

Resume

Как написать резюме зовущее вас на собеседования

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Sachs have been used in preparation of this event. All of the opinions expressed
in this event are private of the presenter and are not related to Goldman Sachs or
any of its subsidiaries.

О себе.

Влас Лёзин



2005 -- Закончил школу в РФ и США

2006 -- Учеба в РФ и проф. плавание

2007 -- Учеба в University Of Utah

2011 -- Начало работы в GS в NYC

2014 -- Associate

2015 -- Получение MSF из DESB

2015 -- Получение CFA Level I

2016 -- Vice President

Самое главное



Самое главное

Ваше резюме должно решать проблему рекрутера.

Немного Фактов

О тяжелом занятии набора персонала

Немного фактов

Чем раньше вы начинаете – тем легче

Немного фактов

Чем раньше вы начинаете – тем легче

Кандидатов много, Позиций мало

Немного фактов

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Кандидатов много, Позиций мало

Выбрать людей очень сложно

Немного фактов

Чем раньше вы начинаете – тем легче

Кандидатов много, Позиций мало

Выбрать людей очень сложно

В основном однотипные кандидаты

Поиск работы

По мнению соискателя

Поиск работы

Good Grades

Поиск работы

Good Grades

Networking

Поиск работы

Good Grades

Networking

Cases



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В основном однотипные кандидаты

Никак не решает проблему выбора

Good Grades

Networking

Cases



Поиск работы

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Кандидатов много, Позиций мало

Выбрать людей очень сложно

В основном однотипные кандидаты

Вы соревнуетесь с лучшими!

Good Grades

Networking

Cases

Составление Резюме

По мнению соискателя

Составление Резюме



Составление Резюме

Запихнуть все

Составление Резюме

Запихнуть все

Подогнать под позицию

Составление Резюме

Запихнуть все

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Курсы
Сертификаты

Составление Резюме

Запихнуть все

Подогнать под позицию

Курсы Сертификаты

Hardworking

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Запихнуть все

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Курсы Сертификаты

Hardworking

Разбор Резюме

Со стороны рекрутера



Разбор Резюме

О чем говорит ваше резюме



Разбор Резюме

О чем говорит ваше резюме

1. Способность смотреть в корень проблемы
2. Внимание к деталям
3. Возможность анализа
4. Способность писать
5. Понимание бизнеса
6. Умение построить историю
7. Способность кратко доносить информацию

Разбор Резюме

О чем говорит ваше резюме

1. Способность смотреть в корень проблемы

Undergraduate or master's degree or have 1 – 3 years of work experience after completing your undergraduate degree	Outstanding record of academic achievement
Demonstrated aptitude for analytics	Proven record of leadership in a work setting and/or through extracurricular activities
Exceptional analytical and quantitative problem-solving skills	Ability to work collaboratively in a team environment
Ability to work effectively with people at all levels in an organization	Ability to communicate complex ideas effectively – both verbally and in writing – in English and the local office language(s)
Willingness to travel	

информацию



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Willingness to travel	

Show English Skills
Show analytical achievements
Show leadership skills
Show great grades
Show vertical work ability
Show strong quant skills
Outline industry

Разбор Резюме

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Разбор Резюме

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Extracurricular activities

Case competitions

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- Show English Skills
- Show analytical achievements
- Show leadership skills
- Show great grades
- Show vertical work ability
- Show strong quant skills
- Outline industry



Разбор Резюме

О чем говорит ваше резюме

1. Способность смотреть в корень проблемы
2. **Внимание к деталям**

Правильно писать все имена
Не делать опечаток
Правильно использовать язык
Смотреть на requirements

7. Способность кратко доносить информацию



Разбор Резюме

О чем говорит ваше резюме

1. Способность смотреть в корень проблемы
2. Внимание к деталям
3. **Возможность анализа**

Анализировать проблему (Find the Pain)
Анализировать себя (Define your Domain)
Связать решение проблемы и себя (Show the Gain)

7. Способность кратко доносить информацию



Разбор Резюме

О чем говорит ваше резюме

1. Способность смотреть в корень проблемы
2. Внимание к деталям
3. Возможность анализа
4. **Способность писать**
   - Business writing skills
   - Хороший язык
7. Способность кратко доносить информацию



Разбор Резюме

О чем говорит ваше резюме

1. Способность смотреть в корень проблемы

Использование терминов

Фокусирование на результатах – цифры (!)

