

# Said - Ladj

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## EDUCATION

### Queen Mary University of London

London, United Kingdom

MSc FT Management with Integrated Pre-Masters (2 years Programme)

Sep 2022 - Jan 2025

**Dissertation:** Analyzing AI's Impact on Credit Risk and Loan Processes in Western Banks **Grade:** Merit

2:1 (Achieved)

### Université Picardie Jules vernes

Amiens, France

Bachelor degree in Corporate Management

Sep 2018 - Jun 2021

**Relevant Classes:** Economics, Marketing, Finance, Accounting **Grade:** 14/20

## Work and Project Experience

### CIMA Business Game – Queen Mary University of London

United Kingdom

Team Leader

November 2023

Strategically led a team in a simulated business environment focused on an oil company.

Devised and implemented a strategic growth plan focusing on market expansion, cost optimization, and risk management to enhance profitability.

Conducted in-depth financial analysis and scenario planning to make data-driven decisions under tight deadlines.

Delivered actionable recommendations to stakeholders, demonstrating leadership, critical thinking, and a results-oriented approach

### Société General

France

Bank internship

April 2021- July 2021

- Collaborated closely with operations managers to facilitate international expansion for businesses, providing bespoke financial strategies and advisory services.
- Played an integral role in the execution of trade finance instruments, including letters of credit, ensuring clients' international transactions were conducted with precision.
- Enhanced client satisfaction by providing personalized service and support in executing international commercial transactions, recommending optimal trade finance instruments for specific deals

### Marketing Méditerranée

Algeria

Social Media Marketer

Sep 2020 - May 2021

- Co-founder and lead social media Manager at Marketing Méditerranée Algeria, playing a pivotal role in establishing the company's digital presence and shaping the communication strategy from the ground up.
- Successfully grew the online community by 50% to 800+ followers within the first year through strategic content creation and engagement, enhancing brand visibility and customer loyalty.
- Ensuring consistent messaging and fortifying the overall communications strategy.

### Natra International

Algeria

Business Development Assistant

May 2020- June 2020

- Assisted in expanding the business activities of a joint-stock company specializing in steel processing and transformation, in compliance with international trade regulations.
- Ensured smooth coordination of import/export operations, including compliance with banking and regulatory requirements, particularly for steel products, galvanized sheets, and other metal transformations.
- Supported negotiations with international clients and suppliers, helping to streamline the flow of goods across borders.

## SKILLS, INTERESTS, AND CERTIFICATIONS

### Languages:

**English:** Fluent in business and professional communication.

**French:** Native proficiency, experienced in technical and professional writing.

**Arabic:** Native proficiency, with strong abilities in formal communication and technical writing.

### Technical Skills:

**Microsoft Office Suite:** Skilled in Excel, including data formatting, assumptions modeling, and financial structuring, and advanced in Word and PowerPoint.

**SQL:** Intermediate proficiency in SQL, certified by Google; familiar with database querying and data retrieval.

**Power BI:** Foundational understanding of creating dashboards and conducting essential data visualizations to support business insights.

**Canva:** Expertise in producing professional-grade content for branding, communication, and high-impact presentations.

## Core Competencies:

**Agile Project Management:** Trained in Agile, Scrum and Kanban methodologies, with a solid understanding of their principles for effective project delivery within scope and timelines.

**Strategic Thinking:** Formulating and implementing business strategies to drive growth and operational efficiency.

**Risk Management:** Adept at identifying and mitigating business risks to ensure sustainable outcomes. **Data**

**Analysis:** Skilled in interpreting complex datasets to inform strategic decision-making.

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## Certifications:

### FMVA Certification (In Progress, Corporate Finance Institute CFI)

Developing expertise in financial modeling and valuation. Focus on practical skills including financial statement analysis, accounting, budgeting, and forecasting, with extensive use of Excel and PowerPoint.

### Google Data Analytics Foundation

Certification in foundational data analytics. Developed a comprehensive understanding of key data analytics concepts, including data ecosystems, and analytical thinking. Proficient in using spreadsheets and query languages for data analysis.

### Agile Project Management (Google) :

Comprehensive training in Agile principles, stakeholder communication, and risk management to lead and execute successful projects.

### Understanding Financial Markets (University of Geneva):

Knowledge of financial instruments, including hedge funds, money market instruments, and bonds, with a focus on asset management, investment strategies, and risk mitigation.