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78 avenue Secrétan / 75019 Paris

Date of birth: 20/01/1974

LANGUAGES

French - ★★★★★

English - ★★★★★

Spanish - ★★★★★

TECHNICAL SKILLS

- o IR Fundamentals
- o Market knowledge
- o Capital markets, IPO
- o Bloomberg, Ipreo, Factset, Nasdaq...
- o CRM, Microsoft Office

PERSONAL SKILLS

- o Interpersonal skills
- o ISR/ESG sensitivity
- o Project management
- o Business orientated
- o Positive group leadership

TRAINING

2009 Seminar of Financial Analysis

Level HEC Majeure Finance

2000 Master's degree in International

Communication - ITIRI – Strasbourg

2000 Six months work experience, French

Embassy, Madrid – Press & Communication

1998 Master's degree in Contemporary

History - Erasmus, Caen/Salamanca, Spain

MORE TO KNOW...

94-97 Treasurer,

History students' Association, Caen (14)

94-97 Manager,

Leisure spaces, Lisieux (14)

Sport: Soccer (12 years in a club),

Triathlon, Badminton, Tennis

Sebastien BERRET

Financial communication Expert,

Relationship manager, Corporate Access & ESG

CAREER OBJECTIVE

Seeking a new challenging business role with a progressive organization that provides an opportunity to capitalize on my technical skills, strong professional network (European listed corporates, international institutional investors) and abilities in financial communication/equity markets/ESG needs.

WORK EXPERIENCES

2017 → **CORPORATE ACCESS MANAGER (ORIGINATION)**
EXANE BNP Paribas, Paris.

Development of a business relationship with European listed companies, IR and C-level, for marketing events dedicated to international institutional investors/clients.

- Roadshows, Conferences, Thematic reverse roadshows, Bespoke, etc.
- Marketing services, market knowledge, shared with management and IRO's to fill the gap between investors and corporates (MIFID2 issues, surveys, best practices, US markets, investor's profiles, trading, activism, "Research corner")
- Activity focused on French, Spanish and Benelux Large and Midcaps

N°1 for Corporate access services

(Based on Corporates votes – Thomson Extel Europe 2018, 2019)

2013 → **HEAD OF FINANCIAL COMMUNICATION & CORPORATE MARKETING**
CM-CIC Securities, Paris.

Financial communication of French listed companies, small caps, including their market Access and relationship with investors/shareholders. Management of 8 people.

- Communication strategy and work on all specific materials (Press releases, handouts, financial reports, market consensus...)
- Debt and equity conferences in Europe dedicated to US & European institutional investors

2008 → **CORPORATE ACCESS MANAGER (ORIGINATION)**
CREDIT AGRICOLE CHEUVREUX, Paris.

Development of a business relationship with French IR for getting management availabilities to meet with CA Cheuvreux clients (international institutional investors). Origination, Management of international financial events (Roadshows, Conferences, Thematic reverse roadshows, Investors days...) dedicated to French Small-Midcaps.

TOP 5 for Corporate access services

(Thomson Extel Europe 2010, 2011, 2012)

2002 → **ACCOUNT MANAGER & CEO ADVISOR**
ACTUS Finance & Communication, Paris.

Management of financial communication strategy of French listed companies, small and midcaps, all communications dedicated to the investment community (Press releases, handouts, websites, editing, media planning...)

6 IPO's and more than 30 post-IPO investment cases

2000 → **HEAD OF ADVERTISING**
LE REVENU (Financial newspaper), Paris.

Development of new businesses with French listed companies, small caps and their financial communication agencies.