

THIBAUT GREGOIRE LAURENT

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EDUCATION

SKEMA School of Business – Suzhou, China Paris, France <i>MSc in Financial Markets & Investments</i>	Sep 2026 – Oct 2028
NOVA School of Business and Economics – Lisbon, Portugal <i>BSc in Management – GPA: 15/20</i>	2023 – 2026
IE University – Madrid, Spain <i>Exchange Semester in the BBA – GPA: 17.5/20</i>	Sep 2025 – Dec 2025
Lycée Français Charles Lepierre – Lisbon, Portugal <i>French Baccalaureate – GPA: 17/20 Math/Physics Major Math Grade: 18/20</i>	2019 – 2023
French International School of Hong Kong – Hong Kong, SAR	2016 – 2019
IFS - International French School of Singapore – Singapore	2011 – 2016

EXPERIENCE

Richemont, Financial Analyst Intern (FP&A & Controlling) – Lisbon, Portugal July 2026 – Aug 2026

- Conducted financial performance analysis across business units, identifying key drivers of revenue, margins, and cost variances.
- Supported budgeting and forecasting processes, assisting in the preparation of financial projections and scenario analyses.
- Built and automated Excel-based reporting tools to streamline monthly financial reporting and improve data accuracy and processing efficiency.
- Supported budgeting and forecasting processes, assisting in the preparation of financial projections and scenario analyses.

BNP Paribas

Equity Derivative Sales Analyst – Hong Kong SAR Jun 2025 – Aug 2025

- Analyzed and structured equity derivative products (options, autocallables, delta-one), evaluating payoff dynamics, Greeks exposure, and suitability across different client profiles and volatility regimes.
- Built Excel-based pricing and payoff tools to run scenario analysis and Greeks sensitivities, improving efficiency in sales coverage and client discussions.
- Collaborated with trading and structuring teams to monitor risk exposures and support hedging strategy analysis.
- Generated and presented market-driven trade ideas based on volatility surfaces, macro trends, and relative value opportunities.

Networking & Capital Markets Intern – Lisbon, Portugal Spring 2025

- Selected for a highly competitive capital markets program with direct exposure to ECM, DCM, and Global Markets, developing a strong understanding of equity/debt issuance, investor positioning, and market timing considerations.
- Worked closely with front-office professionals to analyze live market conditions and transaction rationales, assessing how macro trends, rates, and investor demand influence capital raising strategies.

NOVA Case Team Dec 2024 – Jun 2025

- Solved strategy and corporate finance cases for BCG, EY, Accenture, and Mastercard, structuring ambiguous problems into actionable.
- Performed market sizing, competitive benchmarking, and financial viability analysis, synthesizing insights into investment-style conclusions.

AmplifyME, Finance Simulations – Online Feb 2025 – Mar 2025

- Executed full-cycle M&A and investment analyses in high-intensity simulations, building integrated valuation models (DCF, comps, precedents, LBO) to assess transaction attractiveness, pricing, and capital structure optimization.
- Modeled accretion / dilution returns (IRR/MOIC), and downside scenarios, evaluating deal feasibility and risk-adjusted returns with a focus on private equity-style investment decision frameworks.

LEADERSHIP EXPERIENCE

CAPICHE, Co-Founder – Hong Kong, SAR Jun 2025 – Present

- Co-founded an AI-focused education platform, driving product strategy and development with a focus on scalable, data-driven personalization models.
- Conducted primary (user interviews, surveys) and secondary (academic literature) research on AI in education, translating insights into product features and positioning.
- Evaluated growth opportunities and acquisition channels, using user feedback and engagement data to iterate on product and improve retention dynamics

IE Investment Club, Research Team Leader – Madrid, Spain Sep – Dec 2025

- Led a team of analysts in producing institutional-quality equity research, driving idea generation, financial modeling, and investment theses across sectors using fundamental valuation methodologies (DCF, comps).
- Presented high-conviction investment recommendations to the club's investment committee, articulating catalysts, valuation drivers, and downside risks in a clear, portfolio-oriented context.

Locallista, Head of Quality & SEO Jun 2024 – May 2025

- Managed and allocated marketing budget across SEO and paid acquisition channels, analyzing performance metrics (CAC, conversion rates, ROI) to refine campaign efficiency and scale user growth.
- Led customer acquisition and retention initiatives across B2B and B2C segments, optimizing conversion funnels and directly contributing to platform growth in Lisbon, Madrid, and Barcelona.

Calculus I & II Tutor Oct 2023 – Apr 2024

- Improved student performance by applying structured, exam-oriented problem-solving frameworks and simplifying complex quantitative concepts.

EXTRACURRICULAR

SEMEAR, Pro-Bono Accounting & Financial Consultant Jun 2024 – May 2025

- Performed financial analysis to support budgeting, forecasting, and strategic planning, informing operational and funding decisions.
- Presented data-driven recommendations to stakeholders and managed operational execution of institutional initiatives.

NOVA Surf Club, Head of Marketing Dec 2023 – Sep 2024

- Led marketing strategy for one of the university's largest student organizations, driving member growth and event participation through targeted digital campaigns and partnership initiatives.
- Managed multi-channel outreach (social media, events, partnerships), using engagement and conversion metrics to optimize campaign performance and maximize turnout and revenue generation.

SKILLS AND INTERESTS

Finance Technical Tools

- Financial Modeling (DCF, LBO, Comps), Valuation & Deal Analysis.
- Excel (Advanced), Scenario & Sensitivity Analysis
- Python (pandas, NumPy – basic).

Certifications

- **Microsoft Office Specialist:** Excel 2016 Expert – 1000 / 1000.
- **PCEP – Certified Entry-Level Python Programmer.**
- InvestIN: The Young Entrepreneur.

Languages

- French (Native), English (C2), Portuguese (B2), Spanish (B2).

Personal Interests

Psychology | Philosophy | Sports (Swimming, Tennis, Golf, Personal Training) | Debating | Reading