

**BESSON-VIVENZI Maxime**

04/17/1988

French nationality – Paris

**Objective :** a position where I could help you by applying my skills and experience to your actual life and business

**PROFESSIONAL EXPERIENCES**

**2012 TOTAL SA**

**Mergers & Acquisitions Analyst  
Project Manager**

*Responsibilities:*

- Analyzed M&A projects in the oil & gaz sector
- Worked on multiple sell-side and buy-side acquisition projects
- Used and developed a fully integrated proprietary discounted cash flow model used to value business enterprises and also compare values against a variety of M&A transaction benchmarks

*Results:*

Total closed transaction volume approaching \$17 billion in North America, Africa and Asia ranging from \$10 million to \$500+ million

**2011 BNP PARIBAS**

**Business Analyst**

*Responsibilities:*

- Consulted on innovation and new technologies investments
- Developed innovations and online strategies for banking, insurance, media and industrial companies' CEOs
- Led benchmarking missions for the French Council for the Development of Economic Literacy
- Coordinated client business trips and directed team-building corporate excursions

*Results:*

6 conferences organised in Paris, London and Shanghai, more than 350 participants. Number of clients: +30%.

**2010 FINANCIERE DE L'ECHIQUIER**

**Financial Analyst**

*Responsibilities:*

- Analyzed company's financing needs and worked with management to raise capital
- Investigated market share and data on competitors
- Quantified the impact of debt and equity financing on capital and ownership structures
- Prepared presentations on PowerPoint and various investor documents on Word and Excel

*Results:*

Total capital raised for the year: +600 million Euros. Global performance of the funds: +13%.

**2009 LONLAY & ASSOCIES**

**Private Banker**

*Responsibilities:*

- Conducted comprehensive reviews of client portfolios, including meetings with clients, lawyers and advisors to assess strategies based on objectives and risk profile, identified opportunities, and prepared customized asset allocation suggestions
- Prepared and conducted presentations to clients and key stakeholders, arranging hand-off to peers if required based on client's needs

*Results:*

Managed 30 new clients over the year for more than 30 million Euros.

**2008 MINISTRY OF FINANCE, INDUSTRY AND LABOUR**

**Minister's personal assistant**

*Responsibilities:*

- Created analysis reports on young unemployment issues
- Formulated information packages on VAT and GMO issues for public occurrences
- Reviewed and summarized daily media for the minister
- Wrote resumes of press information

*Results:*

More than 50 press meetings organized in 6 months and 2 conferences with all the European Ministers of finance, industry and labour. 2 information packages used by the French Government in 2011.

## EDUCATION

- 2011-2012 **Grenoble Graduate School of Business**  
*MSc in Finance*
- 2008-2011 **Grenoble Graduate School of Business**  
*Master in Management*
- 2008-2011 **Université Paris I Panthéon-Sorbonne**  
*3<sup>rd</sup> year, Student in Law (B.A.)*

## LANGUAGES

French (native), English (fluent), Spanish (fluent)

## PERSONAL INTERESTS

Redactor in Chief of Terimmo: a luxury real estate magazine  
Debating: University debating team and organization of debates and events  
Sports: tennis (High level : 13 years, teacher : 2 years), golf (leisure)  
Art: impressionism / photography  
Trips: Europe (Spain, Italy, Finland, Germany ...), USA, Canada, Australia