EGOR POTSELUEV

Cambridge, United Kingdom | egor64639@gmail.com

EDUCATION

University of Cambridge — **Cambridge, United Kingdom**
MPhil in Finance and Economics — *Expected June 2027*

University of St Andrews — **St Andrews, United Kingdom**
MA (Hons) Financial Economics — *Graduated June 2026*

- GPA 16.4/20. **Dean's List 2026** for outstanding academic achievement.

Queen Ethelburga's Collegiate — **York, United Kingdom**
A-Levels — *Graduated May 2022*

- Economics A*, Mathematics A*, Further Mathematics A, French A*, Russian A*. **Golden Eagle Award** - awarded annually to the school's most outstanding all-round student.

PROFESSIONAL EXPERIENCE

Aesterix Group — **Pattaya, Thailand**
Consultant — *July 2024 - July 2026*

- Co-founded a private proprietary trading firm; built and led a five-person research function covering idea generation, valuation and portfolio review.
- Co-built a systematic equity screening tool combining regression and machine-learning models to generate and rank strategy ideas.
- Performed intrinsic valuation using DCF and excess-return models in Excel with VBA, informing position sizing and portfolio decisions.
- Negotiated a GBP 150,000 credit line with ten creditors; authored quarterly market outlooks and partner reporting covering revenue drivers, options-based hedging and portfolio holdings.

New Leaf Distribution — **Birmingham, United Kingdom**
Summer Intern, Commercial Finance — *May - June 2026*

- Designed the architecture for an AI-driven advisory workflow on Microsoft Azure - client onboarding, deal screening, lender matching and document generation - converting an ad hoc manual process into a repeatable one. Responsible for process design and structuring rather than the build.

SME Financial Services — **Birmingham, United Kingdom**
Summer Intern, Commercial Finance Broking — *June - July 2025*

- Attended client meetings and ran due diligence and credit risk assessment across three portfolios concurrently, from growth-stage companies to a GBP 100m+ residential development.
- Identified that one developer's margins were too thin to clear lender criteria once inflation allowances were applied, and recommended reducing affordable-housing provision - then well above the statutory minimum- to restore margin and bring the scheme within covenant.
- Restructured two clients' business and documentation packages against lender requirements, translating client objectives into terms a credit committee would accept.

ExamBinary — **Birmingham, United Kingdom**
Associate, Investor Relations — *June - July 2025*

- Prepared investor-facing pitch materials for an AI-driven B2B SaaS EdTech and presented company fundamentals to senior stakeholders including the Mayor of the West Midlands; produced an introductory video used in outreach to Joseph Chamberlain College.

Carlsberg Britvic — **Hemel Hempstead, United Kingdom**
FP&A and Brand Insight Programme (one week) — *June 2026*

- Placed with the FP&A and brand teams of a major UK FMCG group: observed long-range financial planning, brand-level performance reporting, variance analysis, and how commercial and finance functions reach decisions jointly at scale.

LEADERSHIP AND INVESTMENT ACTIVITY

Investment Society, University of St Andrews — **St Andrews, United Kingdom**
Head of Alternatives — *May 2025 - May 2026*

- Founded and led the society's alternatives sector, recruiting and training a 30-person team.
- Pitched **VICI Properties** on the thesis that its cash flows derive from triple-net lease rent rather than tenant gaming revenue, with tenants bearing maintenance and capital expenditure - a structurally defensive income stream mispriced as a gaming exposure. Also prepared a private equity fundraising pitch for a London events business.

Sector Head *September 2023 - May 2025*

- Mentored 25 analysts and delivered three equity presentations; reviewed the USD 8bn **Salesforce-Informatica** acquisition as a sell-side style exercise. Sector Head of the Semester, 2023.

ADDITIONAL

- **Qualifications:** GMAT Focus 645/805 (90th percentile).
- **Languages:** English and Russian (native), French (fluent).
- **Interests:** Speaker at a student TED-style event in 2026 on the emergence of an AI bubble. Competitive debating; probability and strategy games involving decisions under uncertainty.