in 2 industrial companies
- Developed and executed the idea of making paper mail distribution which resulted in attaining 6 new clients over the next 2 weeks

LEADERSHIP EXPERIENCE

Newcastle Investment Society

London, UK

Vice-President

October 2019 - ongoing

- Responsible for strategy and development of the society in London
- Prepare topics to discuss on meetings with society members, lead the discussion by performing a presentation prior to it
- Work on establishing connections with finance societies from other universities, organize mutual lectures with guests from investment banking industry

Negotiations Club

Moscow, Russia

Co-founder and Mentor

May 2018 – July 2019

- Created an educational project to enhance students' negotiation performance in real-life situations
- Elaborated course structure and was responsible for maintaining relationships with partners
- As a mentor, helped 300 students develop essential skills for conducting successful negotiations
- Performed public presentations to 10-20 people on a weekly basis

Changellenge Cup Russia (Case Championship) - Finalist

Moscow, Russia

Team Leader

April 2018

- Assembled and led a team of 4 students in developing the solution to a business challenge
- Created financial model using different valuation methods to test viability of the solution
- Determined monetization model and estimated inflow-outflow of customers based on performance indicators of comparable projects
- Finished 16th in overall rating among all participants in Russia (99th percentile)

SKILLS

- **Standardized tests:** GMAT 710, 36 verbal, 49 quantitative, 8/8 IR, 5/6 AWA; IELTS 7.5/9.0
- **Technical Skills:** Stata, R, Bloomberg, MS PowerPoint, MS Excel
- **Languages:** English, Russian, German

HOBBIES & INTERESTS

Enjoy playing football and tennis, regularly explore new places for mountain skiing.