

Marco Harald Conticini

Physics graduate with strong interpersonal skills and an international experience.
Competed at hackathons* leading cross-disciplinary teams, won 3 awards.

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Education

University of Surrey **Physics** | Upper 2:1 | BSc | 2017-20 | *Thesis* – The **ideal energy mix** in **Mozambique**:
Balancing environmental, technological and economic considerations to maximise access to energy.

Fettes College (UK) IB Diploma (*36 points*) – studied at schools in *Brazil, India, Mozambique* and *Ghana*.

Experience



*Invest. Banking
EdTech Startup
Late 2019-Mid 20*

Assistant to CEO | *Journey* from a *prototype* product to completing a sale to a *major bank*

- Covered go-to-market-strategy, branding, product iteration with events at KCL & LSE.
- Hired & managed an intern. Solved logistics to transform product to be fully virtual.
- Full **business development cycle** – cold contacting & sales calls to the largest banks



*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 **Relaunched** the **Finance Society** – VP | surreyEFS.org

- Rebuilding community: put together a 160 person black-tie charity dinner – raised £500+ with a raffle.
- Organised virtual Investment Banking workshops and webinars with PE & VC guests, in response to Covid-19.
- Initiated and leading discussions with University CFO to form £20k University Investment fund.

Dec. 2019 **ISPI MED2019** (Intl. Relations Forum - *by invitation only*) Student Invitee | med.ISPOnline.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 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 & Embassy on promoting economic interests.
- Explored Public-Private sector collaboration: e.g. World Bank funding mechanisms for emerging markets.

2018-19 Leading cross disciplinary teams at **hackathons** | *Won 3 prizes* | See next page or marcomeets.com/projects
Formed a new team with people I met at the event. Tackled challenges in unfamiliar industries (O&G, Finance, Travel, etc). I'd present our team's final product to SVPs and industry experts from GS, BCG, Accenture, Airbus.

2011 Volunteering at an Orphanage in *Ghana*, every Wednesday after school for a year.

Current Projects

- Organising the first Africa-focused Finance Conference for students. *Embers.Africa*
- Creating a platform for students to find projects and build-up practical experience. *Fenice.network*

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

Leadership

- 2018-19 Elected to the **Executive Committee** – Surrey Students' Union
- o Deliberating policy for 16,000+ students: staff strikes, course changes and key priorities.
 - o Obtained 50 new lockers on campus, solved issue of long-term locker hoarding.
- President of Model United Nations Surrey Society | New members won 4 awards at debate conferences.
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- 2017-18 **Treasurer** of the **Judo club** at University of Surrey
- o Elected to role in my 2nd month at University. Organised trip to National UK Universities competition.
 - o Negotiated to obtain funding for extra coaching & space. Grew Regular members up from 6 to 25.
- Degree Course **Spokesperson** in Faculty Meetings | Modernised computing course in my first year.
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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 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.
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- May. 2019 **Campaign-lead** at University-wide Referendum for a controversial position
- o Consulting with CFO, Head of Strategy, etc. to understand Higher Education sector issues.
 - o Livestreamed Public Debate, with a vigorous student audience interjecting against my position.
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- 2019 Debated with British Army Officers on Saudi Arabia & UK Foreign Policy, University event.
- Panel member at University tri-party political debate on the approach to Climate Change Action.
- 2018 Best Delegate Award leading committees at *KCL* and at *Imperial College* Debate Conferences (Model UN).

Team Projects

 Leading cross disciplinary teams at **hackathons** | 6 hackathons, 3 won | marcomeets.com/projects

- 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.

Languages

- Human English / Italian (Fluent), French (Intermediate), Portuguese (Basic) – *and self-learning Mandarin*
- Coding Advanced **python** and Data Science experience, using government data whilst at a startup (Moses)

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.