MARK KLEYNER

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EDUCATION

UNIVERSITY OF EDINBURGH, MA Economics and Geography   **2018 – Present**
First Year Average: 1st Class (71%). Economics School 1st Year Rep, Geosciences School 1 & 2nd Year Rep: promoting joint-honours reform
- SLATE Programme School of Economics Research Assistant

UNIVERSITY COLLEGE SCHOOL (London), High School Diploma   **2007 – 2018**
- 12 GCSEs (8A*,4A); 5 A-levels (A*,A*,A,B,C); EPQ (A*)

RELEVANT WORK EXPERIENCE

THE WEDNESDAY GROUP LLP   **April 2020 – Present**
Head of Consulting   Edinburgh, UK
- Managing all consulting service operations at The Wednesday Group (TWG) by directly overseeing consulting, client services and ops activity
- Led a 10-person business development team on strategy, restructuring and expansion activities *as a Senior Consultant (Jan 2020 – Mar 2020)*
- Analysed M&A rationale and investigating market entry strategies for TWG's expansion around the UK *as a Consultant (Sep 2019 – Jan 2020)*

MACQUARIE, EY AND NOMURA   **March 2020 – April 2020**
Spring Weeks (<1.5% application success rates)
- Interned with and learnt from Sales and Trading and GM, Transactions and Consulting, and IBD teams respectively
- At Nomura, outperformed 4/5 teams with a 32% return in a trading simulation

H2 VENTURES   **January 2020 – March 2020**
Venture Capital (Virtual) Internship   Edinburgh, UK
- Explored investment selection processes, identifying key factors of success and recommending 10 possible pre-seed investment options
- Used 5 VC financial modelling methods (inc. First Chicago, Comp, Scorecard, RFS & VC), to value 2 Australian fintech start-ups

CITIGROUP   **October 2019 – November 2019**
Institutional Banking (Virtual) Internship   Edinburgh, UK
- Successfully completed task modules preparing company and industry overviews on a Gaming Sector M&A deal using Comparables and a DCF
- Constructed an optional portfolio to track and outperform the ASX200 for 2 different investor profiles for a model AUD$1bn fund allocation

IQVIA   **July – August 2019**
Summer Insight Programme Participant   London, UK
- Explored divisions through fast-paced rotations across Commercial, Real World and Business Support Teams and engaged with business leaders
- Worked with analytical units within Technology Solutions, Business Intelligence and Consulting teams on case studies, reviewing the usage of AI and ML to match flexible client needs with bespoke, innovative solutions, accessing how to maximise clients' returns on investment

BETTER NATURE   **June 2019**
Summer Business Analyst   London, UK
- Completed opportunity investment assessment of £200k+ within new business development via a new product line, in ¼ of given timeline
- Pitched opportunity evaluations to founders and advised an agile workflow integration. Attained CEO support for research conclusions

MCKINSEY & COMPANY   **April 2019 – May 2019**
Solve It UK Consultant   Edinburgh, UK
- Directed a strategy team researching revenue growth optimisation strategies for social-mobility accelerators within the charity sector
- Modelled end to end digital strategy with implementation road map to grow social mobility company's client base by 212% by 2021

HERMITAGE CAPITAL MANAGEMENT LLP   **August 2017**
AML Assistant to Head of Market Research   London, UK
- Analysed 5 years of monetary flows through Estonian banks and designed a framework for identifying and flagging suspect HNWI transactions
- Conducted due diligence on suspicious transfers of €1-10m, ranked likelihood of money laundering and provided RU-ENG translation support

OTHER WORK EXPERIENCE

BAIN, BCG, CITI, GSK, HSBC, M&G INVESTMENTS, NOMURA   **December 2017 – October 2019**
Relevant Insight Days and Entry-Level Experience Participant   London, UK
- Led or co-led teams of 4-8 across Private Equity, M&A, GCM, Ops, Tech, WM and IB divisions (respectively) through group case-competitions
- Investigated competitors, key research developments and Fintech innovations towards lowering costs, and improving operational efficiencies

DMA TALENT   **March – April 2019**
Data Laboratory and Data Academy Data Analyst   London, UK
- Researched customer segmentation, RFM modelling and technological developments in data analytics for strategic & digital consulting
- Pitched multifaceted marketing strategies addressing increased advocacy and customer-market expansion for Ralph Lauren and prepared data-driven growth restructuring solutions for the TFL and the London Council, leading market research and data analytics team respectively

MCKINSEY & COMPANY   **July 2018**
Leadership Academy Trainee   Crowthorne, UK
- Developed leadership and teamwork through intensive coaching by McKinsey consultants, prepared & presented business transformation advice
- Trained for, designed and pitched a presentation, where I leveraged my entrepreneurial mindset in a project simulating McKinsey engagement

LEADERSHIP POSITIONS & VOLUNTEERING

EDECONSOC INVESTMENT BANKING CLUB   **April 2019 – Present**
President [M&A Case Coordinator April 2019 – March 2020]   Edinburgh, UK
- Independently researched M&A Deals, created a pitchbook and won UoE's 2018-19 M&A Competition, stressing market diversification gains
- Analysed Profit & Loss Statements and forecast ROI for a biopharma acquisition, using Comps, DCF+WACC & Precedent valuations
- Designed a user-friendly guide for using CapitalIQ, Ibis World, Bloomberg and coordinated 20+ M&A Analysts during Case Competition

