

# MARK KLEYNER

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## EDUCATION

**UNIVERSITY OF EDINBURGH**, MA Economics and Geography 2018 – Present  
First Year Average: 1<sup>st</sup> Class. School of Economics 1<sup>st</sup> Year Class Rep

**YALE UNIVERSITY**, Online Course June – July 2019  
Financial Markets – Econ 252 (with honours), Grade: **99.4%**

- Studied Behavioural Finance, Equity Markets, Insurance and various price indexes like the S&P Case Shiller Index analysing key US case studies
- Learned about underwriting and key innovations in financial markets, researching financialization of housing and connotations for new markets

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

A-Levels: EPQ (**A\***), Geography (**A\***), Russian (**A\***), Economics (**A**), Maths (**B**), Computer Science (**C**)  
GCSEs: **8 A\*s** and **4 As** including Mathematics, English Language, English Literature, History and French

**UNIVERSITY OF SOUTHAMPTON**, Summer School July 2017  
Electronics and Computer Science University Taster Course

- Studied encryption and cryptography techniques, including cases studies on Enigma and Venona codes
- Learned about hardware engineering fundamentals through case studies electricity supply chains focussing on windfarm grids

**IMPERIAL COLLEGE LONDON**, Summer School July 2015  
Web Development: HTML5/CSS/JS/jQuery

- Designed website for prototype translation company from scratch, using a combination of HTML, CSS and JavaScript
- Used JavaScript and jQuery to visually enhance template webpages

## WORK EXPERIENCE, LEADERSHIP POSITIONS AND VOLUNTEERING

**EDINBURGH UNIVERSITY TRADING AND INVESTMENT CLUB (EUTIC)** January 2019 – Present  
*Junior Analyst* Edinburgh, UK

- Lead a project team and successfully pitched emerging markets government bond ETFs and rare-disease biopharmaceutical stocks
- Trained in using Bloomberg Terminals and Capital IQ's databases to build DCF models for pitching investment ideas

**IQVIA** July – August 2019  
*Summer Insight Programme* London, UK

- Explored several divisions through 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 study breakdowns, reviewing the usage of AI and ML to match client needs with bespoke, innovative solutions

**BETTER NATURE** June 2019  
*Summer Business Analyst* London, UK

- Investigated market diversification and conducted market research on product line developments via comprehensive market analysis
- Pitched opportunity evaluations to founders, advising an agile workflow approach. Brought CEO on-board with research conclusions

**MCKINSEY & CO** April 2019 – May 2019  
*Solve It UK Consultant* Edinburgh, UK

- Directed a strategy team researching growth optimisation strategies for social-mobility accelerators within the charity sector
- Developed end to end digital strategy with implementation road map to grow a social mobility company's client base by 212% by 2021

**CITIBANK, GSK, M&G INVESTMENTS, NOMURA** December 2017 – May 2019  
*Insight Days and Entry-Level Experience* London, UK

- Led teams across supply, research, investment banking, capital markets and agile development divisions winning 3 of 5 case-competitions
- Investigated key research developments and innovations within oil and gas exploration and pharmaceutical development sectors

**DMA TALENT** March – April 2019  
*Data Laboratory and Data Academy Data Analyst* London, UK

- Learnt about effective customer segmentation, RFM modelling and technological developments in data analytics at marketing workshops
- Pitched multifaceted marketing strategies addressing increased advocacy and customer-market expansion for Ralph Lauren and prepared data-driven growth solutions for the TFL and the London Council, leading market research and data analytics team respectively

**MCKINSEY & CO.** July 2018  
*Leadership Academy Participant* Crowthorne, UK

- Developed leadership and teamwork skills through group and individual tasks and intensive coaching by McKinsey consultants
- Trained in designing and pitching presentations in a group consulting project aimed to simulate McKinsey engagements

**ALZHEIMER'S SOCIETY** December 2017 – June 2018  
*Project Support Volunteer* London, UK

- Managed and restructured excel databases, using live data sets to present on insights gained from liaising with stakeholders
- Learned to create dashboards by applying my knowledge of excel pivot tables to create digital displays for marketing

## ACHIEVEMENTS & AWARDS

- Edinburgh University 2019 Investment Banking M&A Case Competition Winner
- UK Bebras Computational Thinking Challenges 2016, 2017, 2018 - Certification of Distinction
- UCS Computer Science Prize 2016, Geopolitics and International Relations Prize 2018
- National Linguists Competitions 2016, 2017, 2018 - Bronze Award
- Senior Maths Challenges 2016, 2017 – Silver Award, Intermediate Maths Challenge 2015 – Gold Award

## SKILLS & PERSONAL INTERESTS

**Technical Skills:** Basic level HTML5, CSS, Python, JavaScript. Proficient in MS Office, Client Support/System Administration

**Languages:** Native in English and Russian. Limited working proficiency in French. Basic working proficiency in Spanish

**Interests:** Polemology, competitive sports, travelling, development economics, united nations (societies & competitions), WTO negotiations