

Marco Conticini

Passionate about Policy & Governance. Physics graduate with a cross-disciplinary & intl. experience.

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Visual CV

www.MarcoMeets.com

Education

King's College London

International Affairs | MA | 2020-22

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 (36 points) – studied at schools in *Brazil, India, Mozambique* and *Ghana*.

Experience



Malta
Since Jan. 21

Sales & Operations Intern | Food marketplace

- Built automations to the sales funnel, onboarding and operations.
- Sales calls to restaurants to run weekly promotions on our app.
- App usage analytics: improving customer journey and usage patterns.



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

Mar. 2021

Founder of **Policy Chats**. Cross-university network on Geopolitics (Sciences Po, Bocconi, UCL, etc.)

- Assembled team of 7. Managing outreach, social media, partnerships, event hosting & logistics.
- Hosted launch event with a former UN, World Economic Forum and Westminster advisor. Next one on cyber.

G7 Youth Summit Organiser | Created & leading the Youth Engagement Strategy team (24 volunteers)

2019-20

Relunched 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.

2011

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

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.
- 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 500 applicants (MIP Business Game 2020).
- 2018-20 Hackathons | Pitching to industry experts & SVPs *GS, BCG, Accenture, Airbus, Shell*
 - o **Shell** Machine Learning Geophysics Hackathon Prize | Built database organizer for Oil&Gas Authority
 - o **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

Judoka, 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.
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- July 2019 **Foreign policy** scheme at the **US State Dept., IMF**, etc. Scholarship from **Philip Morris Intl.**
 - o Private meetings with senior officials at International Institutions & Embassy on promoting economic interests.
 - o Explored Public-Private sector collaboration: e.g. World Bank funding mechanisms for emerging markets.