

# Marco Conticini

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## EDUCATION

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**King's College London** **London**  
*MA International Affairs* *2020-22*

**University of Surrey** **Guildford**  
*BSc Physics* *2017-20*

**Classification:** 2:1; **Thesis:** 1<sup>st</sup> Class– **The ideal energy mix in Mozambique:** environment, technology and economics.

- **Awards:** 4 Prizes at 7 Hackathons (Shell, Goldman Sachs, etc). *Best Delegate Award* at KCL & Imperial Model UN.

## WORK EXPERIENCE

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**PMI** **Lausanne**  
*Consumer Experience Intern* *Dec 2021 – June 2022*

- Created an all-Intern Workshop to devise a global internship framework, 30 interns. \$1.4k budget from HR.
- Co-lead the 'Marketing Testing Process' improvement: interviews & co-creation session with Heads of 8 teams.
- Ran training for 40 employees on calling back consumers & retailers. Feedback: "Engaging and hands-on".
- Presented consumer insights to the market. Weekly report combined all consumer channels, NPS and interviews.

**Bolt Food** **Malta**  
*Sales & Operations Intern* *Jan 2021 – Dec 2021*

- Built automations for the sales funnel, comms, menus & financials. Trained team. Saving 50 hours per week.
- Designed end-to-end Customer Support process overhaul for Malta. Helped coordinate with Bolt HQ to rollout.
- Grocery analytics: created python tool to analyse buying patterns & customer cohorts, for targeted campaigns.
- Delivered training course to 3 Management Team members and my 7 person team on using data analytics.

**Finsimco** **London**  
*Ed-Tech Startup for Investment Banks* *Oct 2019 - Aug 2020*

- Covered go-to-market-strategy, branding, product iteration. Hired & managed an intern for 3 months.
- Full biz-dev cycle – sourced 200 contacts at large banks. Created cold-email content. On all sales calls.
- Transformed product to be fully virtual. Organised sessions at KCL, LSE, etc. with 100+ participants.

## RELEVANT ACTIVITIES

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**G7 – Youth Engagement Group** **London**  
*Taskforce, Logistics Team* *Jan 2021 – Dec 2021*

- Planned a 500 person, interactive virtual summit. Developed an engaging agenda. Received 1000+ registrations.
- Coordinated platform logistics & negotiated funding with *UK Cabinet Office* at weekly meetings (x5 obtained).

**Policy Chats** **Europe**  
*Co-Founder* *Feb 2021 – Jul 2021*

- Leadership of a cross-university network on Geopolitics (Sciences Po, Bocconi, UCL, etc). Team of 9 people.
- Organised events with UN, MoFA, Westminster advisors. Partnerships with African & Atlantic Youth Networks.

**Econ & Finance Society** **Uni. Of Surrey**  
*Relaunched the Finance Society, VP* *Nov 2019 – Jun 2020*

- Organised events with PE & VC guests (100+ unique viewers). Became 3rd most popular society in 6 months.
- Sold-out a 160+ guest black tie dinner, raising £500 for charity. Marketing, sales, and event logistics.

**Interests.** Rugby, [Photography](#), [Blogging](#). **Languages.** Native English, Italian, C2 French. **Python** analytics at Bolt.