#### NATHAN GREGORI

Email: npgregori2-c@my.cityu.edu.hk | Phone: (852) 6765 5340

## **EDUCATION**

The City University of Hong Kong

BBA, Finance & Strategy and International Management

Aug 2021 - June 2025

- Highest Semester GPA: 4.06/ 4.3; secured the Highest CGPA in the department (expected Summa Cum Laude) Scholarships: Secured 10+ scholarships, including 2023 & 2024 City University of Hong Kong Scholarship, Top 5% performers College of Business (HKD 30K) | CityU's Outstanding Athlete's Entrance Scholarship (OAES)' 2021-2025 (HKD
- Achievements: Certified Beta Gamma Sigma member | 5x Dean's List | "Tiger Student" Award (Top 10% College of Business) | 1 Silver & 2x HK's Universities Fencing Team Champion (2021-2023) | CityU Student Ambassador 23/24 | Executive Mentoring Programme 23/24 | Golden Key Club

French International High School, Anna de Noailles (Romania)

Sep 2019 - Jul 2021

French Baccalaureate with "Honours" with Math and Economics Majors (highest grade in Eloquency Exam - Grand Oral, 20/20)

# PROFESSIONAL EXPERIENCE

Nomura | Equity swaps and financing Grad Sales Trader

Feb - Apr 2025

- Developed PrimeFlow Analyzer, a Python-based analytics tool tracking equities execution data at the industry, client, and stock levels, providing actionable insights that enhanced trader decision-making and client servicing
- Implemented an AI-powered trading support tool that transforms incoming lender messages into ready-to-book trade templates, significantly reducing booking time and minimizing operational errors for traders
- Automated key trading desk workflows using Python, streamlining repetitive tasks and increasing overall desk efficiency
- Designed a Type 9 hedge fund client database, enabling the Sales team to target and engage potential clients proactively
- Conducted service provider analysis for hedge funds, designing automated rating matrix for PMS, OMS, Fund Admin etc
- Collaborated with the Sales team to engage hedge fund clients, delivering strategic insights and analytical support for Hedge Fund Consulting initiatives

Hong Kong Exchanges and Clearing, Hong Kong | Finance - Data Analytics & Automation / Markets

- Generated 10 Tableau dashboards on cash markets, derivatives markets, and revenue analysis to report results to the senior management; identified and reported important insights with rationale on noteworthy business performance
- Attended and led the daily morning global markets meetings with 210+ attendees across Singapore, China, and Hong
- Formulated a project proposal, aided the manager in financial estimation and devised the project plan, including risks & applications to drive negotiations and secure funding for a high-profile data analytics project worth HKD 2.3 million
- Developed automative workflows to improve the efficiency of daily business operations using Power Automate
- Drafted a research paper for the Cash Equity development team on improving market liquidity via board lots, minimum spreads and slashing transaction costs by benchmarking metrics against global stock exchanges

ECONOS, Bucarest | Carbon Consultant Intern

May - Aug 2022

- Assisted in fundraising initiatives for the startup through competitions, event galas, and VC pitching by creating presentation decks and teaser videos for investor pitching and capital-raising
- Led analysis of carbon footprints for 10+ SME clients, including e-commerce, financial institutions, and other sectors, by utilising SCOP 1, 2, and 3 categories (SBTI base) and incorporating EEIO database with OECD data
- Aided in building final reports for clients, including data visualisation & interpretation, benchmarking, and building infographics

KPMG, Hong Kong | Transaction Services & Data Analytics Intern

Dec 2021 – Jan 2022

- Undertook two rotations within the Deals Advisory team; facilitated a large-scale change management project to transition the analytics software for 1000+ employees from Tableau to PowerBI
- Liaised with the management team to organise training sessions for employees, plus created presentation decks and tutorials to ensure a smooth transition to the new platform
- Designed PowerBI dashboards to evaluate sales and revenue performance data as well as present data visualisation on key trends

## LEADERSHIP ACTIVITIES

Semi Professional Fencer (foil) | World Cup, French National Team

Sep 2010 – Present

Ranked Top 8 U23 24-25 in HK. 2 Gold, 1 Silver at the Hong Kong Uni. Championship, represented France in 10+ World Cups, National Championship (2\* Silver, 2\* Bronze), National Circuit Gold (20-21); Certified Elite fencer (20-21) under French Ministry of Sports; Bronze at Fila x FAHKC 2024.

KEKO | Founder shopkeko.com

Feb 2024 – Present

Founded KEKO, a revolutionary product offering hygiene, self-care, affordability, a unique experience while saving the planet

Finance Virtual Internships & Programs | Participant / Selected Participant

JP Morgan Chase: Sales & Trading | JP Morgan Chase: Asset Management | Standard Bank: Sales & Trading | HSBC: Wealth Management and Private Banking | Goldman Sachs Excel Virtual Internship (2023) | JPMorgan Virtual Internship: CADP, 2023 | JPMorgan Chase & Co. Virtual Internship: Agile Methodology, Project Management (2023) | Deloitte Future Star Program (Nov 2022) | JPMorgan 2023 APAC Career4Corp Challenge | JP Morgan Winning Women Program (Mar-Apr 2023)

City University | Event Manager, Student Ambassador, Student Tutor

Sep 2023 – Present

Served as legend Emcee for the Tiger Ceremony 2023, attended by 400+ people; organised 3 major events, gathering 60+ people and coordinated tutorial sessions with athletes as a personal tutor for macroeconomics, managerial accounting, business statistics

Harrow International School, Apex | Fencing Coach

Nov 2021 - Present

## **SKILLS & INTERESTS**

- Languages: Fluent: French, English, Romanian. Conversational (B1/B2): Mandarin, German, Spanish
- IT: Advanced: Tableau, Excel, Photoshop, Adobe Illustrator. Competent: Python, SQL, Power Automate, Power BI, VBA
- Interests: Fencing, Piano (10 years), Hiking (M. Kinabalu 4095m), Chess (rated +1300 rapid), Swimming (7 years), Poker