

# ARIANNA TROZZE

## PHD CANDIDATE

**University College London**  
*EPSRC Centre for Doctoral  
Training in Cybersecurity*  
2019 - Present

Detecting and prosecuting  
cryptocurrency-based  
financial crimes

## CRYPTO ADVISOR

**Consent Token**  
2020 - Present

Blockchain-based digital  
background verification

## SKILLS

### Programming



### Statistical Analysis



### Marketing



### Languages



## CONTACT DETAILS

Flat 2, Sandwell Mansions  
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London NW6 1XL

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[www.ariannatrozze.github.io](http://www.ariannatrozze.github.io)

## SELECTED PROFESSIONAL EXPERIENCE

Kobre & Kim LLP

March 2018 - Sept 2018

*Product Manager, Internal Investigations & Monitorships and  
Asset Forfeiture Defence*

- Led development and execution of strategy for products with \$70M+ annual revenue
- Analysed industry, investor, and policy trends to identify business opportunities
- Led product line strategy meetings with founding partners and CSO and managed deliverables to meet financial and other metrics
- Developed new product offerings
- Managed sales pipeline by converting high-value leads
- Drafted pitches and proposals for prospective clients for multi-million-dollar engagements
- Developed individual partner business plans and guided implementation thereof

*Legal/Business Development Analyst* Nov 2015 - Feb 2018

- Assisted companies and individuals in government enforcement defence matters pertaining to complex financial crimes, under the supervision of firm lawyers
- Analysed and synthesised complex financial data and fact patterns and communicated the same to partners, clients, and regulators in writing and at meetings
- Served as leading analyst on various cases, managing workflow for team members and execution of strategy
- Assignments included providing analysis, research, and drafting for representation of a Fortune 50 company in implementing an enforcement strategy against a company accused of funding and supporting a multi-billion-dollar fraud

United Nations International Telecommunications Union

*Expert Consultant* April 2015 - Oct 2015

*Junior Programme Officer* June 2014 - Sept 2014

- Assisted with strategic development and implementation of special initiatives including Girls in ICT, Women's Digital Literacy, Youth Employment and Entrepreneurship, and ICT Accessibility
- Collaborated with corporations, Member States, and other agencies to develop initiatives
- Monitored, analysed, and reported on policies and programmes to promote digital inclusion including managing two programmatic databases
- Co-planned Girls in ICT Day, an event that had reached over 111,000 girls to date
- Edited Women's Empowerment Principles for the Tech Sector, a Model ICT Accessibility Policy
- Drafted funding and grant proposals
- Managed blog and social media accounts

## EDUCATION

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**University of Oxford, Wolfson College** Oct 2014 - Sept 2015

*MSc in Nature, Society and Environmental Policy*

- Distinction in International Environmental Law
- Dissertation: Deliberative democracy and ICT policy (quantitative/qualitative research)

**Franklin University Switzerland** Aug 2010 - May 2014

*Honours International Relations and Environmental Studies*

- Dissertation: Environmental ICT policy in Latin America (qualitative research)
- Valedictorian candidate, Dean's List, Franklin Scholar, Life-Long Learning Scholar
- Served as Research Assistant in International Relations, Assistant to the Office of Advancement, Librarian Assistant, and Head Global Alumni Reunion Ambassador

## ADDITIONAL EXPERIENCE

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**Organization of American States** June 2013 - Aug 2013

*Inter-American Telecommunication Commission Intern*

- Researched and drafted report, in Spanish, on policies, programs, and initiatives implemented in the Member States to promote the empowerment of women through ICTs
- Revised and updated a technical notebook, in Spanish, on the use of ICTs for disaster relief

**The Centre for Sustainable Development Studies**

*Directed Researcher*

Nov 2012 - Dec

2012

- Conducted interviews in Spanish on community capitals near Irazú Volcano National Park
- Coded and audited data for analysis and conducted statistical analyses
- Compiled a report regarding social capital's influence on community development
- Findings presented to Irazú Volcano National Park and published as part of a five-year project

**SPIN Public Relations**

*Intern*

July 2011 -

Aug 2011

**City Travel Review**

*Travel Writer*

June 2012 - July

2012

**SR/A Interior Architecture and Design**

*Intern* June

2009 - Aug

2009