

Léo TERNY

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EDUCATION

Université Paris-Dauphine

Paris, France

Master in Management - Major in International Business

2024 - 2027

- Relevant Coursework: Strategy, Corporate Finance, Industrial Economics, International Management
- **Master's Research Thesis:** "PPP and renewable energy development in Saudi Arabia under Vision 2030 – a lever for french companies' expansion?" Grade 18/20 – Awarded with high honors

ICP Université

Paris, France

Bachelor in Economics and International Policy

2021 - 2024

- GPA: 4.0/4.0 - *Top of class* in 1st and 2nd years
- *Exchange Semester:* The Australian Catholic University - Sydney Australia (GPA: 3.3/4.0)

PROFESSIONAL EXPERIENCE

EDF Power Solutions

Paris, France

Corporate Strategy Analyst

Sep 2026 - Current

- Supported in shaping EDF PS' growth strategy in off-grid and decentralized power, leveraging competitive intelligence and market sizing to inform expansion and investment decisions
- Drove partnership and build-vs-buy screening on microgrid and storage players, producing competitor benchmarks, strategic assessments and governance decks for top management

Egis Group

Paris, France

Corporate Strategy Analyst

Feb 2026 - Jul 2026

- Contributed to data-driven 2026-2031 business plan development, incorporating LBO fund expectations and leveraging studies through infrastructure/energy market forecasting and scenario modeling
- Conducted nuclear M&A GnG and automated global engineering peer benchmark (Afr, Sweco, Aecom, WSP), producing target valuation assessments, strategic assessment and governance decks

French Chamber of Commerce and Industry

Dubai, United Arab Emirates

Business Development Executive Intern, Business Consulting Team

Sep 2025 - Jan 2026

- Supported 4 French companies in entering the UAE and Saudi markets, contributing to a pipeline of €600K+ potential contracts within Luxury and Real Estate sectors
- Strengthened relationships with key local stakeholders (e.g. RTA, ADIA, FAB) through organizing 3 large-scale events (including GCC-France Forum & Voices of AI), attracting 200+ attendees

Verticloud

Dubai, United Arab Emirates

Strategy & Growth Intern

Aug 2025 - Jan 2026

- Drove business development generating 15 qualified leads that supported a 15% increase in annual turnover, and assisted the late-seed roadshow by preparing materials and pitching to investors with the founding team

Tilder

Paris, France

Strategic advisory Intern

Apr 2024 - Aug 2024

- Supported a team of Associates in executing a crisis management plan during the equity opening of a family business with revenues >€20M, protecting corporate reputation by containing negative publicity to below 5%

French National Parliament

Paris, France

Summer Intern

April 2023 - Jun 2023

- Drafted amendments and analysis notes to support the MP's positions

LEADERSHIP AND EXTRACURRICULAR EXPERIENCE

Dauphine Junior Consulting

Paris, France

Manager of Business Unit

2024 - 2026

- Led a team of 4 through a restructuring phase of 38 individuals introducing CRM system (Odoo) and workflows tools (Slack), which increased annual income by 16% (up to €200K) and reduced delivery delays by 60%
- Directed diverse consulting projects in international development, strategy and marketing, including a 4-month mission: cold-called 300+ professionals to collect Data & presented outputs to the executive committee

LANGUAGES, SKILLS & INTERESTS

Skills: Excel, PPT, AI Tools & Automation, PowerBI, CRM, Financial Modeling

Languages: French (Native), English (Fluent), Arabic (Advanced Beginner)

Certifications: IELTS, "Project Finance" Bocconi University, "Financial Modeling" EDUCBA, "P3 Finance" Columbia

Interests: Basketball (played 8 years as Captain at a regional level), Conferences (IFRI, IRIS, BPI), Solo backpacking