Понимание своей роли

4. Способность мыслить

5. **Понимание бизнеса**

6. Умение построить историю

7. Способность кратко доносить информацию



Разбор Резюме

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1. Способность смотреть в корень проблемы

Использование терминов

Фокусирование на результатах – цифры (!)

Понимание своей роли

233 миллиона

15 сделок

5. **Понимание бизнеса**

6. Умение построить историю

7. Способность кратко доносить информацию



О чем говорит ваше резюме

Walk Me Through Your Resume
Вы управляете разговором
Выделяете важное
Убираете вопросы

5. **Понимание бизнеса**
6. Умение построить историю
7. Способность кратко доносить информацию



Разбор Резюме

О чем говорит ваше резюме

1. Способность смотреть в корень проблемы
2. Внимание к деталям

Одна Страница
30 секунд
Дайте прочитать своей бабушке
Грамотное выделение

7. Способность кратко доносить информацию

Разбор Резюме

Способность кратко доносить информацию

[redacted]



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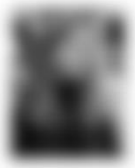
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Разбор Резюме

Способность кратко доносить информацию

Phone:
E-mail: @gmail.com

EDUCATION

Financial University under the Government of the Russian Federation Moscow
Economics and finance faculty 2016 – present

PERSONAL EXPERIENCE

LexisNexis Russia and Eastern Europe Intern February 2018 – present

- Russian Patent Market research (exp: RuExport Patent).
- Accumulating information into Excel documents.
- First contact with clients. Sending faxes and calling.

WORK AND LEADERSHIP EXPERIENCE

Volunteer at the FIFA World Football Championship in Russia	2018
Writer and editor of scientific articles	2017
Organizer and supervisor of an university event	2017
Experience managing an investment portfolio consisting of various company stocks	

ACHIEVEMENTS

Semifinalist of the Oliver Wyman Case Cup	2018
Cup Moscow 2017 High Quality 15%	2017
Participant of the Unilever Case Championship	2017
Participant of the 12 science Festival	2017
Winner of the 11st science Festival in Microeconomic	2016
Participant of the Microeconomics conference	2016

LANGUAGES

English (advanced)
German (beginner)

SKILLS

MS Office (Excel, Power Point, Word, Outlook) – proficient user
Bloomberg Terminal and other software – advanced user
Python – Beginner

