

## *Amine LAZRAK*

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## **PROFESSIONAL EXPERIENCES**

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**Since 2015 - GLOBAL AFFLUENCE : Academy of training, transformation & coaching of individuals and organizations**  
Founder-President, Trainer, Certified Coach

- **SOFT SKILLS & COMPORTEMENTS MANAGERIAUX (ESLSCA BS...)**

### **2019-2020- MINISTRY OF ECONOMY AND FINANCE**

DGAFP (BP): Project Manager for the Digital Transformation of the State's Human Resources

- Organization and follow-up of bilateral meetings with HRDs and HRIS mission leaders of 13 ministries in order to follow up the HRIS roadmap 2018-2022;
- Drafting of minutes and summaries of meetings;
- Follow-up of the work schedule and actions to be taken;
- Updating the HRIS mapping.

DGE/Trade Policy Office: Export Project Manager

- Processing of export support requests (Treasury loans, public guarantees, FASEP) submitted by companies, in liaison with the latter and with the other competent administrations;
- Drafting of ad hoc and substantive notes on specific export support issues;
- Representation of the DGE in interministerial export support bodies.

### **2013-2015 - HSBC CHAMPS ELYSEES - Export Finance Department (Aircraft, shipping & satellite), Paris**

Front Office Account Manager - Structured French Export Finance

- Financial and strategic analysis of the borrower, market analysis and country and counterparty risk analysis taking into account tax, reputation and environmental issues;
- Drafting of potential project presentations for the credit committee with determination of margins, bank fees, liquidity premium and ECA (Export Credit Agency) premium; management of waivers
- Financial modeling:
  - profitability calculations, review and exploitation of financial models of operations
  - project finance deals, production of models for asset finance deals;
  - Commercial and contractual negotiations with COFACE, ONDD and other insurers
  - Drafting of commercial pitches and proposal indications for financing offers to foreign clients, interviews with French exporters (Airbus, Alstom, Thales, Arianespace, Areva) and insurers.

## **ACADEMIC BACKGROUND**

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- UNIVERSITY OF HUMAN SCIENCES OF REIMS: Doctoral student in Philosophy; Specialization in German philosophy
- LINKUP COACHING : Professional Coach Certification RNCP 7;
- SCIENCES PO PARIS : Master's degree in Public Policies - Specialization in Public Administration;
- NEOMA BUSINESS SCHOOL (Ecole supérieure de Commerce de Reims) : Master Grande Ecole Management Finance course with validation of the level II of the American certification of financial analysis of the CFA INSTITUTE;
- Classes préparatoires commerciales (ECS): Lycée Carnot in Paris (Mathematics, Geopolitics, General Culture);

## **LANGUAGE & COMPUTER SKILLS AND CERTIFICATIONS**

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- Written and spoken languages :

English : Very good level : Level C1 (numerous stays in the United Kingdom in London);

Spanish: Very good level: Level C1 - entrepreneurial & associative stay - 'Educar y crecer'- in Argentina in Buenos Aires;

Arabic: Very good level (numerous stays in Morocco); Italian: Beginner;

- Mastery of the Pack Office (Word, PowerPoint, and Excel);

- Professional certification from the 'Autorité des Marchés Financiers'.

## **HOBBIES & AREAS OF INTEREST**

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- Participation/organization of International Negotiations Simulations: WTO Simulation in Montreal, UN Simulations at ESCP Europe, Sciences Po Reims and Neoma BS; -Public Speaking and Eloquence