

Marco Harald Conticini

Physics graduate with strong interpersonal skills and an international experience. Interested in strategic issues. Won 3 awards competing at hackathons* with cross-disciplinary teams. For a visual CV, see [link](#).

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Education

University of Surrey

Physics | Upper 2:1 | BSc | 2017-20

Thesis – The **ideal energy mix** to maximise societal welfare in **Mozambique**: balancing environmental, technological, economic and access to energy considerations.

Fettes College

IB Diploma (36 points) – including Higher Math, Physics and Economics
Studied at schools in *Brazil, India, Mozambique* and *Ghana*.

Experience



Tech Startup
Summer 2019

Data Intern | Data-based **market research** analysis. Combining data to identify hotspots of ideal customers. Worked directly with the co-founder.



Defence Co.
Summer 2018

R&D Intern | Developed a screening process for **manufacturing** of Infrared Sensors in collaboration with materials department & production team.

Waiter in Lisbon, summer 2017 | Met Office Shadow Intern, 2017 | Bank Shadow Intern, 2014

Select Activities

2019-20

Relaunching the Finance Society – VP | surreyEFS.org

- Rebuilding community: organised 160 person black tie dinner with raffle – raised £500+ for charity.
- Organised virtual Investment Banking workshops and careers webinars in response to Covid-19.
- Initiated and leading discussions with University CFO to form £20k University Investment fund.

Since 2019

Working with the founders of a training product focused on Investment Banking | Finsimco.com

- Leading outreach and on sales calls to bulge-bracket banks, offering digital internship solutions.
- Covering with founder: go-to market strategy, social media, branding, etc. I recruited a new intern to help me.
- Ran event at my University with 200+ signups. Pitched for funding to 3 departments (£400+).
- Cold-contacted Universities around the UK – organised sessions at KCL, LSE, etc. and full virtual sessions.

Dec. 2019

ISPI MED19 (Intl. Relations Forum - *by invitation only*) Student Invitee | med.ISPionline.it

- Invited to closed-door meeting on Illicit Trafficking – experts from EU, Libya and Security Agencies.
- 50+ Heads of State, Ministers, etc. attending. Networking and heard talks on Israel, Turkey and cyber.

July 2019

Foreign policy scheme at the **US State Dept., IMF, think-tanks**, etc. Scholarship by **Philip Morris Intl.**

- Private meetings with senior officials at International Institutions and State branches.
- Explored Public-Private sector collaboration: e.g. World Bank housing projects in developing countries
- Discussion with top officials at Embassy on promoting Italian economic interests.

May. 2019

Campaign-lead at University-wide Referendum for a controversial position

- Consulting with CFO, Head of Strategy, etc. to understand Higher Education sector issues.
- Livestreamed Public Debate, with a vigorous student audience interjecting against my position.

2011

Volunteering at an Orphanage in *Ghana*, every Wednesday after school for a year.

See following page for: Leadership | Public Speaking | Team Projects | Languages | Interests

Leadership

- 2018-19 Elected to the **Executive Committee** – Surrey Students' Union
- Deliberating policy for 16,000+ students: staff strikes, course changes and key priorities.
 - Obtained 50 new lockers on campus, solved issue of long-term locker hoarding.
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- 2018-19 President of Model United Nations Surrey Society | New members won 4 awards at debate conferences.
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- 2017-20 Degree Course **Spokesperson** in Faculty Meetings | Modernised computing course in my first year.
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- 2017-18 Treasurer of the Judo club at University of Surrey
- Elected to role in my second month at University when the previous committee resigned.
 - Regular members up from 6 to 25. Organised trip to National UK Universities competition.
 - Negotiated to obtain additional funding for extra coaching & space.
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- 2016-17 Leadership in the **Army Cadet Force** as an NCO | Leading a platoon (of 20) and training junior NCOs.

Public Speaking

- Feb. 2020 Competed at UK Universities Economics Debate Semifinals | Built a team of 3 students during University exams. Pitched to secure funding to fly a team member back from Germany, when we won the quarter-finals.
- 'Do Technological Advancements lead to Inequality?'
 - 'Is economic terrorism a legitimate tool to fight unfair trade practices of large nations?'
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- Oct. 2019 Debated with British Army Officers on Saudi Arabia & UK Foreign Policy topic, University event.
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- Mar. 2019 Panel member at University tri-party debate on the right Climate Change Action
- Reconciling reducing pollution, viability and improving the standard of living in the developing world.
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- Feb. 2018 Best Delegate awards at KCL and at Imperial College Debate Conferences (Model UN).
- Leading committees of debaters to come to a resolution (e.g. as China in a South East Asian summit).
 - Sustainable development, Non-communicable diseases, South East Asian integration & trade treaties

Team Projects

 - some examples listed below [6 hackathons, 3 won – leading technical teams and presenting].

- Feb. 2019 **BCG DV Hackathon*** | Built solution to simplify charity operations. I presented this to SVPs from BCG.
- Nov. 2018 **Shell** Machine Learning Geophysics Hackathon Prize | Built database organizer for Oil&Gas Authority.
- May 2018 **Accenture** Hackathon | First Prize analysing **Goldman Sachs** API financial data along with twitter data.
- 2017-18 Organiser of **TEDxSurrey** events with 100+ guests | Operations team – sold out event and on budget.

Languages

- Human English / Italian (Fluent), French (Intermediate), Portuguese (Basic)
- Coding Proficient python and Data Science experience, using government data whilst at Moses Mobility

Interests

Practiced Judo, Rugby, Photography (talks, gigs & nature). Discussing geopolitics, energy and global issues.

- *Hackathon** Weekend-long team project on challenges proposed by industry sponsors. Coding deliverable & business plan presented to industry experts. Formed teams with people whom I only first met at the hackathon event.