EXTRACURRICULAR ACTIVITIES

Publications:
K.I. , Analysis of the attractiveness of investing in the Russian oil companies. «Economy and society» 2016 (4/35)
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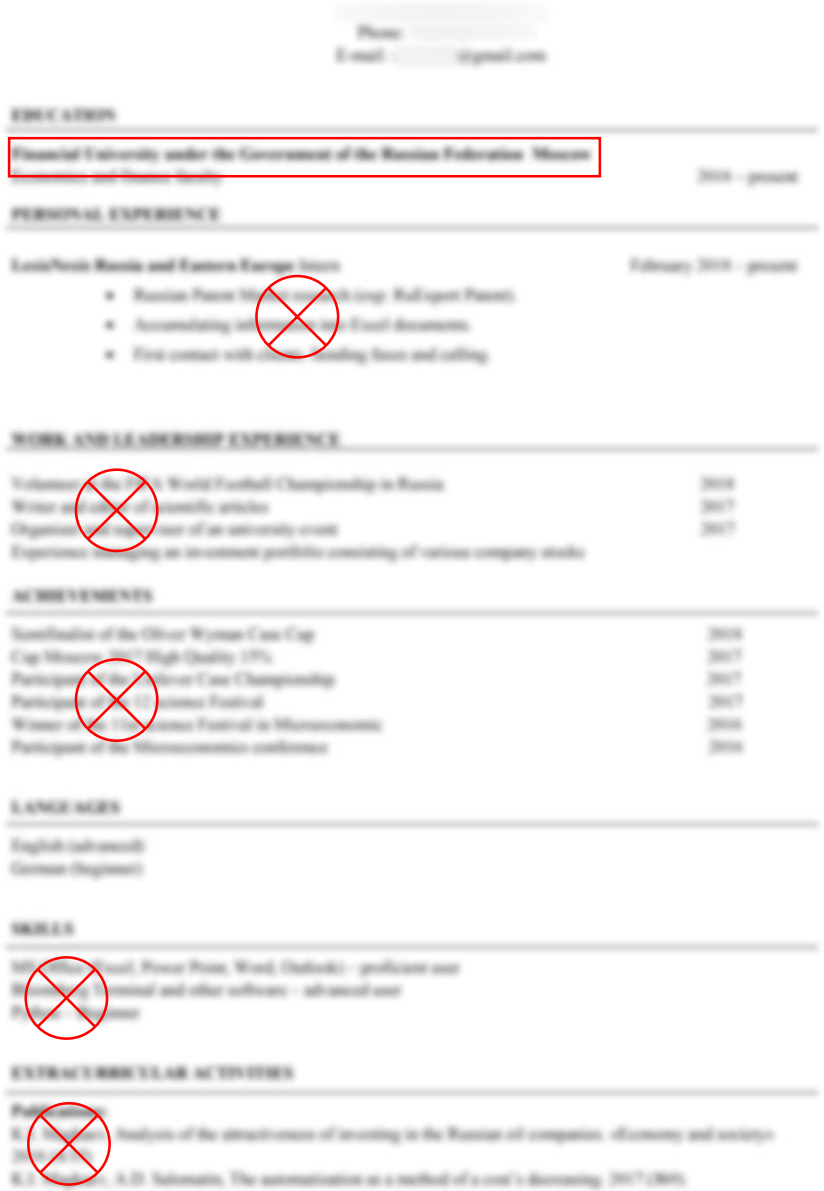
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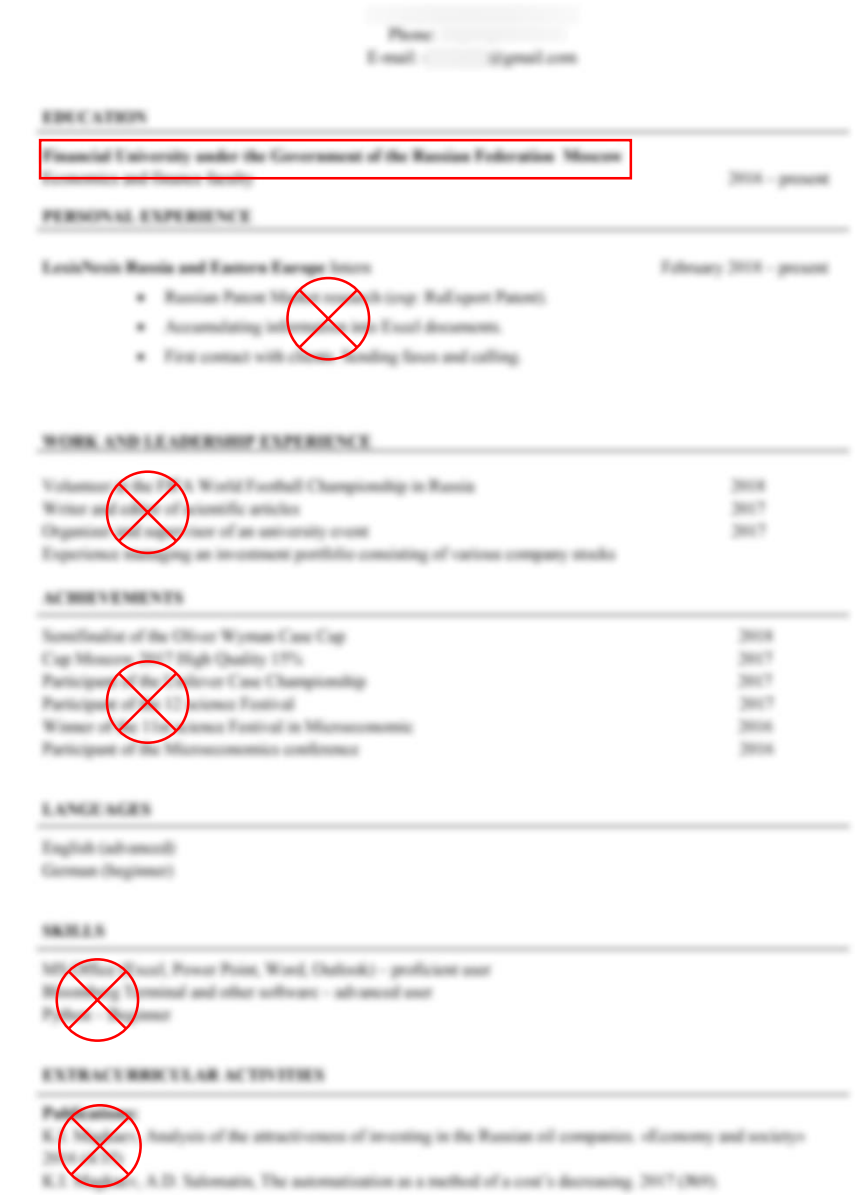
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Составление Резюме

