

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

- *Venture Capital Analyst – Internship* February 2025 – Present
 - 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

- *Co-Founder and Managing Partner* July 2024 – February 2025
 - 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

- *Venture Capital Analyst – Internship* January 2024 – July 2024
 - 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