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Paris, France

LinkedIn

EDUCATION

Bachelor of Science in Economics

Université Paris-Dauphine, France, Paris
2016 - 2020

- Major: Economics
- Graduated with high honors

SKILLS

- Financial Modeling and Analysis
- Strategic Planning
- Market Research and Competitive Analysis
- Business Development
- Project Management
- CRM Software (e.g., Salesforce)

LANGUAGES

- English (Native)
- French (Native)
- Italian (Fluent)

AWARDS

- Top Performer Award (2023), Tech Solutions Europe

LOIS LAROCQUE

EXPERIENCE

- 2020 - Now

Business Development Specialist

Tech Solutions Europe / France, Paris

- Lead business development initiatives within the European market, achieving a 15% revenue increase in the first year.
- Cultivate and manage strategic partnerships with key clients across France and neighboring countries, contributing to a 20% growth in the client base.
- Direct a team of junior analysts in market research and competitor analysis, providing actionable insights to enhance market positioning.
- Develop and execute customized sales strategies to penetrate new markets.

- 2019 - 2020

Financial Analyst Intern

Alpha Capital Partners / Monaco

- Conducted financial modeling and valuation analysis for potential investment opportunities, contributing to a successful €10 million Series A funding round.
- Prepared investment memos and pitch decks for presentations to venture capital firms, leading to €5 million in new investment commitments.
- Assisted in the due diligence process for cross-border merger transactions, identifying potential risks and opportunities for value creation.

CERTIFICATIONS

- 2022 - Now / France, Corporate Finance Institute (CFI)

Certified Financial Modeling & Valuation Analyst (FMVA)

EXTRACURRICULAR ACTIVITIES

- 2021 - 2022 / Paris, France, Non-Profit Organization

Volunteer Consultant

- Provided pro-bono consulting services to local non-profits, helping to develop strategic plans and improve operational efficiency.