

# Salma HAMROUNI

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FRENCH /TUNISIAN

Senior Capital Markets consultant, PhD candidate

## EDUCATION

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- 2023-2024 **École Supérieure de Journalisme de Paris**, M2 in journalism and communication
- 2021-2024 **Université de Picardie Jules Vernes**, PHD en sciences de gestion
- 2020-2024 **École supérieure de Commerce**, 1st PHD registration en science de gestion
- 2018-2019 **Université de Dauphine**, DU Chartered Financial Analyst
- 2015-2018 **Skema Business School, Paris**
- 2 years MSc Financial Markets and Investment: Investment Banking Major
  - Program ranked 4th worldwide by Financial Times in 2018
  - Relevant coursework: Advanced Financial Markets, Equity derivatives, Private Equity, Private Banking, Wealth Management and Sales, and Equity Valuation, SQL, VBA
- 2012-2015 **Université Tunis Carthage, Tunis**
- Bachelor in Finance obtained with highest honors (2012, 2013, and 2015)
- Bentley University, Summer Exchange Program (Summer 2014), Boston**
- Courses taken: Global Financial Markets, Emerging Global Trends for Business and Society, Global Marketing simulation, World Class services...
- 2010-2012 **University of Paderborn, Germany** Economic program
- 2006-2010 **Lycée Pilote Bourguiba (Carnot)**
- Baccalaureate, Scientific section, obtained with Highest Honors

## EXPERIENCE

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- JUN 23 **Projective Group, Capital Markets Consultant**
- Projective group: ESG project compliance and optimization
  - Documentation and Reporting Standards: prepared the necessary documentation, reporting templates, and communication protocols required to fulfill the client's regulatory obligations under CSRD and ESRS.
  - Educational Workshops and Training: Organize and conduct workshops and training sessions to enhance the understanding of ESG compliance, CSRD, and ESRS.
  - Documentation Repository Establishment: Create and maintain a centralized repository for relevant CSRD and ESRS documents, guidelines, and templates to facilitate compliance efforts.
  - Wills Tower Watson: Project management
- JUN19-Mai23 **BNP Paribas Corporate and Investment banking, Paris, France**
- Exotic and Structured products pricing Analyst- Consultant, Finaxium (Nexeo Finance)*  
*1st mission within PIBES team*
- Pricing of OTC Exotic deals (Variance/Volatility Swap, Bonus CertiPlus, TwinWin, Booster, CertiPlus Leveraged, Autocallable Contracts, Barrier Contracts, Dispersion Contract, Reverse Convertible, Extended Amcl).
  - Controlled the booking of OTC Exotic deals for (Asia, Europe, New-York): Equity, Forex, Fixed Income and the validation (ORCA, Power, Gprime).
  - Checked the deal confirmation and the Term-sheet to validate the product's payoff.
  - Participated in various projects within the activity.
- Nov18-Mai19 **Société Générale Corporate and Investment Banking, La Defense, France**
- Sales-Assistant Structured products Cross-Asset Institutional France*
- Supported sales people and engineers of the Team.
  - Designed different sales documentation (term sheets/ KID / presentations).
  - Participated in the process of launching new products.
  - Realized historical performance simulation of various type of products.
  - Analyzed the valorization of our products before sending the performance reports to our clients.
  - Realized pricing of different products.
- Sep17-Juin18 **Natixis, Group BPCE, Paris, France**
- SET Equity Derivatives trader assistant*
- participation in the daily activities of the equity desk (Theta calculation, PNL explanation).
  - booking of traded transactions.
  - computed reports and followed the sensitivity of the positions (Volatility-ratios, market valuation).
  - hedging positions with others desks of the bank (especially the REPO desk on our stocks).
  - participation in the resolution of some issues in relation with the middle office and Trade support.

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**TSI “La Tuniso-Saoudienne d’Intermédiation”, Tunis, Tunisie**

*Assistant –Financial Engineering* (Broker ranked 5th in Tunisia).

- Developed Financial modeling (mainly Beta) of the market.
- Performed Financial valuation of companies and forecasts.
- Analyzed companies’ operations dealing with ECM (Equity increase and Emission of bonds).
- Established companies’ valuation and analyzed the stocks of the strategic ones.
- Attended General Assembly of Banks and Companies.

**LANGUAGES AND COMPUTER SKILLS**

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- Langues: Arabic, French (bilingual), English (IELS 7,5), Deutsche (Test DAF, DSH 2), Chinese (HSK1).
- Computer Skills : MS Office. SQL, Pascal, VBA. Bloomberg Certification (BMC)

**ACTIVITES AND INTERETES**

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- Humanitarian Projects: Association of Friends of INPE (National Institute of Childhood Protection) Support to orphans/ Retract: retirement home visits and animation of workshops with seniors.
- Sports: Swimming, Dance, Fashion and Photography, Social Activities.
- Ambassador within Financial Networking Group since October 2019.