

RACHELE ANTONELLA LAURO

Master of Science in Finance and Banking

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Analyst at SACE S.p.A. • Finance graduate • Exchange student in Paris at both Sorbonne and ENS • Alumna of University College of Merit Cavalieri del Lavoro "Lamaro Pozzani" • Native Italian speaker, proficient English and good French language user • Proficient user of Microsoft Office Suite, Matlab, R and \LaTeX • Willing to travel and inclined to have an international career

PROFESSIONAL EXPERIENCE

SACE S.p.A. (Cassa Depositi e Prestiti Group)

Commercial Planning & Initiatives Analyst

Rome, Italy

Jul '19 - Present

- Implementation of the objectives of the group through the definition of commercial initiatives, partnerships, sales goals and KPIs
- Potential market identification, segmentation, prioritization and management of dynamic coverage model
- Coordination of the Commercial Committee, reporting most critical aspects to the top management
- Management of digital marketing activities and NPS model for the whole group

CEO Office & Strategic Projects

Jan '19 - Jun '19

- Member of the CEO's supporting team, creating research analyses and documents for the CEO
- Project management activities regarding the most strategic projects for the group
- Coordination of the Management Committee, reporting progress of the project portfolio to the top management

EDUCATION

Master of Science in Finance and Banking (in English)

Università degli Studi di Roma "Tor Vergata"

Rome, Italy

Sept '16 - Oct '18

- Final grade : **110/110 with honors** (Best Student Merit Prize)
- Dissertation : "The influence of key characteristics of funds on their returns : Linear Factor models compared to Machine Learning approaches" - Supervisor : Prof. R. Ciciretti

Exchange Program

École Normale Supérieure and Sorbonne School of Economics

Paris, France

Jan '18 - Jun '18

- ENS exams GPA : **14/20**. Sorbonne Exams GPA : **18/20**

Collegio Universitario di Merito dei Cavalieri del Lavoro "Lamaro Pozzani"

Full merit-based scholarship granted by Federazione Nazionale dei Cavalieri del Lavoro

Rome, Italy

Sept '13 - Sept '18

- Final grade : **Excellent**
- Diploma in Business and Law Fundamentals "Cav. Gaetano Marzotto"

Bachelor of Science in Economics of Financial Markets and Institutions

Università degli Studi di Roma "Tor Vergata"

Rome, Italy

Sept '13 - Jul '16

- Final grade : **110/110 with honors**
- Dissertation : "Industria 4.0 : la quarta rivoluzione industriale e l'impatto sul mondo del lavoro" Supervisor : Prof. L. Carbonari

Scientific High School

Liceo Scientifico Sperimentale P.N.I. "G. Galilei" - 100/100 with honours

Piedimonte M., Italy

Sept '08 - Jul '13

SKILLS

Languages	Italian (Native), English (Advanced), French (Intermediate)
Programming and Computer Skills	Advanced Excel, Power Point, VBA, SQL, MATLAB, RStudio, \LaTeX
Platforms Used	Thomson Reuters Datastream & Eikon (with certification), Morningstar Direct, Salesforce CRM, Aida, Atoka, Survey Monkey, Google Forms
Organizations	Mentors4u, Associazione Laureati Cavalieri del Lavoro

ADDITIONAL INFORMATION

AWARDS : Mentee 2018 (Mentors4u) - Editor of "Panorama per i Giovani", cultural magazine - **2nd** team placed at StockTrack Trading Competition of Rome - **Best Student Merit Award** (M.Sc. Finance & Banking) - **Merit Scholarship Bachelor's Years** (MIUR) - **Honorable mention**, Giochi della chimica 2012.

HOBBIES : Reading, Chess, Piano, Arts, Photography, Travelling, Cooking, Running, Swimming (relay race), Volley, Yoga, Pilates, Swing dancing