

Esteban Franco

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EDUCATION

ESSCA BUSINESS SCHOOL

Paris, France

Expected Master in Management – Finance & Data Analytics

Sep. 2022–Jun. 2027

Relevant coursework: Controlling & Accounting, Financial markets, International finance, Investment analysis, Digitalization & Cybersecurity.

Relevant projects: Equity valuation based on DCF model and metrics.

EXPERIENCES

SG SMC

Aix-en-Provence, France

Wealth Management Advisor Assistant – Intern

May. 2024–Aug. 2024

- Managed and developed client portfolios by analyzing their financial objectives and risk appetite to propose tailored strategies.
- Assisted over 300 clients in the daily management of their assets by identifying and offering a range of financial products and services suited to their specific needs.
- Advised clients on investment opportunities while alerting them to potential risks and the economic consequences of their decisions.
- Prepared and supported advisors during client meetings by providing detailed analyses of portfolios and market trends.
- Conducted market development initiatives, such as targeted campaigns and implementing strategies to acquire new clients.

Wall Street Survivor – Trading Simulation

Aix-en-Provence, France

Participant and Winner (1st out of 12)

Jun. 2024

- Increased portfolio value from \$100,000 to \$111,273.01 within one month (+11.27%).
- Maintained a winning ratio with 7 successful trades out of 9.

Crédit Agricole Alpes Provence

Aix-en-Provence, France

Commercial Advisor Assistant - Intern

Jul. 2023–Aug. 2023

- Collected and updated client data for over 300 individuals and professionals, ensuring compliance with regulatory requirements.
- Participated in meetings with clients and prospects, assisting in the presentation of tailored wealth management solutions.
- Contributed to the digital transformation of the agency by training clients on the use of digital banking tools, enhancing their autonomy and satisfaction.

CERTIFICATIONS & SKILLS

Certificates: Bloomberg Finance Fundamentals, Udemy Data Analyst Training (in-progress).

Computer: Excel, Word, PowerPoint, and programming notions (Python).

Languages: French (native), English (B2), Spanish (B1).

ACTIVITIES & INTERESTS

Accomplishments:

- Regional Triple Jump Champion
- Regional Handball Champion (undefeated)

Volunteering:

‘Splash Project’ (2022): Constructed and developed outdoor spaces for a retirement home; ‘Ma Petite Planète’ (2021): Actively contributed to environmental challenges by carrying out collective actions to promote eco-friendly practices and raise awareness about climate issues; ‘Course against Hunger’ (2021): Organized and coordinated a fundraising initiative to fight malnutrition through a charitable sports event.

Other interests:

- Watches: Developed my attention to detail and long-term thinking through an appreciation for craftsmanship and value.
- Sports: Golf has taught me patience and precision, while football has reinforced my passion to everything I undertake.
- Trading and Portfolio Management: Continuous learning that strengthens analytical skills, risk management, and decision-making while developing expertise in digital finance and innovative assets such as cryptocurrencies.