Hugo JALET

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PROFILE

INSEAD MiM candidate with hands-on B2B sales experience, from prospecting and pipeline building to closing and account management: c.€550k annual revenue from 10+ corporate deals at Barclays, plus AI-powered outbound and commercial partnerships. Driven by technology and aiming to bring an analytical, relationship-led approach to B2B tech sales.

PROFESSIONAL EXPERIENCE

Barclays Investment Bank **Paris, France**
Investment Bank division of Barclays, a UK-headquartered universal bank (c. £26bn total income, c. 90,000 employees)
Off-Cycle Internship, Trade Finance Analyst (return offer received) **Jan 2026 - Jun 2026**
- Built a c.€10m annual revenue pipeline via outbound to 40+ corporate accounts (50+ emails, c.10 calls)
- Drove the end-to-end sales cycle on 10+ financing deals (€7m to €96m), pitch to close, for c.€550k ARR
- Managed relationships across 15 corporate accounts, incl. a major tech client met weekly
- Modelled clients' cash flows to size 30+ financings (€50m to €500m), then presented them in 25+ client decks

BNP Paribas Asset Management **Paris, France**
Asset management arm of BNP Paribas, c. €1.6tn AuM
Apprenticeship, Stewardship Analyst **Jan 2024 - Dec 2025**
- Engaged 80+ C-suite executives at major French corporates, leading 50+ meetings on strategy and governance
- Analysed a 300+ company portfolio, turning financial and governance data into actionable recommendations
- Coordinated 400+ shareholder votes and ran targeted follow-up communications with corporate stakeholders

Flornoy Ferri **Paris, France**
Independent French asset manager, buy-side equity platform managing c. €10bn AuM
Summer Internship, Buy-Side Equity Research Analyst **May 2022 - Aug 2022**
- Valued 10+ listed equities with DCF models, analysing profitability, leverage and cash flow
- Presented updated investment theses to portfolio managers after scenario and risk/reward analysis

COMMERCIAL LEADERSHIP & TECHNOLOGY PROJECTS

Emerald Consulting **Fontainebleau, France / Singapore**
INSEAD's in-house consulting firm, delivering live engagements for corporate and start-up clients
Consultant (part-time) **Oct 2026 - Present**
- Ran AI-sourced LinkedIn outreach tracked in a CRM: 100+ messages sent, 35+ expert interviews booked (c.35%)
- Diagnosed 12 key unknowns for a venture builder across market size, offer, route-to-market and regulation
- Prioritised a B2B ingredients leader's growth avenues from 8 markets to 3, shaping 3 ventures for January 2027

Metalab Institute **Paris, France**
Applied AI think-tank testing LLM tools and workflows, publishing research and hosting expert events
Board Member (part-time) **Nov 2024 - Jun 2026**
- Renegotiated sponsorship agreements with BNP Paribas and Onepoint and negotiated further partner contracts
- Co-hosted 4 AI webinars with Onepoint (1,000+ attendees) and expert debate dinners; published 3 AI articles

Personal AI Automation Projects **Fontainebleau, France**
Self-built agent stack: Claude (skills, connectors, Claude in Chrome), n8n, Notion API, Wispr Flow, Python
AI Workflow Builder (self-initiated) **Aug 2026 - Present**
- Secured 12 meetings from 125+ prospects via an AI outbound engine sourcing 150+ target accounts
- Shipped a CRM web app synced with Notion: pipeline view, follow-up alerts and AI-drafted LinkedIn messages
- Automated call follow-up: Claude turns Wispr Flow transcripts into Notion recaps and next actions
- Deployed Python and Claude agents scanning 30+ careers sites and job boards daily into a ranked morning brief

Student Executive Board (ESSEC Student Council) **Cergy, France**
ESSEC student union running 15+ events a year, c. €600k budget, 35 to 70 volunteers, 3,200 students represented
General Secretary **Jan 2023 - Dec 2023**
- Approached all 40+ sponsors with a visibility-only offer (reach among 3,200 students), securing €1m+ in kind
- Landed Yves Saint Laurent, Back Market and Sumeria as lead sponsors (goodies and products for students)

EDUCATION

INSEAD **Fontainebleau, France / Singapore**
Master in Management, Class of 2028 **2026 - 2028**
- Strategy specialisation; Data Analysis and Machine Learning coursework; full-time from July 2027
- INSEAD Venture Competition: CFO of a health-tech venture, pricing built on a 250-respondent and expert calls

ESSEC Business School **Cergy, France**
Global Bachelor in Business Administration **2021 - 2025**
- Finance specialisation (240 ECTS); Student Contribution Award (2 recipients out of 2,700+)
- Exchange semester at Stellenbosch University (South Africa): GPA 4.0/4.0, Magna Cum Laude

ADDITIONAL INFORMATION

Nationality/Work Authorisation: French citizen, authorised to work in the EU and the EEA, Singapore Work Permit
Languages: French (Native), English (Fluent), Spanish (Practical)
Tools: Salesforce, Claude and LLM agents (advanced), n8n, Notion, Python (intermediate), MS Office Suite (advanced)
Interests: Rugby (2nd division champion), Swimming (10 years, national level), Kickboxing, Fishing (17 years), Hiking