

# Lars Markus Nilsson

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Kristianstad, 291 39, Sweden

## EDUCATION

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**Lund University's School of Economics and Management** **Lund, Sweden**  
*(Current) Master of Science in Finance* 08/2023 – 06/2024

- **Module Includes:** Financial Analysis, Econometric Modelling, Stochastic Processes, Financial Mathematics, Quantitative Analysis, Portfolio Optimization, Risk Management, Derivatives, and Corporate Finance.

**Kristianstad University** **Kristianstad, Sweden**  
*Bachelor of Science in Banking and Finance* 08/2022 – 08/2023

- **GPA:** 15/18 Pass with distinction.
- **Honors:** Best Bachelor's Thesis ("*Following the Herd – How Social Media and External IDMFs Influence Novice Retail Investors' Decisions in Financial Markets*").
- **Exchange Semester:** Yonsei University in Seoul, Republic of Korea.
- **Module Included:** Financial Accounting, Financial Modelling, Capital Markets, Statistical Analysis.

**Kristianstad University** **Kristianstad, Sweden**  
*Bachelor of Science in International Business and Marketing* 09/2019 – 06/2022

- **GPA:** 14/18 Pass with distinction
- **Honors:** Highest Achievement Award for Top Grade
- **Exchange Semester:** HTW in Berlin, Germany; and HKBU in Hong Kong, China.
- **Module Included:** Business Communication, Presentation and Communication Skills, Business Strategies, Entrepreneurship, Business Ethics, Organizational and Management Training.

## PROFESSIONAL EXPERIENCES

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**Kristianstad University** **Kristianstad, Sweden**  
*Consultant/Teacher* 08/2023

- I am currently involved in developing Kristianstad University's new BSc Business Intelligence program.
- Additionally, I am also going to teach Python as a part of the BSc Business Intelligence program's new course *Introductory Statistics with Python*.

**One Contact CC** **Barcelona, Spain**  
*Team Leader, Sales* 01/2017 – 08/2019

- Transformed multiple sales teams to become more efficient and improve sales statistics (KPIs). The largest team grew from 14 agents to over 60 agents. Handled both warm and cold calls.
- I designed and implemented new sales education programs and materials to enhance product knowledge, efficiency, and sales while minimizing cancellations.
- **Key Skills:** Leadership, Stakeholder Management, Client Relationship, Multitasking, and Sales Training.

**One Contact CC** **Barcelona, Spain**  
*Quality Analyst* 09/2016 – 01/2017

- Evaluated sales calls to improve company KPIs and provided comprehensive reports to management.
- **Key Skills:** Business Communication, Attention to Detail, Analytical Skills, and Writing Reports

**One Contact CC** **Barcelona, Spain**  
*Sales Agent, Cold Calling* 03/2016 – 09/2016

## **EXTRACURRICULAR ACTIVITIES**

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### **LINC's Trading and Quantitative Research Team:**

- LINC (Lund University's Finance Society) is Sweden's leading finance society which is one of the most prominent organizations of its kind in Northern Europe. I am proudly one of nine students part of LINC-STEM's Trading and Quantitative Research Team.
- This semester's project is a collaboration with a leading Nordic bank's FX Quant Division to analyze the intraday movements of the EURNOK.
- More info: <https://linclund.com/researchandanalysis/>

## **SKILLS, ACTIVITIES & INTERESTS**

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### **Languages:**

- Swedish (Native), English (Fluent)

### **Technical Skills:**

- Proficient in Python (Advanced), SQL (Intermediate), Microsoft Office (Advanced), Power BI (Intermediate), and WordPress (Intermediate)

### **Certifications & Training:**

- Google Data Analytics Certificate
- Bloomberg Market Concepts
- Completion of over 50 DataCamp courses specializing in finance, statistics, and machine learning with Python and SQL.

### **Activities:**

- I am interested in economic analysis, trading algorithms, multi-asset strategies, and pair trading.
- Freelance Data Analyst: the latest project is a collaboration with Kristianstad University on developing its new BSc Business Intelligence program. Previous freelance projects have included building Business Intelligence dashboards, websites, and API integrations.

### **Interests:**

- Playing musical instruments, programming, mathematics, working out, healthy living, and exploring nature.