**Edited (Tracked)**

**Charlotte Rogers**

Broadmead, Auriol Road, Flat 13 - W14 0SS London - +44 (0)7 463 141 052 - vlottin688@gmail.com

**Buy-side Analyst / Asset Manager**

Profile Summary and Skills

Professional with 9 years’ experience in financial analysis, both from fundamental and technical perspectives, on small up to mid-cap values; result-driven with a strong track record of delivering top performance; dynamic and rigorous with profound interest in investment strategies for equities and/or debt securities markets. Presently seeking a position as an Asset Manager assistant. Skills include:

|  |  |
| --- | --- |
| **Analysis** | **Communication**  |
| * Measuring performance of companies through analysing their financial statements.
	+ Evaluating yield probabilities and risks related to investments (NPV, ROI, IRR calculations)
	+ Developing an Excel-based matrix that enables acceleration of the analysing process by automatically generating financial indicators.
 | * Liaising with executive boards and interacting with clients on a regular basis.
* Preparing and animating meetings with clients.
* Performing presentations in front of nearly 50 people comprising diverse public, such as employees and/or members of the governing board.
* Negotiating with suppliers.
 |
| **Management**  | **Knowledge (MBA curriculum)** |
| * Monitoring purchasing budgets with the objective of maximising their expected return.
 | * Equities, debt securities and derivative products.
	+ Portfolio valuation: P&L, calculation and analysis of Global Risk Exposure (Var, beta parameters).
	+ Portfolio management strategies.
	+ Micro and macroeconomics.
 |

Professional Experience

**Independent consultant (Paris) 2014–2015**

* Diagnosed companies on behalf of stakeholders (management board, potential investors, employees) by analyzing their financial statements, assessing their strategies, and estimating their value primarily based on discounted cash flows method.
* Produced financial reports and created mediums of presentation aimed to be presented before the executive board.

***ECODIA/AECD (Paris)***

***Firm specializing in providing audit, consulting, and financing advice.***

**Senior Financial Analyst 2009–2013**

* On behalf of the creation of a subsidiary, elaborated a 5-year business plan encompassing diverse scenarios, aimed at the board committee and resulted in its unanimous approval.
* Analyzed financial statements as well as strategies and companies’ environnment (competitors, positionning, market laws regulations).
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* In the context of subcontracting agreements related to management consultancy and/or enterprise diagnoses, conducted market studies as well as strategy and operational management reviews.
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* Prepared working group reunions and meetings with clients.

**MODA CONCEPT (Paris)**

***Organization specializing in shoe accessories, which designs, sources and delivers to retailers throughout Europe.***

**Senior Product Manager 2001–2004**

* Developed market responsible for and increased its revenues by …% notably by defining and setting up commercial strategies.
* Improved rentability by …points by leading negotiations with suppliers (mostly located in China and Taiwan) and helped develop new partnerships.
* Realised the follow-up of management results by setting up scorecard reportings, analyzing results, and defining the actions that needed to be developed.

***VIVARTE (Paris)***

***Purchasing group specializing in ready-to-wear and shoe accessories.***

**Junior Product Manager 1996–2000**

* In charge of a budget of …€, overtook objectives from the last year and contributed to increase the turnover of the departement in charge of by …% and its rentability by …%.
* Managed a ….€ buying budget by developing the collection relative to two major brands: defined the collection plan and decided upon the quantities to buy in each category of products, and assured negotiation with suppliers.
* Realised the follow-up of results by analyzing performances and deciding upon future actions depending on the analyzed results.

Education

**Sciences Po Paris:** Master degree with concentration in finance (2005)

**IFM Paris**: Postgraduate Studies in Management with specialization in Ready-to-Wear and Luxury Goods (1995)

**HEC Montreal**: Bachelor’s degree in Business and Administration (1993)

Other Skills

Languages: French (native language), English (fluent), Spanish (basic knowledge)

IT: Microsoft Office: Excel, PowerPoint, Word; VBA (basic programming)

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* I realised the follow-up of results by analyzing performances and defining upon actions to take depending on the analyzed results.

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