

# Sophie Reynal

Founder & Managing Director - AlliA Finance [www.AlliAfinance.com](http://www.AlliAfinance.com)

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## Summary

A personal advisor to corporate decision makers, I set up my own Paris-based M&A boutique in 2008 to channel my 15 years' experience - in cross border M&A in London, New York and Paris in the real estate, construction, infrastructure, retail, luxury, consumer and media sectors. I give tailor-made, confidential, professional, financial advice to senior executives related to cross border and French domestic situations.

« Forte de mes 15 ans d'expérience en fusions & acquisitions dans de grandes banques d'affaires internationales au cœur des places financières de premier ordre que sont Londres, New York et Paris, je choisis de créer en 2008 ma propre société AlliA Finance pour épauler les chefs d'entreprises lors de leurs transactions stratégiques : croissance externe, cession partielle ou totale, introduction en bourse, recherche d'investisseurs, levées de fonds, transmission ou restructuration. J'interviens personnellement auprès des décideurs lors des transactions de fusions & acquisitions et leur propose trois volets de conseil sur mesure conjuguant déontologie et confidentialité.

- Riche de mon expérience multiculturelle sur plusieurs dizaines de transactions, je leur propose une analyse indépendante pour valider leurs décisions stratégiques : sélection d'une cible, évaluation d'un partenaire, faisabilité d'une cession de filiale ou choix d'une banque d'affaires,
- Leur décision prise, je prends en charge la totalité de l'exécution des transactions. Assurant notamment la coordination des conseils et l'interface avec les contreparties et les banques, je leur permets de se libérer de la gestion du dossier au quotidien et de continuer à gérer leur groupe tout en concluant une opération d'envergure pour celui-ci.
- Enfin, je suis à leur côté pour mener à bien approches, enchères et négociations – en les aidant à gérer des situations complexes ou conflictuelles.

Je les invite à me contacter en toute confidentialité pour un diagnostic personnalisé.

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## Specialties

Crossborder M&A, French M&A, mergers and acquisitions, IPOs, decision facilitation, project leadership, sale and purchase, negotiation, real estate, construction, infrastructure, retail, luxury, consumer, media, family company, family office

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## Experience

### **Founder & Managing Director at AlliA Finance**

2008 - Present (2 years)

AlliA Finance is an M&A boutique that gives tailor-made, confidential, professional, financial advice

to senior executives related to cross border and French domestic transactions.

*2 recommendations available upon request*

**Director - Mergers & Acquisitions (Paris) at Citi**

September 2004 - 2008 (4 years)

*4 recommendations available upon request*

**Director - M&A Execution (Paris) at HSBC CCF**

2001 - 2004 (3 years)

*1 recommendation available upon request*

**Vice-President - Corporate Finance Origination (Paris) at Credit Suisse First Boston**

2000 - 2001 (1 year)

*1 recommendation available upon request*

**Associate - Consumer Food & Retail Industry Group (London then New York) at Credit Suisse First Boston**

1997 - 2000 (3 years)

**Analyst - European Mergers & Acquisitions (London) at Goldman Sachs International**

1994 - 1997 (3 years)

**Intern - European Mergers & Acquisitions (London) at JP Morgan**

1994 - 1994

**Intern - Mergers & Acquisitions Suezinvesticni (Prague) at Compagnie de Suez**

1993 - 1993

**Intern - Back Office Treasury & Finance Department (Paris La Défense) at Compagnie de Saint-Gobain**

1991 - 1992 (1 year)

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## Education

**HEC School of Management**

1990 - 1994

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## Interests

Aaron was born on 8 June 2007 - 3kg700 51cm,

Sarah was born on 8 December 2008 - 3kg460 49cm

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## 8 people have recommended Sophie

"I met Sophie several years ago. As a Crédit Suisse team member on a sensitive deal, she gained our esteem by her high degree of involvement and professionalism. We kept in touch, and I have had several occasions on the road to appreciate her efficiency in getting you the right contact, her attention in keeping an eye on your business to give you the relevant hints. I am looking forward to working with Sophie again."

— **Isabelle Carrere**, was Sophie's client

"good advices from Sophie to manage my financial project in a difficult environment. I appreciated her on the personal bases, and found her quick and efficient. I would easily work with her again or recomand to a friend"

— **Laurent Bernier**, was Sophie's client

"Great Job!"

— **Jean-Raphael Racine-Grisoli**, was Sophie's client

"Sophie is a high calibre professional who is able to deal with difficult situations and tight time lines with incredible efficiency. Her personal style is a great benefit in that she is always calm and able to use charm and humour to keep things on track. As a client I had the benefit of her great network and personal contacts in France. I will be happy to work with Sophie again."

— **Robert Frost**, was Sophie's client

"Sophie taught me a lot while we were working at HSBC CCF: she married rigor of detailed execution with always setting up the larger picture of the situation to the team. I still use many tricks that I learnt from her and teach them now to my associates / analysts. She was very demanding but in a way that made the team understand why and toward which goal we were working. I am still impressed with her total dedication to her clients."

— **Grégory Garnier**, *Vice President, HSBC*, reported to Sophie at HSBC CCF

"I worked with Sophie while she was at HSBC and Citigroup and I was VP Strategy & Development

at Bouygues. She served both as team leader on a large 3-month acquisition project and afterwards as client coverage manager for 2 years. During that period, Sophie was able to build a strong relationship with Bouygues thanks to great listening, outstanding responsiveness and solid technical skills (and a good deal of tenacity too). She was consistently focused on bringing new ideas on the table with a clear priority for long term relationship rather than short term out-of-the-blue ideas. This makes her a noticeable exception in the M&A arena ! I really enjoyed working with Sophie and am open to any inquiry regarding our common work experience."

— **Constantin Pellissier**, was Sophie's client

"Sophie is one these rare in-depth investment bankers, who stick to their clients in good times as well as tough ones. Sophie is constantly bringing new ideas as well as detailed paths to implement them. She is able to set up teams quickly that fit the best to the projects she is involved in."

— **Alexis Arie**, was Sophie's client

"Sophie is both a very good professional and a great person. She has a very good reputation in the financial industry and several industry sectors."

— **Hazan. Eric**, was with another company when working with Sophie at Citigroup

[Contact Sophie on LinkedIn](#)