

Marco Conticini

Worked at 2 London startups. Physics graduate with a cross-disciplinary & international experience.

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Education

King's College London	International Affairs MA 2020-22 Modular & Remote. Available for full time, short notice.
University of Surrey	Physics Upper 2:1 BSc 2017-20 Thesis – The ideal energy mix in Mozambique Evaluated technologies, environmental and economic considerations to maximise access to energy.
Fettes College (UK)	IB Diploma (<i>36 points</i>) – studied at schools in <i>Brazil, India, Mozambique</i> and <i>Ghana</i> .

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 alongside the founder
 - **Full Business development cycle** – sourced 200 pot. contacts at large banks. Revised cold-email content. On all sales calls. Hired & managed an intern for 3 months.
 - Product iteration – organised sessions at KCL, LSE, etc. with 100+ participants.
 - Solved logistics to transform product to be fully virtual – multi-team events.



Tech Startup
Summer 2019

Data Intern | Data-based **market research**. Profiled ideal customer, sourced & combined 12 datasets for 343 localities, ranked by a scoring system to find hotspots. All in **python**.



Defence Co.
Summer 2018

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

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

Selected Activities

- 2019-20 **Relaunched the Finance Society** – VP | surreyEFS.org
- Rebuilding a community: put together a 160 person black-tie charity dinner – raised £500+ through a raffle.
 - Organised Investment Banking workshops, and webinars with PE & VC guests (100+ unique viewers).
 - Became 3rd most popular society on campus. Opened talks for a £20k investment fund with the Univ. CFO.
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- 2018-20 Leading cross disciplinary teams at **hackathons** | Won prizes at 4 | marcomeets.com/projects
- I'd **present** our team's final product to **SVPs and industry experts** from *GS, BCG, Accenture, Airbus, Shell*.
 - Winner of **BNP Paribas** Business Challenge from 22 teams | Strategy for Business Transformation to Agile
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- July 2019 **Foreign policy** scheme at the **US State Dept., IMF, think-tanks**, etc. Scholarship from **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.
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- 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
 - 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.
- 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.
- 2018 President of Model United Nations Surrey Society | New members won 4 awards at debate conferences.
Degree Course **Spokesperson** in Faculty Meetings | Modernised computing course in my first year.
- 2016 NCO in the **Army Cadet Force** | Lead a platoon (of 20) and trained junior NCOs.

Public Speaking

- Feb. 2020 UK Universities Economics Debate Semi & Quarterfinals | 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.
- 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.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** | 7 *hackathons*, 4 *won* | marcomeets.com/projects

- Oct. 2020 Winner of **BNP Paribas** Business Challenge | Business Transformation to Agile
 - o Delivered strategy for Business Unit transformation to Agile. Lead team of 3 in this challenge.
 - o Competing against 22 teams that had been filtered from almost 500 applicants (MIP Business Game 2020).
- 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)
- Coding Advanced **python**, **excel** and Data Science experience whilst at a startup (Moses) and pet projects

Interests

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

- Dec. 2019 **ISPI MED2019** (Intl. Relations Forum on MENA - *by invitation only*) Participant | med.ISPionline.it
 - o Invited to closed-door meeting on Illicit Trafficking – experts from EU, Libya and Security Agencies.
 - o 50+ Heads of State, Ministers, etc. attending. Networking and talks on Israel, Turkey and cyber.