

Vladislav Lileykin

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EDUCATION

Universite catholique de Lyon

French language courses, B1+ certificate

Lyon, France

January 2017 – May 2017

EDHEC Business School

MSc in Management Studies

Lille, France

September 2015 – June 2017

University Higher School of Economics

BSc in Banking and Finance

Moscow, Russia

September 2010 – May 2014

University of London

BSc in Banking and Finance (2nd Upper Degree Diploma)

London, UK

September 2011 – May 2014

PROFESSIONAL EXPERIENCE

BCS Global Market

Moscow, Russia

Analyst

Dec 2019 – current time

- Participation in deals on DCM markets as a sole DCM analyst. Deal range includes: Eurobond placement in USD, CHF, EUR and RUB, RUB local bond placement, Tender offer, Consent solicitation, Rating advisory, NDR preparation and coordination, etc.
- Full coordination / preparation of pitch making for the whole DCM product range including Eurobond issue, Liability management, local RUB issues, convertible bonds, consent solicitation, rating advisory and financing strategy across Europe, Africa and CIS.
- Data mining (market analysis and updates on capital markets, financial analysis). Have successfully found numerous targets for DCM business, initiated dialogue with several blue-chip names, resulting in several mandates.
- Deal execution and syndication, including participation in conference calls and meetings, bookbinding (syndicate role) and assisting / managing sales department.
- Analysis across South African banking industry to find a partner and roll-out ECM / DCM services on the market

Bosch

Moscow, Stuttgart, Engels - Russia / Germany

Junior Managers Program

May 2018-March 2019

- Developed and presented to Sales and Public Relations department new leasing scheme, designed to increase division's income by more than 20%, raise the loading of plants by 10% and give 5% to economy of scale
- Held new products pitch to our private and government owned partners in conjunction with financial analysis. Supply growth by 11%
- Led the cost reduction project on power tools production lines across 5 divisions. Cumulative result is 15% cost reduction
- SAP and Kan-Ban system integration project for the internal logistic of Sparkling plugs production

KPMG

Moscow, Russia

Analyst, Treasury Department

Sep 2017-Dec 2017

- Implemented cash pooling system:
 - Prepared presentations and supporting materials which led to a new project from the client
 - Optimized costs by 15% for oil-holding by cash-pooling implementation
- Created top-management structure after M&A for the leading retail chain, accomplished with new compensation standards and presented it to the client, costs cut not less than 10%
- Reduced by 20% time consumptions for operations to prepare for clients meetings, as an output 15% less overtime for Treasury team members
- Building and maintaining financial models to derive revenue, EBITDA, FCF and EPS forecasts. Conducted equity valuation analysis using DCF model and relative valuation models.

- Tracked new regulatory developments, key upstream/downstream performance indicators, oil and gas stock performance, and commodities prices.

Mobivia Groupe

Lille, France

Market Analyst – Department of Strategic Development

May 2016 - Nov 2016

- Developed financial model to choose proper regions and cities for marketing study, with 95% accuracy to company's requirements
- Initiated 5 business meetings on executive level with after-car market regional leaders by proposing next cooperation benefits: joint-purchases, joint-logistic & joint-delivery from contract-plants; These meetings led to 2 joint-purchases contracts signing
- Built NPV, IRR and payback models for upstream/downstream projects for VIAid division
- Developed 15% more accurate survey map and conducted more than 150 car owners interviewed with photo-reports. Customer satisfaction was increased by 25% and costs were declined by 17%.
- Final report was defended to the Board of Directors of Mobivia which resulted in: plan to enter in 6 more regions, 3 new trademarks will be launched on the market, aim to increase investments in Russia by 70% for the next 5 years

Souz-Les

Moscow, Russia

Assistant Manager, Department of Economics

Sep 2014 – Jul 2015

- Led B2B clients project, which increased by 30% processing of applications by developing unified system 'from call to shipment'
- Reduced government tender preparation time by over 15% by implementing new quality-control system across business processes

PWC

Moscow, Russia

Intern, Tax & Legal Consulting

Oct 2013 – Mar 2014

- Corporate tax consulting, analysis of judicial precedents and analysis of controlled transactions
- Benchmark implementation
- Covered public oil and gas companies in Russia. Prepared research reports, event updates daily news analysis and presentations on investment recommendations to portfolio managers.

AWARDS & HONORS

- **ICEF outreach** (5 repaired orphanages, more than 200 children got help) – Moscow, Ivanovo, Kostroma
 - Implemented standardized system of support for orphanages – (Cost reduction by 20%). Charity association was promoted to TOP across HSE
- **Bosch Primavera** local kindergartens and schools financial and organizational support
- **Bosch PCM internal award:** Level & Quality of Implementation of internal standards of production
- **Shell X Edhec Business School: Digital innovation in Conservative Industry.** 1st place out of 20 student teams.

SKILLS

- Computer skills: Microsoft Word, Excel, PowerPoint, Project — advanced; 1C (SAP analogue), Bloomberg, SPSS, SAP
- Languages: Russian (Native), English (Fluent), French (B1+)