MODEL WTO EDINBURGH   **May 2019 – Present**
Head of Research and General Activities Manager   Edinburgh, UK
- Founded the MWTO Research and Discussion Group to promote research into and discussion of key Global Trade issues
- Developed a framework for, and now coordinating, E-Skills training to increase academic engagement with the WTO's functions
- Managing the organisation of 3+ operational teams at MWTO Edinburgh such as Magazine and Blog Publication & Research teams

SCHOOL OF GEOSCIENCES (EDINBURGH UNIVERSITY)   **September 2019 – March 2020**
Social Media Coordinator (GeogPals Peer Assisted Learning Scheme Team)   Edinburgh, UK
- Liaise with key stakeholders across the School of GeoSciences & the University's Student Association (EUSA) promote GeogPals skills training
- Run lessons, facilitating extra teaching and support across Human and Physical Geography modules by helping students improve working habits

EDINBURGH UNIVERSITY GEOGRAPHICAL SOCIETY (GEOGSOC)   **May 2019 – March 2020**
Corporate Affairs Manager   Edinburgh, UK
- Arranged corporate sponsorships and academic partnerships for GeogSoc; building frameworks for annual 'GeogSoc' careers events & fairs
- Organised the GeogSoc Careers Fair 2020 & 'October Networking' – the first GeogSoc careers events ever run at UoE, marking an 85th anniversary
- Supported optimisation initiatives within GeogSoc to raise student satisfaction and promoting collaboration with the Geography Association

EDINBURGH UNIVERSITY TRADING AND INVESTMENT CLUB (EUTIC)   **January 2019 – January 2020**
Equity Research Analyst   Edinburgh, UK
- Supervised and mentored a project team and successfully pitched ETFs and rare-disease biopharmaceutical equities, adapting to tight deadlines
- Used Bloomberg Terminals and Capital IQ's databases and built accurate DCF models for Mergers & Acquisitions deals & transactions research
- Convinced Fund Team to invest £2500+ in recommended stocks – the only EUTIC alternative-sector analyst to successfully secure investment

ALZHEIMER'S SOCIETY   **December 2017 – June 2018**
Project Support Volunteer   London, UK
- Managed and optimized excel databases, using live data sets to present on insights gained from liaising with stakeholders
- Built and delivered actionable dashboards for key stakeholders by applying excel pivot tables to create digital displays for marketing teams

ACHIEVEMENTS & AWARDS

- 2020: 2x Edinburgh Award for Outstanding Contribution to Student Interest Representation and Student Learning
- Edinburgh University 2019 Investment Banking M&A Case Competition Winner
- UK "Bebras" Computational Thinking Challenges 2016, 2017, 2018 - Certification of Distinction, ranked top 4% in the UK
- UCS Computer Science Prize 2016, Geopolitics and International Relations Prize 2018
- Senior Maths Challenges 2016, 2017 – Silver Award, Intermediate Maths Challenge 2015 – Gold Award

SKILLS & PERSONAL INTERESTS

Technical Skills: Basic HTML5, CSS, Python, JavaScript. Proficient in MS Office, Client Support/System Administration
Languages: Native in English and Russian. Limited working proficiency in French.
Interests: Polemology, Competitive sports, Travelling, Development Economics, Geopolitics, SDGs, WTO negotiations
Sports: Edinburgh GS Hockey 1st XI (top scorer 2019/20), UCS Hockey 1st XI (top scorer 2016/17), UCS Chess 1st VI & UCS Tennis 1st VI.

EXTRA EDUCATION

BIZINTRA TRADING ACADEMY, On-Demand Trading Course   **October 2019 – January 2020**
- Sponsored to study trading psychology, commodity training, economic indicators and risk management, while managing a portfolio of £10,000+

YALE UNIVERSITY, Online Course   **June – July 2019**
Financial Markets – Econ 252 (with honours), Grade: **99.4%**
- Explored Behavioural Finance, Equity Markets, Insurance, P&L reports and price indexes like S&P's Case Shiller Index via US case studies
- Studied underwriting, financial management & innovations in financial markets, researching financialisation of housing and market connotations

UNIVERSITY OF SOUTHAMPTON, Summer Course   **July 2017**
Electronics and Computer Science University Summer Course
- Studied and evaluated encryption and cryptography techniques like Enigma and Venona codes and achieved a team award for resilient effort
- Assessed hardware engineering pathways through and gained exposure to electricity supply chains focussing on windfarm grids

STANFORD UNIVERSITY, Online Course   **June – September 2017**
CS101 Introduction to Computer Science, Grade: **97%**
- Studied data structuring, analogue-digital differences, learned about normalisation and principles of computer hardware and components
- Learned how to use JavaScript for digital image manipulation, including transposition and colour-contrasting

IMPERIAL COLLEGE LONDON, Summer Course   **July 2015**
Web Development: HTML5/CSS/JS/jQuery
- Designed website for a translation start-up using HTML, CSS and JavaScript. Analysed JS and jQuery usage to track analytics for marketing