Alberto R. G. Lambert

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EDUCATION

2020 - 2021   **London Business School**
MSc Analytics and Management (MAM)
MAM Merit Scholar, £10,000 bursary granted to admits with clear academic and professional merit
Machine Learning for Big Data, Decision Analytics & Modelling, Financial & Strategy Analytics, Applied Statistics

2017 - 2020   **University College London (UCL)**
BSc Philosophy, Politics and Economics (Economics & Quantitative Methods), First Class Honours (1.1)
Data Analysis (80%) Causal Analysis (78%) Macroeconomics (74%) Public Policy (73%) Development Econ. (72%)
Thesis: "Contribution Contagion" – Social Contagion in Presidential Campaign Contribution Networks, 1980-2016

BUSINESS EXPERIENCE

2017 – 2020   **SANA LABS**   **Stockholm, Sweden**
Sana Labs is an artificial intelligence company that applies breakthroughs in deep learning to personalise education
Business Analyst
- Designed proprietary internal investigation, touchpoint and case study frameworks, executed over 30 deep-dive analyses into target clients and created 11 detailed acquisition strategies, resulting in 5 major contracts and 3 pilots
- Drafted and submitted 6 successful impact-driven grants and awards in a team of 3, including Horizon 2020, Vinnova and MIT SOLVE Global Challenges, by building and elucidating 2018-2020 marketing, pricing and product strategies

Business Development Intern (5 Months)
- Created the CEO's 2017 TEDx and Slush presentation scripts, refined Sana's 2017 annual report, vision and mission statements, onboarding course, website copy, pricing scheme, and investor proposals, to ensure strategic consistency
- Calculated Sana's total addressable market in Europe and the US and evaluated global learning trends to audit and update Sana's 2020 global growth strategy in terms of target geographies, product offerings, clients and partners

2018 – 2019   **GOLDMAN SACHS**   **London, United Kingdom**
Global Investment Research Summer Analyst (3 Months)
- Covered 16 equities within the European Luxury Goods team: adjusted forecasts, regularly updated sector-specific financial models and drafted over 10 issuer-specific research notes during First Half 2019 earnings
- Formulated two 25+ page long-term thematic research notes from conceptualisation to Excel modelling, Bloomberg data collection and pre-processing, statistical and thematic analysis, data visualisation and final drafting
- Applied an "e-concessions" model to pitch Farfetch (FTCH:NYSE) to a panel of MDs, including a 10-minute Q&A

Global Investment Research Spring Intern (1 Month)
- Researched and modelled KPI-linked executive remuneration in the European technology sector in a team of 5 and presented project outcomes to an audience of 30, including MDs and VPs, on behalf of GS SUSTAIN
- Leveraged both macro-thematic research and financial statement analysis to develop fundamental investment theses

2018 – 2019   **LONDON STRATEGIC CONSULTING (LSC)**   **London, United Kingdom**
LSC is London's foremost non-profit student-led consultancy, with clients ranging from small enterprise to FTSE100
Director of Partnerships & Executive Committee Member (12 Months)
- Authored and designed LSC's strategic partnership pitchbook, including mission statement, values and value proposition, resulting in formal partnerships with a world-leading university and consulting firm
- Automated LSC's internal recruiting process to optimise interview scheduling and candidate matching processes, facilitating both King's College expansion and proactive client acquisition to drive organisational growth

Pro Bono Consultant (3 Months)
- Built an emerging technology implementation strategy for Depop, a company pioneering mobile-first social commerce, via detailed analysis of addressable market, competitive landscape and industry trends, in a team of 5

2018 – 2018   **ODEY ASSET MANAGEMENT**   **London, United Kingdom**
Odey is an investment firm and hedge fund with $6.5b AUM across Global and European strategies
Summer Intern (1 Month)
- Screened and analysed Baidu Inc. (BIDU:NSQ) from first principles, applying valuation techniques including a 5-year Revenue Exit DCF, Multiples and Peer Analysis to develop a 6,000-word long-term digital consolidation thesis
- Won 1st place in a cohort of 22 following delivery of a Baidu 'Long' stock pitch and 5-minute Q&A to a panel including Odey's Chairman, Head of Research, and Crispin Odey, the firm's founder and Head of Investment Management

ADDITIONAL INFORMATION

- **Languages: English** (Native); **Italian** (Fluent); **German** (Basic); **French** (Basic)
- **Technical Skills: Microsoft Excel, R**, **STATA**, **Python**, **SQL, Tableau | Data Science, Statistics, Econometrics**
- **Interests: Gastronomy** (Founder, Benessere); **Problem Solving** (Mensa Member: IQ 154, 99.98th Percentile); **Mentoring** (SEO Banking Mentor); **Yachting** (RYA Skipper); **Distance Running**; **Classical Guitar; Art Investment**
- **Appointments:** Delivered speeches to over 300 attendees and spearheaded the successful Economic & Monetary Affairs resolution as **Head of the UK Delegation to the Model European Parliament (MEP) 2015 International Session.** Chaired a committee of 16 as **Committee President to the MEP 2018 International Session.**