

# CESARE BARBANO

## PROFESSIONAL EXPERIENCE

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- 2019 –today      **SWISS MERCHANT CORPORATION SA, Lugano- CH**  
**Senior Analyst**
- 2017-2019      **BNL BNP Paribas, Milan**  
**Structured Finance & Real Estate Specialist**
- Analysis, negotiation, structuring, contractual implementation of loans and bank facilities related to Large Corporate extraordinary transactions, M&A, debt restructuring, Real Estate.
  - Business planning and financial projections with sensitivity analysis, market studies and comparables analysis.
  - Management of relations with customers and other banks involved in pool financing or syndicated loans.
- Teaching activities to junior analysts' classes on credit risk and financial modelling.
- 2013-2017      **BNL BNP Paribas, Milan**  
**Large Corporate Senior Credit Analyst**
- Risk assessment analysis of financing Large Corporate customers
  - Management of full banking product portfolio, factoring and leasing. Active contribution to structuring of deals with a tailor-made approach.
  - Management of lending process for international groups, liaising with foreign local subsidiaries of BNP Paribas Group.
  - Definition of internal Rating for corporate counterparties.
- 2010-2013      **BNL BNP Paribas, Rome**  
**Central Credit Committee Analyst** creation of executive summaries with recommendations to Central credit committee and CEO for corporate ordinary lending (industrial, real estate, short/long term credit lines), extraordinary finance (M&A and debt restructuring), factoring and leasing on Mid and Large Corporate Clients
- 2006 -2010      **FORTIS BANK SA, Turin branch**  
**Corporate Banking Assistant Account manager.** Support to Account Managers and direct full management of some accounts
- Creation of credit applications, rating procedures, delivery of financial solutions according to customer needs.
  - Work within an international team for delivery of cross-border credit facilities and cash pooling.
- 2005-2006      **LENTI E VILLASCO SRL, Valenza Po**  
**Sales and Marketing Manager – diamonds and high end jewelry**
- Definition of marketing and commercial strategies
  - Pricing policies
  - Direct management of commercial relation with domestic and international distributors
- 2002              **CFP IAL, Casale Monferrato**  
**Teacher** Frontal lessons on Business Management, Marketing, Economics, Labor Law.

## **EDUCATION**

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**BNP Paribas Banking Academy** 3 years program 2016-2018

**Master's degree in Economics and Business Administration**, University of Novara- 2003

Experienced user of Excel, Word, PowerPoint, Adobe Photoshop, Adobe Illustrator

## **LANGUAGES**

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**Italian** native

**English** fluent

**German** basic

## **OTHER INTERESTS**

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Shotokan Karate – Off road bicycle and motorbike -Photography