

PERSONAL DATA

PLACE AND DATE OF BIRTH:

ADDRESS: Bath, Somerset, BA2 3QH

PHONE: 0798 5345 092

EMAIL: rob@willison.co.uk

WORK EXPERIENCE

<i>Current</i> JAN 2009	Trader at ENOI s.p.a., Milan <i>Physical Natural Gas Trading</i> Provided analysis of spreads, in particular time and location spreads, with emphasis on trading opportunities on the curve, also taking into account the availability of storage facilities. Became familiar with logistic implications of physical gas trading and developed knowledge of continental virtual hubs for gas exchange.
JUL-OCT 2008	1 st year Analyst at LEHMAN BROTHERS, London <i>Commodities Structured Trading</i> Developed spreadsheets for risk analysis on exotic derivatives on a wide array of commodities (<i>ags, oils, precious and base metals</i>), managed blotter and secondary trades on structured notes, liaised with Middle Office, Sales and Structuring for bookkeeping.
SUMMER 2007	Summer Intern at LEHMAN BROTHERS, <i>Capital Markets</i> Received pre-placed offer from the Exotics Trading Desk as a result of very positive review. Rated " <i>truly distinctive</i> " for Analytical Skills and Teamwork.

EDUCATION

JULY 2008	Master of Science in FINANCE, Bocconi University , Milan 110/110 <i>summa cum laude</i> Major: Quantitative Finance Thesis: "Sublinear and Locally Sublinear Prices" Advisor: Prof. Erio CASTAGNOLI GPA: 28.61/30 Detailed List of Exams
JULY 2006	Undergraduate Degree in LAW and BUSINESS ADMINISTRATION 110/110 <i>summa cum laude</i> , Bocconi University , Milan Thesis: "Portfolio Strategies with Target Prices" Advisor: Stefano BONINI GPA: 29.85/30 Detailed List of Exams
FALL 2005	Exchange Semester at University of Southern California , Los Angeles GPA: 3.875/4 Detailed List of Exams
JULY 2003	Liceo Classico "E. Duni", Matera Final Grade: 100/100

SCHOLARSHIPS AND CERTIFICATES

SEPT. 2006	Scholarship for graduate students with an outstanding curriculum (€30,000)
JUNE 2006	GMAT®: 730 (Q:50;V:39) 96 th percentile; AWA: 6.0/6.0 (89 th percentile)

LANGUAGES

ITALIAN:	Mothertongue
ENGLISH:	Fluent
FRENCH:	Basic Knowledge

COMPUTER SKILLS

Basic Knowledge: PHP, MySQL, HTML, Access, LINUX, ubuntu, \LaTeX
Intermediate Knowledge: VBA, Excel, Word, PowerPoint

INTERESTS AND ACTIVITIES

Technology, Open-Source, Programming
Paradoxes in Decision Making, Psychoanalysis, Behavioural Finance
Football, Travelling

Master of Science in FINANCE

Grades

EXAM	GRADE	CREDIT HRS
Corporate Finance (Valuation)	25	6
Financial Statement Analysis	28	6
Statistics	27	6
Theory of Finance	26	6
Quantitative Methods for Finance	30	6
Econometrics	24	6
Derivatives	31	6
Management of Financial and Insurance Companies	30	6
Business Law	31	6
Investment Banking	28	6
Behavioral Models for Economics and Finance	29	6
Numerical Methods for Finance	29	6
Advanced Derivatives	30	6
Fixed Income (Advanced Methods)	30	6
English Language	30	4
French Language	31	4
Internship		8
Final Thesis		20
	Total	120
	GPA	28.61

Undergraduate Degree in LAW AND BUSINESS ADMINISTRATION

Grades

ESAME (ITA)	EXAM (ENG)	GRADE	CREDIT HRS
Economia aziendale	Theory and principles of management	28	8
Istituzioni di diritto privato	Principles of private law	30	8
Istituzioni di diritto pubblico	Principles of public law	30	6
Matematica generale	Mathematics	31	8
Contabilità e Bilancio	Accounting and Financial statements	31	8
Diritto del lavoro	Labour law	30	4
Informatica	Computer skills	29	4
Economia e gestione delle imprese	Corporate management	31	6
Microeconomia	Microeconomics	30	8
Contabilità e bilancio 2	Accounting and financial statements 2	29	8
Diritto commerciale	Company and business law	30	8
Macroeconomia	Macroeconomics	29	8
Statistica	Statistics	30	6
Diritto delle procedure concorsuali	Insolvency law	31	4

ESAME (ITA)	EXAM (ENG)	GRADE	CREDIT HRS
Finanza aziendale	Corporate finance	31	8
Matematica finanziaria	Financial mathematics	31	4
Programmazione e controllo	Management accounting	31	8
Lingua Inglese c1	English Language c1	25	6
Diritto tributario	Tax law	30	6
Organizzazione e sistemi informativi aziendali	Management information systems	28	6
Strategia e politica aziendale*	Business strategy*	29	6
Derivati*	Derivatives*	30	6
Opzionale all'estero*	Corporate Financial Strategy*	30	6
Lingua Francese B1	French Language B1	31	6
Economia dei mercati e degli intermediari finanziari*	Financial markets and institutions*	30	6
Revisione aziendale	Financial auditing	31	6
Scienza delle finanze	Public economics	30	6
Lavoro finale	Final report		6
		Total	180
		GPA	29.85

A star (*) indicates that the course was taken at the University of Southern California, Los Angeles, USA

Exchange Program at USC, Los Angeles

Grades

EXAM	GRADE	GRADE POINTS
Corporate Financial Strategy	A	4
Derivatives	A	4
Money, Credit, and Banking	A	4
Business Strategy	A-	3.5
GPA		3.875