

# Lamia Lahbabi

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## EDUCATION

### NEOMA Business School

Rouen, France

- **Double Degree : Master in Management, Programme Grande École x MSc in Finance** 2023 - 2026
  - Relevant Coursework: Corporate Finance, Strategy, Data Science for Finance, Investments, Behavioral Finance.

### Université Internationale de Rabat

Rabat, Morocco

- **Bachelor in International Management, Finance & Banking Major** 2020 - 2023
  - Relevant Coursework: Microeconomics, Macroeconomics, Financial Analysis, Accounting, Risk Management.
  - Thesis: Assessing the ESG Performance of US Companies: A Comparative Analysis of Industry Leaders.

## PROFESSIONAL EXPERIENCE

### Afrimobility

Casablanca, Morocco

February 2025 – Present

- **Venture Capital Analyst – Internship**
  - Sourced and identified investment opportunities across many sectors worldwide.
  - Analyzed startups and contributed to deal closings (commercial and technical due diligence, startup evaluation, financial statements review, legal documentation).
  - Structured business plans and presentations for projects from Afrimobility's startup studio (FastVolt).
  - Conducted global and local market research and benchmarking on Afrimobility's key sectors.
  - Represented Afrimobility in startup demo days, events, and investor communities to build visibility and source strategic opportunities.

### Defined Connection

Paris, Île-de-France, France

July 2024 – February 2025

- **Co-Founder and Managing Partner**
  - Helped 8 startups fundraise, with a focus on underrepresented founders (POC, refugees, female founders).
  - Led global expansion efforts by working with startups and investors across multiple countries, including the US, UK, Germany, Singapore, and Australia, increasing our investor network by more than 65% and positioning Defined Connection as a leader in Investor Relations.
  - Improved company operations by recruiting Venture Scouts, Advisors and Investor Relations Specialists, creating an efficient ecosystem within Defined Connection.
  - Built partnerships with investors, brokers, and consultants to support our clients with their needs.

### Digital Africa

Paris, Île-de-France, France

January 2024 – July 2024

- **Venture Capital Analyst – Internship**
  - Implemented a pre-screening process for startup applications, saving the investment team 50% of evaluation time and significantly increasing productivity.
  - Created databases on Notion to track fundraising news and monitor accelerator/incubator startups, enhancing our scouting pipeline, investor relations, and potential partnerships.
  - Scouted startups outside the traditional stream, conducting pre-application calls and encouraging them to apply to Fuzé, increasing weekly applications by up to 20%.
  - Conducted commercial and legal due diligence, investment analysis, and market research on multiple startups.
  - Passed a startup to the Investment Committee and supported the analysts through to closing.

## EXTRACURRICULAR ACTIVITIES

- **Memberships:** Climate VC, Level 20, GEN, Girls Into VC, GAIN, Effective Altruism, 100 Women in Finance
- **Certifications:** Bloomberg Market Concepts, Problem Solving with Excel, Intro to AI by Google, Notion Certified

## ADDITIONAL INFORMATION

- **Languages:** C2 level in English and Arabic, C1 level in French, A1 level in Spanish.
- **Skills (Software):** Office 365, Bloomberg, CapitalIQ, HTML, Notion, Figma, CRM, Airtable, Asana, PitchBook
- **Skills (Technical):** Investment Analysis, Financial Modelling, Deal Sourcing, Investor Relations, Research
- **Interests:** Gender Equality, Wellness, Astronomy, Fine Arts, Travel, Music, Technology, Animal Welfare