

Corporate Finance Evening Programme

Participant profile

Name: Alejandro Nunez

Job title: Director, Debt Capital Markets

Organisation: UBS

Career: Alejandro worked for a mid-sized machinery manufacturer in Northern Italy before joining UBS in London to cover capital markets origination for southern Europe, including Italy and Spain. His role has developed over the past seven years, and he is now involved in launching primary issues of debt into the market. He attended the programme during the first six months of 2006.



“I found myself implementing things we had discussed on the course in my work at UBS.”

Two years ago, I thought it would be a good idea to supplement the considerable internal training I get at UBS with an external course in a more dynamic environment. I had received references from colleagues and friends who did an MBA or Masters in Finance at London Business School, and they talked about the quality of staff. Of course, the School has an excellent reputation globally, and I knew it would give me a distinct advantage when sharing my professional experiences.

The course was interactive and we studied alongside the cohort of students on the Masters in Finance and other courses. This was a great opportunity to meet people, and work with them long-term. The professors catalysed discussion between the 50 or 60 participants, giving us the opportunity to make longer-lasting contacts and relationships that still endure and have been helpful for reference and information.

It was a fantastic educational and rewarding experience. The lecturers were very good at tying theoretical concepts into modern finance themes, and applying new interests to the real world. I found myself implementing things we had discussed on the course in my work at UBS. The reading we were given was very timely and up-to-date, so it was easy to apply what we learned in a rapidly-changing market context.

The evening programme co-ordinator was instrumental in making the whole experience as flexible as possible, including the provision of alternative attendance dates and supporting materials. The whole team understood that the participants are working professionals, so I was enthused to take time out from my regular routine to do this.

My area of work is partly driven by market movements and market trends. Having a stronger, refreshed grounding in some of the theoretical concepts and an increased awareness of a number of topics has helped me in my day-to-day discussions with clients, and to perform better at work.

My advice to anyone considering this course is that it is well-suited to people who have a very good idea of what they want to get out of the curriculum and are willing to cover coursework in a participative environment, but have limited time.

When I attended the programme, two participants travelled by train from Brussels twice a week to participate – that’s a testament to the quality of the course!