JUAN BILOTTE

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WORK EXPERIENCE

S&P Global – Market Intelligence **New York, United States (Remote)**
Investor Relations Analyst *September 2024 – Present*

- As part of the Investor Relations team, I deliver actionable insights to clients on institutional investors and key drivers of trading activity in equity markets, supporting strategic decision-making.
- I cultivate and maintain strong relationships with investor relations and executive teams of publicly traded companies, ensuring alignment on market trends and investor sentiment.
- I identify and analyze leading institutional buyers and sellers of clients' stocks, providing in-depth insights and valuable context on market movements and trends.
- I generate comprehensive reports for clients using advanced Excel Macros, streamlining data analysis, and enhancing the presentation of insights.

S&P Global – Market Intelligence **Buenos Aires, Argentina**
Capital Markets Product Consultant *March 2023 – September 2024*

- Assisted in creating financial formulas in Excel and extracting data from Capital IQ & Capital IQ Pro.
- My clients were Investment banks, private equity firms, consulting companies and investment managers.
- I was recognized with the Top Client Services Employee Award for Q12024.

Occam Finance – Blockchain (Saas/Finance) **Zurich, Switzerland (Remote)**
Business Development *February 2022 – March 2023*

- Monitored and analyzed daily news and trends in the cryptocurrency, blockchain, and digital asset space to inform potential business developments.
- Identified projects for incubation and devised comprehensive go-to-market plans.
- Conducted financial analysis and provided strategic insights in collaboration with the research team to ensure clients' successful token launches in the crypto market.

EDUCATION

Universidad de San Andrés **Buenos Aires, Argentina**
Bachelor of Science in Business Administration *Class of 2021*

Relevant Coursework: Valuation Analysis, Excel, Operations and Technology Management, International Finance, Neuroscience.

High School - Colegio Cardenal Newman **Buenos Aires, Argentina**
December 2016

ADITIONAL INFORMATION

- **Languages**: Fluent in Spanish and English; Basic Skills in Portuguese
- **Technical Skills:** Proficient in Excel, Capital IQ & IQ Pro, Salesforce, SQL, SAP, Microsoft Office.
- **Other Interests**: Rugby, Golf, Guitar and Toastmasters International (Public Speaking)