

Thomas
LEMONNIER

Global
Relationship
Manager - Crédit
Agricole CIB



36 years old - Driving License -
France

CONTACT

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LinkedIn

EXPERIENCES

Global Relationship Manager - Large French Clients



Credit Agricole CIB - Since March 2018 - Full-time - Paris - France

- ▶ Global Relationship Manager (working as a deputy of a Senior Banker) on a portfolio of Large French Clients across various sectors (technology, power & utilities, luxury, healthcare, hospitality, construction, telecom...).
- ▶ Specialist of the technology sector with a mission to develop my own portfolio on the technology sector (mainly French unicorn) but also to help to the development of the business with European subsidiaries of our international technology clients.
- ▶ Main CACIB entry point for CFOs and Financing and Treasury Directors for originating strategic mandates and identifying all their financial products needs, in France and abroad : bank loans, capital market financings (bonds / equity), securitization, rating advisory, FX and derivatives, deposits, trade and export finance, guarantees, cash management, etc...
- ▶ Coordination of all expert teams from CACIB but also from Credit Agricole Group entities.
- ▶ Risk monitoring, ensuring the best allocation of the bank RWA, credit process management, KYC management, portfolio performance monitoring,

Corporate Sales multi-produits (FX & Rates derivatives, Cash, Commodities) - Clients : Corporate CAC40 & SBF120



Crédit Agricole CIB - January 2011 to March 2018 - Full-time -
Paris - France

- ▶ Corporate Sales for 7 years who has worked with more than 60 CAC40 and SBF 120 clients.
- ▶ Contact clients in order to identify their main needs
- ▶ Structure, promote and sell custom made solutions
- ▶ Develop the number of different products dealt by each client of my portfolio
- ▶ Advise on the best market timing and help clients on the best execution process
- ▶ Work hand in hand with coverage, advisory, trading, structuration, compliance, legal
- ▶ Develop my portfolio growth with our international dealing rooms

Sales Assistant on rates derivatives - Clients : Private banks



Crédit Agricole CIB - June 2010 to January 2011 - Internship -
PARIS - France

- ▶ Price structured products
- ▶ Work hand in hand with Trading and Structuration teams in order to optimize the solution for the client
- ▶ Answer with efficiency to the client's requests
- ▶ In charge of the pre and post-trade documents (Pitches, Termsheet, Order Book,...)
- ▶ Improve the desk process via the implementation of VBA macro

SKILLS

Langues

- ▶ French (mother tongue)
- ▶ English (fluent)

Informatique

- ▶ VBA
- ▶ Pack Office (Word, Excel, Powerpoint, ...)
- ▶ Reuters Eikon, Bloomberg, Reuters Dealing
- ▶ FX All, 360T, ...

EDUCATION

Mastère Spécialisé Financial Techniques - Finance & Asset Management

ESSEC BUSINESS SCHOOL - PARIS

September 2009 to December 2010

Master's Degree in Economic and Financial Risk Engineering

UNIVERSITÉ BORDEAUX IV - BORDEAUX

September 2008 to August 2009

Engineering school in mathematical and mechanical modeling

ENSEIRB-MATMECA - BORDEAUX

September 2006 to August 2009

Preparatory class for Engineering school

LYCÉE LOUIS THUILLIER - AMIENS

September 2003 to August 2006

High School Diploma in sciences (BAC S - option Mathématiques)

LYCÉE SAINTE FAMILLE - AMIENS

September 2000 to September 2003