

NGUYEN FLORIAN

FINANCIAL ANALYST | INVESTOR RELATION

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PROFESSIONAL SUMMARY

Over 10 years of international experience across hospitality and tech entrepreneurship, with a strong focus on deal-making. Freshly graduated with a Master of Science in Corporate Finance from EDHEC Business School, I am seeking a 6-month internship starting October 2025 to further develop my skills in corporate finance, valuation, and M&A, with the goal of joining an innovative startup in AI and be part of the revolution.

LANGUAGE & SKILLS

- **Language:** French (Native) | English (Fluent) | Spanish (Intermediate)
- **Professional skills:** Cross-cultural | Strategic thinking | Creativity | Decision Making | Project Management | Process improvement
- **Technical skills:** Sage | Tableau | Power Bi | Pack Office | Canva | Gantt Project | Miro | Notion | N8N & Make (AI automation)

WORK EXPERIENCE

EDHEC CONSULTING PROJECT : BLOCKCHAIN AS A TOOL TO EASE HOSPITALITY FUNDRAISING : THE CASE OF GIIRAFE **PARIS, FRANCE**
Team Leader 2024-2025

- Built a comprehensive financial forecast model (P&L, BS, and CFS) integrating hypotheses and key performance metrics such as occupancy rate, ADR, RevPAR, EBITDA, FCF, LTV/CAC, IRR, and startup funding requirements.
- Developed a multi-approach valuation model combining income-based (DCF), market-based (comparables), and asset-based (NAV) methods.
- Designed and conducted a survey (400 respondents) and performed data analysis using descriptive statistics, rank correlation, chi-square, and Cramér's V tests.
- Prepared a full business plan and investor pitch deck covering market and competitor analysis, business model, marketing strategy, and detailed financial projections.

YENN GROUP **PARIS, IBIZA**
Co-founder 2021-2023

- Handled the drafting of investor pitches, negotiation with investors, and any due diligence-related questions from lease acquirers for an F&B company launching a street food market in the Gare St-Lazare, Paris.
- Secured funding from international investors to acquire Turquoise by Cathy Guetta, a private beach club in Ibiza, and structured a mixed debt-equity financing strategy. Produced BP, term sheet, and SHA; mandated design & technical team and led discussion with local authorities and financing partners.
- Conceived and operated the B2C event business at La Pause Parisienne and Rooftop Montmartre, achieving €4M+ in revenue over two years.

FENDCER **PARIS, FRANCE**
Co-founder 2019-2020

- Built an influence marketing mobile application connecting influencers with brands and co-led a team of 6 people across sales & marketing and product development.
- Redesigned the mobile applications, introduced a negotiation feature, and resulting in a +60% growth in customer acquisition over six months, totaling over 1000+ influencers and 50+ brands.

VARIOUS PLACES (E.G., TITTY TWISTER, STK, NOBU HOTELS, PUENTE ROMANO, EPISODE FESTIVAL) **PARIS, LONDON, SPAIN, VIETNAM**
Operation (Manager, head of operation), Support (PR & Event Manager) 2011-2019

- Managed operations, staff coordination and guest relations at Orso Ibiza and STK Restaurant
- Co-organized 100+ high-profile B2C events each year across multiple countries and organized B2B events and seminars for 10+ companies such as MPG Partners (Finance) and Publicis (Media)
- Managed the VIP operations for the EPISODE international music festival in Vietnam, serving over 300 guests/day and reaching \$3M in sales.

EDUCATION & CERTIFICATION

EDHEC BUSINESS SCHOOL **NICE, FRANCE**
MSc in finance, Corporate Finance international program. 2024-2025

Relevant Course: [Corporate finance/Managerial accounting/Valuation/M&A & Investment strategy /Macroeconomics/ Risk Management/Brand Management/Supply chain management/Business Strategy, Sustainable Project finance]

IMPERIAL COLLEGE **ONLINE**
Executive Program, Venture Capital: Master Startup Funding and investment strategies JAN.2025

CERTIFICATION AMF DEC. 2024

STUDI – ESG FINANCE **PARIS, FRANCE**
Accounting Associate & bachelor's degree in finance 2022-2024

Relevant Course: [Accounting / Corporate finance / Project Management / HR / Sales & Marketing]