Авторская методика или «как привести мысли в порядок»



Составление Резюме

Начните с рассказа о себе.

4-5 параграфов о каждом этапе своей жизни:

1. Что привело вас к этому этапу?
2. В чем он заключался?
3. Какие были сложности?
4. Какие ваши достижения(цифры!)
5. Чему вы научились

Составление Резюме

Начните с рассказа о себе.

Приводит мысли в структуру
Делаете анализ достижений
Строите свою историю
Готовитесь к интервью

Составление Резюме

Начните с рассказа о себе.

Приводит мысли в структуру
Делаете анализ достижений
Строите свою историю
Готовитесь к интервью

Сокращая историю -- вы получаете resume

Акценты вашего резюме

Как себя правильно подавать



Акценты в резюме

Что вы делали?

Акценты в резюме

Студент:



1. Вас не будет сравнивать с VP GS!
2. Фокус на учебу - что, зачем, как?
    1. Курсовые
    2. Предметы
    3. Проекты\общ. деятельность
3. Использование терминов.

Акценты в резюме

Профессионал:



1. Фокусируйтесь на результатах
2. Не заставляйте гадать
3. Понимайте зачем вы делаете

Составление Резюме

Phone:
Email:

Professional Experience

Neo Centre Consulting Group, Analyst in Business Valuation Practice — Sept. 2016 – present

- Performed **distressed** and **pre-cash flow** valuation of several business for **1.5B RUB** portfolio for the financial sponsor: **Vnesheconombank**
- Performed valuations of companies within **O&G, steel, construction, farming, and furniture** industries.
- Performed DCF, comparables and balance sheet valuation of multiple companies with total yearly revenue of about **6B RUB** along with market condition research.

Neo Centre Consulting Group, Intern in Business Valuation Practice — July 2016 – Aug. 2016

- Performed initial due diligence on the **collateral valuation** for the financial sponsor.
- Performed pre-launch business valuation for the energy company with total starting assets of **400M RUB**.
- Performed analysis of utilities market and tariffs across several Russian regions.

Foresight Research Centre, Research Assistant — Sept. 2014 – June 2016

- Researched the Foresight method, its benefits and limitations, including **statistical models**.
- Assisted in **creation of the methodology** on using Foresight in small- and mid- size businesses, regional governments and research projects.

Rosenergoatom, Retail Marketing Intern — Feb. 2016 – April 2016

- Assisted with document processing and business valuations.

Education

National Research University "Higher School of Economics" — June 2016
Master's Degree "Strategic Corporate Finance"

National Research University "Higher School of Economics" — June 2014
Bachelor of Arts, Economics

Cases & Academic Research

McKinsey Business Diving – Semifinalist — March 2016
Creating revenue increase models for the Gett Company

Changllellenge Cup Moscow – High Quality 15% — Nov. 2015
Private banking development strategy for the "Alfa-Bank"

Changllellenge Cup Ural – Finalist — Apr. 2015
BCG Idea Challenge – Finalist — Apr. 2015
Changllellenge Cup Moscow – High Quality 25% — Nov. 2014

Skills

Languages: Russian, English
Statistical Skills: **Stata, Eviews**
MS Office

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Skills

Languages: Russian, English
Statistical Skills: **Stata, Eviews**
MS Office

Show English Skills.
Show analytical achievements.
Show leadership skills.
Show great grades.
Show vertical work ability
Show strong quant skills
Outline industry

