

Ismail Francillon, BComm

Department: Finance
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BIOGRAPHY

- Analytical and driven entrepreneur with 3+ years of experience in management consulting, real estate, and start-ups
- Distinctive leadership and interpersonal skills with a proven track-record of managing multiple projects and delivering under tight deadlines
- Great ability to manage stakeholder relationships with executives, investors, and direct counterparts to deliver end-to-end projects
- Deep knowledge of market dynamics across private equity, strategy & corporate finance, real estate, hospitality, customer loyalty, tech & media

EDUCATION

2022 Bachelor of Commerce (BComm), Business Administration, Finance, Concordia University, John Molson School of Business, Canada

WORK EXPERIENCE

Academic

Since 2025 Part-Time Lecturer, Department of Finance, Concordia University, John Molson School of Business, Canada

2021 - 2022 Teaching Assistant for professor Brahm White-Gluz (COMM226 & BTM480), Concordia University, John Molson School of Business, Canada

Professional

Since 2022 Business Analyst, rated distinctive (top ~5% of performers), McKinsey & Company, Canada

- Conducted 10+ due diligences and strategy efforts for large clients in North America and the Middle East across tech, media, and consumer
 - Acted as Junior Engagement Manager across 5+ M&A and strategy efforts with major clients in North America and the Middle East
 - Participated actively in McKinsey's gaming & software practice by leading several initiatives in mobile gaming, eSports, and wearables
 - Led recruiting, learning and development initiatives across Canada as key point

person for the Montreal office

- Key projects and transactions include:
 - Conducted a due diligence for a 2B M&A transaction involving a significant media and Gen AI publisher
 - Developed a growth strategy for a major CPG client aimed at assessing 1B potential headroom for its snacks portfolio products
 - Conducted a due diligence for a major private sector institution involving a world-leading mobile game developer and publisher
 - Helped a leading American fitness player develop their exit-strategy and develop investment thesis and criteria
 - Supported a major manufacturing client conduct a current-state assessment of its sector & assessed supply/demand dynamics to raise 250M in debt & equity financing, facilitating future growth initiatives in the region
 - Helped a leading American retail player conduct a multi-year transformation, leading to an end-to-end redesign of their customer loyalty and consumer experience functions

2021 - 2022 Founder, Ismahelps (<https://www.ismahelps.com>), Canada

- E-Learning business which produced more than C\$ 50,000 in revenues
- Helped more than 10,000 individual students and generated 100K+ interactions to date
- Attract more than 1,500 unique visitors per month on Ismahelps' website

2021 - 2022 Co-Founder & Residential Real Estate Broker, Immoflow, at Groupe Mackay, Canada

- Sourced and delivered real estate transactions worth more than C\$ 7.5M
- Built an automated real estate investment calculator (REIC) to empower brokers and investors
 - **Key capabilities and achievements include:**
 - REIC matches the best income properties across geographies automatically by sourcing 6,000 listings per hour
 - REIC actively benchmarks Quebec's entire income property into the most profitable centiles
 - Partnered with Groupe Mackay Inc. to deliver tools to their agency of 90+ brokers
 - Negotiated licensing deals with Canadian real estate agencies (e.g., RE/MAX, Royal LePage)
 - Negotiated partnership deals with key real estate commissions/agencies (e.g., Centris)

TEACHING EXPERIENCE

Undergraduate

Since 2025 Cases in Finance, John Molson School of Business

COMMUNITY INVOLVEMENT

2021 - 2022 Co-President of Pennydrops – Concordia Chapter, Concordia University, Canada

OTHER

Languages

English, Highly proficient

French, Highly proficient

Japanese, Functional

Skills

Computer Skills:

Extensive knowledge of MS Excel and Office suite. Good knowledge of Bloomberg, R & HTML/CSS

Interests:

Public Policy, Asian Markets, Finance, Real Estate, Passive Income, Retail Investing, Programming, Track & Field, and Car Enthusias