

# Barnabas Vormwald

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## EXPERIENCE

### Independent Work & Travel

#### Personal Projects

- Delivered freelance engagements including market entry benchmarking for a Taiwanese e-commerce brand and business language coaching in Japan
- Cumulative global exposure across 76 countries overall

April 2023 – July 2024, Asia & Oceania

### Institutional Sales Associate

#### AllianceBernstein

June 2021 – April 2023, Munich, Germany

- Managed 15+ institutional mandates across the DACH region (AUM > \$3B) as primary contact for client communication, documentation, and execution
- Maintained full account coverage for 3+ months post-structure during solo operation; stabilized workflows and ensured service continuity across key portfolios
- Led screening and pursuit of institutional RFPs under limited team capacity; supported pipeline development and early-stage sales qualification
- Coordinated investment committee preparation and follow-up (equities, fixed income, alternatives); translated client priorities into internal execution across sales, investment, and external fund service providers
- Acted as key liaison between clients, consultants, internal stakeholders, and external management entities; triaged consultant inquiries and aligned pursuit strategy with senior sales leadership

### Fund Management Intern

#### PATRIZIA AG

September 2020 – January 2021, Hamburg, Germany

- Assisted fund steering for German real estate portfolios; contributed to financial planning, quarterly investor reports, and investment committee materials
- Verified and reconciled fund-level KPIs across BISON.Box, SAP, and Excel; developed macros to identify data inconsistencies and support reporting automation
- Prepared analyses and presentation inputs on COVID-19 impacts for retail assets; coordinated data with property management under tight deadlines

## PROJECTS

### Bachelor Thesis – China-Funded Infrastructure & Belt and Road Initiative

#### University of Applied Sciences, Aschaffenburg

- Conducted cross-country analysis of BRI projects in Pakistan, Sri Lanka, and Montenegro
- Quantified impacts using indicators on FDI, debt ratios, and trade flows; assessed implications for sovereign debt risk and resilience

### International Real Estate Development Project

#### Artesis Plantijn University College Antwerp

- Produced redevelopment concept for distressed property; led international student team across finance, urban planning, and architecture
- Built investment feasibility model and presented final project to external evaluators in investor-style format

## EDUCATION

### Master of Management

Peking University HSBC Business School • Shenzhen, China • Expected 2026 • 3.52

- Full Academic Scholarship (Top 5% of International Cohort)
- Coursework: Machine Learning in Asset Pricing – Regression/ML (OLS, Random Forest, PCA) with CRSP & WRDS datasets
- Thesis: Airline Pricing Strategy – Scraping & modeling global fare data; regression + ML to identify route-level mispricing & strategic pricing patterns

### Bachelor of International Real Estate Management

Minor in Finance, International Management • University of Applied Sciences • Aschaffenburg, Germany • 2021 • 1.6 (German Grading System)

### Exchange Semester – Business Administration

Royal Melbourne Institute of Technology • Ho Chi Minh City, Vietnam • 2020

## CERTIFICATIONS

### Climate Change and Investment Academy

The Earth Institute of Columbia University and AllianceBernstein • 2022

## SKILLS

Technical: Python (pandas, numpy, matplotlib, Playwright), Excel (advanced), basic SQL, SAP Finance Data: WRDS, CRSP, Compustat, Fama-French  
Languages: German (native), English (C1+), Spanish (B1+), Chinese (HSK2 – progressing)