Составление Резюме

Способность кратко доносить информацию

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Skills

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Statistical Skills: **Stata, Eviews**
MS Office

Составление Резюме

BEFORE

Malaya Kalitnikovskya St.,
Moscow, Russian Federation
Mobile phone:
E-mail:
Date of Birth:



Professional Experience

Analyst in Business Valuation Practice — Sept. 2016 – present
Neo Centre Consulting Group

Intern in Business Valuation Practice — July 2016 – August 2016
Neo Centre Consulting Group

Research Assistant in International Research and Educational Foresight Centre — Sept. 2014 – June 2016
ISSEK of NRU "Higher School of Economics"

Intern in Retail market department — Feb. 2016 – April 2016
Rosenergoatom

Education

National Research University "Higher School of Economics" — Sept. 2014 – June 2016
Moscow, Russia
Master's program "Strategic Corporate Finance"

National Research University "Higher School of Economics" — Sept. 2010 – June 2014
Perm, Russia
Bachelor of Arts, Economics

Extracurricular activities

Case competitions

McKinsey Business Diving – Semi-finalist	March 2016
Changellenge Cup Moscow – High Quality 15%	November 2015
Changellenge Cup Ural – Finalist	April 2015
BCG Idea Challenge – Finalist	December 2014
Changellenge Cup Moscow – High Quality 25%	November 2014
Changellenge Cup Ural – 3rd place	April 2014

Academic achievements

Vishnevskiy, K., Meissner, D., "Foresight for SMEs: How to Overcome the Limitations in Small Firms?". *Higher School of Economics Research Paper* — August 2015

Vishnevskiy, K., . "Strategic Foresight for SMEs: Choice of the Most Relevant Methods". The XXVI ISPIM Conference–Shaping the Frontiers of Innovation Management, Budapest, Hungary on — June 2015

Personal Skills

Languages: Russian – native, English – upper-intermediate
Knowledge of programs: MS Word, MS Power Point, MS Excel, Eviews, Stata

AFTER

Phone:
Email:

Professional Experience

Neo Centre Consulting Group, Analyst in Business Valuation Practice — Sept. 2016 – present
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Languages: Russian, English
Statistical Skills: **Stata, Eviews**
MS Office

Составление Резюме

XXXXXXXX XXXXXXXX

Phone: + 7 (XXX) XXX-XX-XX

Email: firstname.lastname@mail.org

PROFESSIONAL EXPERIENCE

LexisNexis Russia and Eastern Europe Feb 2018 - Present
Sales Intern

- Prepared several market reports on current state and recent developments to assists sales process.
- Created customer contact lists and performed cold calls inviting over **50 clients** to company's events.
- Supported the organization of **15 marketing & sales** events and clients meeting.
- Assisted with opening and support of accounts for **various foreign** educational and corporate clients.

EDUCATION

Financial University under the Government of the Russian Federation Exp. 2020
Bachelor of Economics and Finance
Selected Coursework:
- **Investment Perspectives of Russian Lumber Industry**
  - Performed **comparable analysis** of Russian Lumber Companies
  - Developed **rating methodology** for assessing risks, performance and outlook.

Selected Research Articles:
- **Investment Analysis of Russian Oil Companies**
  - Analyzed several of key Russian companies and strategy for investing in them.
- **Comparison of Russian and Finnish Utilities Management**
  - Performed comparison and made suggestions on optimizing Russian Utilities Management.

Spring Academy by Société Financiers Jul 2018

Attended more than **150 hours** of finance lectures taught by professionals from the leading global institutions on topics of:
- **Corporate Finance**: DCF & comparable analysis; Project Financing; LBO and M&A deals
- **Excel**: VBA, Macros, Advanced Topics
- **Accounting**: IFRS, RAS, Budgeting, Capital Management.

EXTRACURICULAR ACTIVITIES

Selected Cases (out of 15 events competed):
- **Oliver Wyman Case Cup Semifinalist**
  - Performed financial analytics and projects for starting First Capital bank's business in Russia.
- **Cup Moscow 2017 High Quality 15%**
  - Acted as a captain of management consulting case for developing Raiffeisen's strategy.

