

Gabriel Calandri

gcalandri.mam2023@london.edu | +44 734 033 3625 | [linkedin.com/in/gabrielcalandri](https://www.linkedin.com/in/gabrielcalandri)

EDUCATION

2022 - 2023

London Business School, London, UK

Reading for Master in Analytics and Management degree, Graduation June 2023

Santander Scholarship

Tech and Media Club, Blockchain Society, Social Impact Club, PEVC Club

2018 - 2022

IE Business School, Madrid, Spain

BSc Business Administration, GPA 8.95/10, Top 5% of my class

Ross School of Business – University of Michigan, Ann Arbor, MI, USA

Exchange semester Fall 2021 - Management and Data Analytics, GPA: 3.96/4

BUSINESS EXPERIENCE

2022

GARTNER, Barcelona, Spain

Technological Research and Consulting Firm

Business Development Manager - Internship (3 months)

- Acted as a client manager by consulting with 21 mid-market C-Level Executives to develop and implement effective enterprise-wide strategies through Gartner's value proposition
- Delivered technology-related insights to key decision makers to make timely strategic decisions and align action plans with business objectives to improve returns and capture more market share

2021

KANTAR, Brussels, Belgium

Market Research and Advisory Firm

Business Analyst Intern (3 months)

- Created six market surveys, gathered industry trends, and analysed the surveys responses to assist nine clients in the building of their marketing campaign and new product launch strategy
- Drafted nine conclusion reports based on survey results to deliver key strategic insights to our clients
- Led a team of two Analysts to act as client partners to help with their diversification strategy campaign, including performing market research and developing effective cost-reducing models

2020

ADNEOM, Brussels, Belgium

Technology Consulting Firm

Tech Consulting Intern (2 months)

- Assessed 19 project opportunities by appraising their feasibility and value and presented my selection of projects to my managers, highlighting the reasoning behind my recommendations
- Drafted 11 proposals describing the projects' implementation plan, timeline, and cost structure
- Prepared 14 presentations for prospective clients to promote company's offerings and value proposition, aiming to enhance engagement and increase customer base

2019

BAOBAB COLLECTION, New York, NY, USA

Premium Candle Manufacturer

Strategy Analyst Intern (2 months)

- Developed CRM database and led customer communication initiatives (five per week), including a weekly newsletter to maintain relationships with partners and increase clients' engagement
- Managed business expansion campaign in American Market, built strategic partnerships with channel partners and networked with stakeholders resulting in a market penetration increase of 12%

ADDITIONAL INFORMATION

Tech Skills

R, Python, SQL, Power BI

Leadership

Elected class delegate (2018-2021), IEU Indoor Football Team Captain, IEU Student Mentor

Certificates

Bloomberg Market Concepts online course (93%, March 2021), Nova Talent Member

Languages

English (native), French (native), Italian (native), Spanish (fluent), Dutch (basic)

Competitions

Finalist among 740 students in the M&A "Close The Deal" Competition (2021)

Conferences

Gartner Tech Growth & Innovation (2022), Gartner IT Symposium/Xpo (Barcelona, 2022)

Volunteering

180 Degrees Consulting: Team Leader, managed a team of 6 to build a crowdfunding campaign for TRIAL International to operate in Ukraine

FoodCycle UK: hosting volunteer (twice a month)

Consulting Work

Atletico de Madrid (Revenue and viewership growth plan for female team), *Adumo* (Go-to-market strategy to launch FinTech services called SwitchPay in South Africa), *SGS* (advisory proposals to enter three target sectors, highlighting market entry strategies)

Interests

Indoor football (founded own team and participated in the Eastern Wallonia Indoor Football Championship), alpine skiing, kitesurfing, scouting (Patrol Chief), luxury watches, F1