

Lazaros Efraimoglou

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EDUCATION

City, University of London – Bayes Business School: MSc Energy, Trade and Finance	2022 - 2023
University of Warwick: BSc Management, with Finance, Upper Second Class (2:1) with Honours	2017 – 2020
Hellenic American Educational Foundation, Athens College, (Greece), International Baccalaureate Final Grade: 38/45	2015 – 2017

WORK EXPERIENCE

Foundation of Hellenic World (FHW), External Partner (Athens)	January 2015 – Present
<ul style="list-style-type: none">Tracking investments and partnerships to promote the agenda of the Foundation.	
Hellenic Navy, (Athens)	October 2021 – June 2022
<ul style="list-style-type: none">Deployed at the Finance Department of the Hellenic Navy working at the office of the Rear Admiral G. Kampourakis, at the Pentagon.	
Hellenic Development Bank (HDB), Strategy - Analyst (Athens)	January 2022 – June 2022
<ul style="list-style-type: none">Performed a competitive analysis of all funding products of the top 50 leading Development Banks worldwide.Developed loan baskets and other funding products from the wholesale loan frameworks of the Recovery and Resilience Facility (RRF) to be sold to commercial banks in accordance with the agenda of the Hellenic Republic and the UN Sustainable Development Goals.	
EY (Ernst & Young), Transaction Services and Strategy Consulting (TAS) – Analyst (Athens)	November 2020 – April 2021
<ul style="list-style-type: none">Assisted senior partners in financial modeling.Shadowed the Head of EU funding on procuring successfully a €50 million tender offer from <i>EU's Horizon 2020</i>.Gained familiarity with the pharmaceutical, energy, maritime technology and tourism sectors through projects and client engagements.	
MOPTIL Ltd., External Analyst (Malta)	October 2019 – November 2020
<ul style="list-style-type: none">Examined the key resources and competences of the firm to assess its international growth strategy.Undertook research to identify strategies through multiple frameworks.Produced a strategic report for a corporate expansion to the Italian market.	
BGC Partners, Analyst Trainee (London)	September 2019
<ul style="list-style-type: none">Obtained experience on the trading of European Government Bonds, Corporate Bonds, REPOs, Options, Energy and Commodities.	
PRODEA Investments – INVEL Real Estate Group, Intern (Athens)	June 2019 – July 2019
<ul style="list-style-type: none">Worked under the General Director of Investments in Commercial Real Estate.Applied financial models to existing and potential investments assessing their profitability under different risk frameworks.	
Cyclos Securities Brokers S.A., Intern (Athens)	July 2018 - August 2018
<ul style="list-style-type: none">Developed my sales skills.Gained familiarity with risk management and risk aversion strategies.Obtained hands-on experience with investment management principles and financial indicators.	
Eurolife FFH S.A., Intern (Athens)	May 2018 – July 2018
<ul style="list-style-type: none">Trained in the Strategic Planning and Positioning Department.Honed my work ethic in a professional and challenging environment.Gained commercial awareness to the workings of the insurance sector.	

Seminars & Certifications

Wharton Executive Education: “Fintech Revolution: Transformative Financial Services and Strategies”	April 2021 – May 2021
<ul style="list-style-type: none">Topics covered: <i>Digital Payments, Artificial Intelligence, Blockchain and Cryptocurrency, Regulatory Atmosphere Surrounding Fintech, Innovation in the Related Innovations in the Markets of Insurance and Real Estate.</i>	
ATHEX Academy: “Introduction to Data Analysis with Python”	May 2021
ATHEX Academy: “Introduction to Tradeable Derivatives on the Hellenic Stock Exchange”	March 2021
ATHEX Academy: “Fundamental Analysis”	March 2021
ATHEX Academy: “Behavioural Finance”	March 2021
ATHEX Academy: “Providing Investment Advice” (Thanos Varvitsiotis, Hellenic Capital Markets Commission)	June 2020
<ul style="list-style-type: none">Seminars covering arbitrage strategies, long/short derivatives hedging through options, forwards and futures.	

Publications

“How the Pandemic Highlighted the Need to Combat Economic and Financial Illiteracy” (Liberal.gr)	June 2021
<ul style="list-style-type: none">https://www.liberal.gr/apopsi/i-pandimia-anadeiknuei-tin-anagki-katapolemis-tou-oikonomikou-analfabismou/385691	
“The Digital Economy as an Opportunity for Growth” (Liberal.gr)	January 2020
<ul style="list-style-type: none">https://www.liberal.gr/news/i-psifiaki-oikonomia-os-eukairia- anaptuxis/281912	

Achievements

Stelios Scholarship for Academic Excellence and Future Potential	2022 - 2023
Financial Literacy and Personal Finance – American Hellenic Chamber of Commerce, Panel speaker	June 2021
<ul style="list-style-type: none">Engaged in a discussion with the Dean of Finance at the University of Piraeus, Greece, the managing partner of EY, Greece for the CESA region, and a Professor of Mathematics at Athens College, addressing the Minister and Vice-Minister of Finance, on the need for financial literacy.Successfully lobbied for the inclusion of financial literacy courses in the next bill for education.	
Warwick Greek Society (WGS), Founder – Treasurer (Coventry)	September 2017 – October 2019
<ul style="list-style-type: none">Founded an inclusive society for all Greek university students to organise events and connect.	

Languages

Greek: Native Speaker, English: Fluent, French: Intermediate, German: B1 Certificate