Management of stock portfolio with NAV of **RUB 280k**

PERSONAL

Skills: MS Office, Bloomberg, Python.
Personal: Amateur Soccer League Player
Languages: Russian, English

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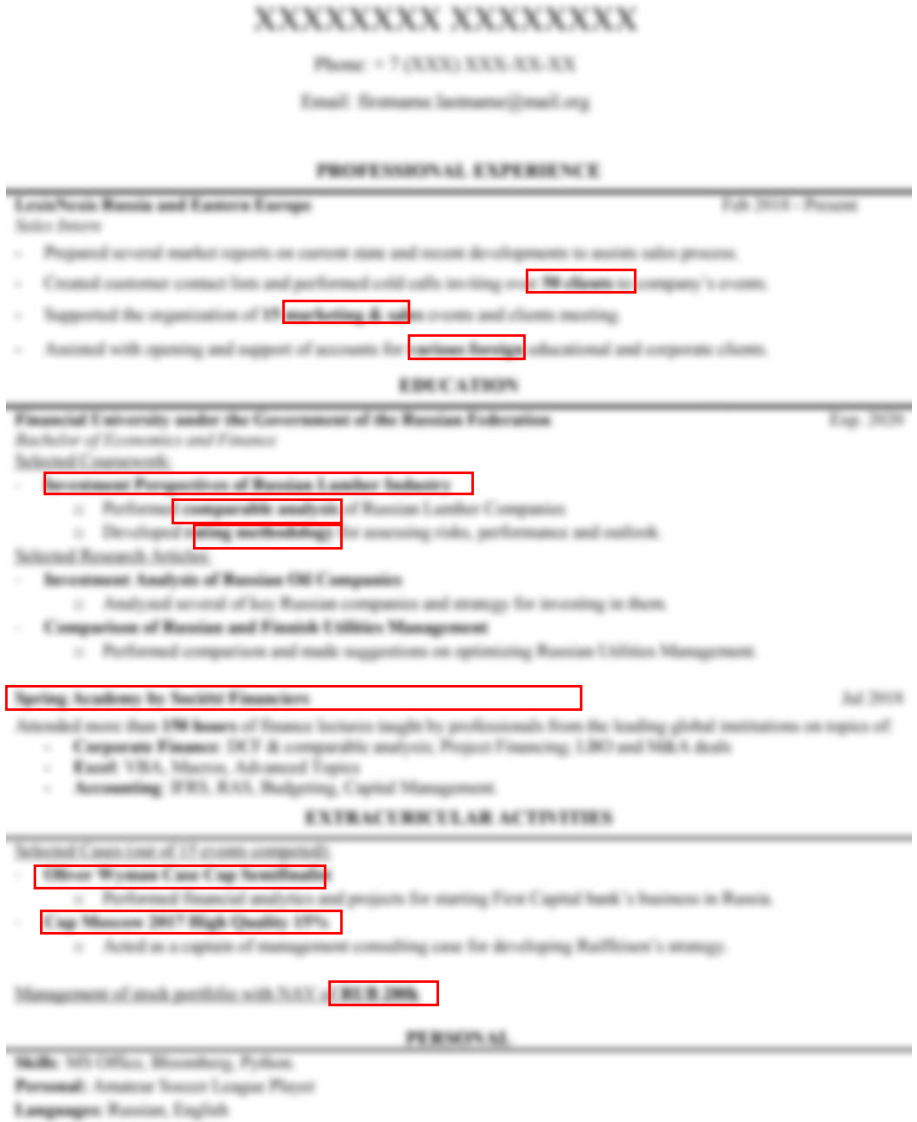
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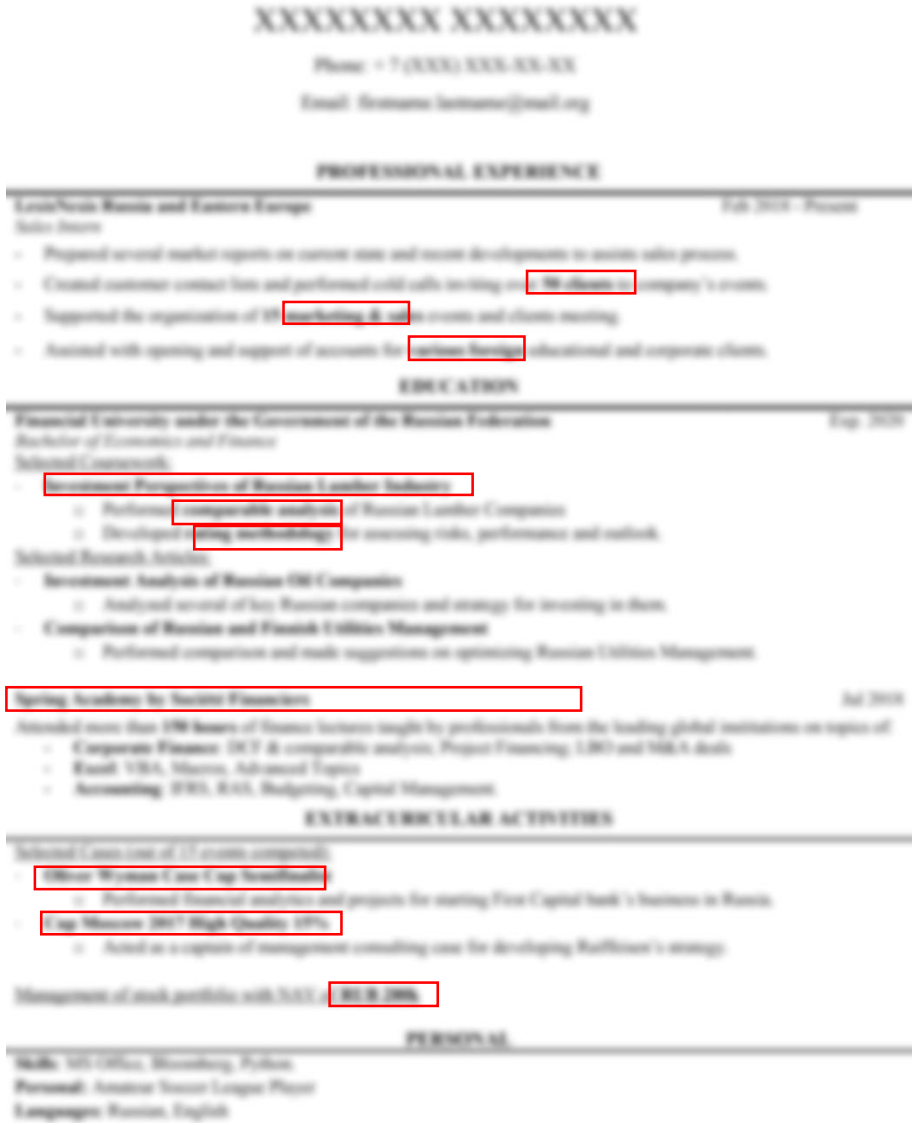
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Skills: MS Office, Bloomberg, Python.
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Составление Резюме

