

Elinor Kleiner

elinor.kleiner@my.ienyc.edu | +1 (332) 261 4066 | www.linkedin.com/in/elinor-kleiner | New York, NY, USA

EDUCATION

IE NEW YORK COLLEGE, Master of Science in Management (*Expected 2027*) 2026 – 2027
STEM-designated program focused on strategy, analytics, and data-driven decision-making. New York, NY, USA

- **Specialization in Alternative Investments** (joint cohort with MS Finance) – private markets, venture capital, and real assets.
- Relevant coursework: Strategic Finance (Portfolio Management, Asset Allocation, Derivatives & Risk Management), Private Markets & Venture Capital, Securitization, Leveraged Finance & M&A, Real Estate Markets.

ESSEC BUSINESS SCHOOL, Global BBA (*Singapore Track*) 2021 – 2025
Studied across ESSEC campuses in Singapore, Paris, and Rabat. Singapore

- Relevant coursework: Corporate Finance, Financial Accounting, Management Control, Cost & Budget.
- Elected to the ESSEC APAC Student Council; managed a S\$50,000 budget and coordinated events for 300+ students.

TELFER SCHOOL OF MANAGEMENT, Exchange Semester Jan – Apr 2024
Ottawa, Canada

- Relevant coursework: Strategic Management, Strategic Marketing.

PROFESSIONAL EXPERIENCE

RADISSON HOTEL GROUP Jan – Jul 2026
Commercial Strategy & Transformation Intern Madrid, Spain

- Analyzed pricing, commercial, and operational performance data across an international hotel portfolio to identify revenue optimization opportunities and support strategic decision-making.
- Led a global business intelligence audit spanning 120+ hotels, identifying 610 unauthorized system users and strengthening data governance, reporting accuracy, and commercial controls.
- Managed implementation of 100+ commercial initiatives across EMEA and APAC, coordinating stakeholders from contracting through deployment.
- Supported a global digital transformation program with EY, defining business requirements, KPIs, reporting frameworks, implementation roadmaps, and executive steering materials for a new B2B platform.

ESTEE LAUDER COMPANIES Jul – Dec 2025
Assistant Product Manager Paris, France

- Synthesized market insights and performance data to support product launch and portfolio decisions.
- Conducted market and consumer analyses to identify growth opportunities and support salon business expansion.
- Coordinated cross-functional execution of 10+ commercial events and marketing initiatives involving agencies, suppliers, and internal stakeholders.
- Developed executive presentations and commercial recommendations for senior management.

SOTHEBY'S INTERNATIONAL REALTY Sep 2024 – Feb 2025
Business Operations & Strategy Intern Brussels, Belgium

- Analyzed 500+ luxury property listings (€1M–€30M) to identify data quality gaps and improve operational efficiency across digital platforms.
- Assessed competitive positioning and market dynamics within the Belgian luxury real estate sector through market and competitor research.
- Delivered market intelligence reports used to inform business development initiatives.
- Supported residential development projects through stakeholder coordination, market analysis, and project execution.

ELECTROLUX May – Aug 2023
Portfolio Management Intern Stockholm, Sweden

- Evaluated product portfolio performance and developed strategic recommendations supporting category management decisions.
- Conducted market, customer, and competitor analyses to identify growth opportunities within the food preservation category.

N-AGAIN Sep 2019 – Jun 2020
Co-Founder & CEO Brussels, Belgium

- Co-founded a sustainable fashion venture using recycled textiles in partnership with the Red Cross, developing the business model and commercialization strategy.
- Led a multidisciplinary team and coordinated external stakeholders throughout venture development.

LANGUAGES & SKILLS

- **Technical:** Microsoft Excel, SPSS, PowerPoint, WordPress, AI-Assisted Research & Analysis.
- **Languages:** English, French and Swedish (fluent); Spanish (advanced); Dutch (intermediate).
- **Cross-Cultural Experience:** Lived, studied, and worked across 9 countries on 4 continents.