

# NICCOLÒ MATTEO BORGATO

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## PROFESSIONAL SUMMARY

Determined and motivated worker with experience in the Media, Tech, and Consulting industries. Excellent team worker, capable of leading a group of people. Fluent in 3 different languages: Italian, English, and Spanish.

## EDUCATION

### IE BUSINESS SCHOOL

*Bachelor's in Business Administration*

Madrid, Spain

September 2017 - July 2021

- GPA: 8.95/10.00 Top 5% Ranked 15<sup>th</sup> among all BBA students graduating in 2021 (321 students)
- Exchange semester in University of Southern California from January 2020 until June 2020

GMAT SCORE: 700 – 88% percentile

January 2021

### IE SCHOOL OF SCIENCE AND TECHNOLOGY

*Master's in Computer Science & Business Technology*

Madrid, Spain

September 2022 – Expected July 2023

- GPA 3.6/4.0 Ethics Class Representative
- Classified as a top 10 team in the Sustainability Datathon organized by IE together with 09solutions and NTT Data

## COMPUTER SKILLS

- |          |                |         |
|----------|----------------|---------|
| • Python | • JavaScript   | • C#    |
| • React  | • Google Cloud | • HTML  |
| • CSS    | • Typescript   | • Flask |

## PROFESSIONAL EXPERIENCE

### Signature Management Consulting Business Analyst

Madrid, Spain

March 2022 – July 2022

- Analyzed and implemented the new Go-To-Market model of a multi-billion dollar healthcare company working directly with the customer in search of the right execution strategy.

### Simply.TV

Madrid, Spain

#### Operations Manager

June 2021 – March 2022

- Account Manager of, among others, the biggest client of the company, responsible for approximately 20% of the revenues.
- Manager of the Ingest team, consisting of 5 people. Together with the team we increased the quality of the final metadata product by 30% while assuring a continuous and good relationship with suppliers and partners.
- Managed the expansion of the company in the Balkan countries, benefitting Simply.TV with a 5% increase in revenues.

#### Sales and Strategic Project Developer

January 2021 – June 2021

- Managed the expansion of the company to 4 new European markets by performing a thorough analysis of the industry according to a client's 100.000 \$ deal proposal. Organized with 5-10 suppliers the data flow needed to proceed.

#### Project Manager

June 2020 – December 2020

- Improved the efficiency of the editor's workflow by 40-50% through changing the dynamics of the relationship between the firm and its suppliers. Responsible for the Organization High Impact Project.

### Accurat – Big data and Design firm

Milan, Italy

#### Summer Intern

May 2018 – July 2018

- Speeded up the commercialization of 'Places' by 10% by carrying out research and development data analysis.

## FURTHER EXPERIENCE

- Lifetime Member of BGS:** Beta Gamma Sigma recognizes and honors the top business students from around the world.
- Pooling Station President:** President of a pooling station for the 2020 senate referendum (September 2020).
- Smartweek – Sales and Marketing Specialist:** Increased the visits to the website by 20-30% through a social media marketing strategy. Wrote more than 5 articles for the online newspaper (March 2020 – December 2020).
- 180 Degrees Consulting:** Prepared and presented with a team a consulting report for an NGO (February – May 2019).
- IE University - Class Representative:** Elected class representative for the academic year 2019/2020.

## LANGUAGES

Italian (Native). English (Fluent, IELTS: 7.5). Spanish (Fluent, DELE B2).

## OTHER INTERESTING INFORMATION

- Hobbies:** Regional Football Player (Italy, Spain 2006 – 2019), Sport, Technology, Cinema industry.