

## Yoann AGNESETTA

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26 Years old – Single, French driving licence

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**Objective: Work request in Global Banking&Markets from January 2010**

### KEY COMPETENCES

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- Motivated, dynamic, proactive ~ Good organizational and co-ordination skills ~ attention to detail
- Ability to work under pressure ~ Strong interest for financial markets and trading
- Knowledge of equities and derivatives, operational procedures and controls
- **Computers skills:** Pack Office, Bloomberg, Reuters, Bolivar, Murex, MDS, Sophis, Spirit
- **English:** Fluent (TOEIC: 820/990) **French/Creole:** Native **Spanish:** Intermediary **Italian:** Notions

### PROFESSIONAL EXPERIENCE

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**June 2009 - July 2009: Sales, off Shore placements, Austen Morris Associates, Shanghai, CHINA**

- Global pitch drafting for potentials investors on financials products
- High earnings customer's prospections

**Sept. 2008 – Mar. 2009: Sales, Structured Equity Products, HSBC Global Banking&Markets, PARIS**

- Sales Back-up, planning management, customer's relationship management
- Collateral checking and agreement with support team (back office, middle office, treasury department) and head office, account balance due to stock movement based on customer contract
- Global pitch drafting, implementation of excel tools and financials simulations on stock derivatives (as put spread, call spread, equities forwards, equities swap, total return swap, iron condor)
- Investment cycle (structured equity solutions), Monetisation (LTV: loan to value, stock exchange against cash for definite period of time), Employee stock attribution through structured fund
- Annuals reports, accounts and data analysis for corporate financing optimization, as company emissions on hybrid bonds and corporate bonds, coverage strategies on commodities, currencies, stocks, number of stock option attributed and processed
- VBA & Excel (Macro) development, product pricing and structuration, capital financing. Using financial simulations on Greeks (Beta, Delta, Gamma, Rho, Theta, Vega)
- Updating corporate data's, graphics, using Bloomberg tools

**January 2008 - July 2008: Portfolio Management, Equities and derivatives, BNP PARIBAS, PARIS**

- Non Cash Collateral management (portfolio around 25 bn \$), Stocks loans returns booking, P&L
- Trades Booking and calculations: collateral, recall and deposit (monep, liffe, eurex and commodities)
- Short & Long Bonds Management
- International dealing activity (Far East, Europe, North and South America)

**January 2006 – Aug. 2006: Trade Support, Stocks Loans Operations, BNP ARBITRAGE, PARIS**

- Instructions and Settlements, Cash Collateral management (1 bn \$, daily basis)
- Rebates and Fees, Cash Pool, Mark to Market, Refinancing
- Checking accounts positions with counterparties and custodians
- International Account Manager (Stocks from Far East, Europe, North and South America)

### EDUCATION

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**2006-2009: Euromed-Marseille: ESC program** (Master degree: Markets Finance, Financial Engineering)

**2003-2006: Bordeaux Business School: SUP'TG program** (Bachelor graduation: Finance speciality)

**2001-2002: International Tersac High School: High school graduation** (economic and social sciences)

### ASSOCIATIVE EXPERIENCE

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**2004-2005: Market studies:** Organization and realisation of a market research effectuated in a group and concluded by an oral presentation in front of a jury (for ALSTOM and ACCOR)

### PERSONAL INTERESTS AND ACTIVITIES

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**Leisure:** Music, culture, extensive travel in Europe, Far East and America

**Sports:** Golf: (still practicing), Tennis, Soccer, and Rugby

**Other:** Investment club (on the French index), Metizo Certificate