BEFORE

Phone:
E-mail: @gmail.com

EDUCATION

Financial University under the Government of the Russian Federation Moscow
Economics and finance faculty 2016 – present

PERSONAL EXPERIENCE

LexisNexis Russia and Eastern Europe Intern February 2018 – present

- Russian Patent Market research (exp: RuExport Patent).
- Accumulating information into Excel documents.
- First contact with clients. Sending faxes and calling.

WORK AND LEADERSHIP EXPERIENCE

Volunteer at the FIFA World Football Championship in Russia	2018
Writer and editor of scientific articles	2017
Organizer and supervisor of an university event	2017
Experience managing an investment portfolio consisting of various company stocks	

ACHIEVEMENTS

Semifinalist of the Oliver Wyman Case Cup	2018
Cup Moscow 2017 High Quality 15%	2017
Participant of the Unilever Case Championship	2017
Participant of the 12 science Festival	2017
Winner of the 11st science Festival in Microeconomic	2016
Participant of the Microeconomics conference	2016

LANGUAGES

English (advanced)
German (beginner)

SKILLS

MS Office (Excel, Power Point, Word, Outlook) – proficient user
Bloomberg Terminal and other software – advanced user
Python – Beginner

EXTRACURRICULAR ACTIVITIES

Publications:
K.I. , Analysis of the attractiveness of investing in the Russian oil companies. «Economy and society» 2016 (4/35)
K.I. , A.D. Salomatin, The automatization as a method of a cost's decreasing. 2017 (№9).

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