

Claudio de Giovanni

71 Gloucester St.
SW1V4EA,
London, UK

Citizenship: Italian
Availability: Immediate

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EDUCATION

The London School of Economics and Political Science (UK)

2012 - 2013

CEMS Master in International Management

- Finance Focus: Financial Risk Analysis, Advanced Corporate Finance, Global Financial System

ESADE Business School (Barcelona, Spain)

2011 - 2012

Double Degree: MSc Finance + CEMS Master in International Management

- GPA: 9.00/10.00
- Relevant Coursework: Advanced Derivatives, Investments, Corporate Valuation, International Portfolio Management, Financial Statements Analysis

Bocconi University (Milan, Italy)

2008 - 2011

BSc Economics

- Final Grade: 109/110
- Relevant Coursework: Microeconomics, Macroeconomics, Accounting, Financial Mathematics

San Diego State University (USA)

2010 - 2011

Exchange Program

RELEVANT EXPERIENCE

Director Operations

03/2015 – Present

Carspring, Spaceways / Rocket Internet (London)

- Involved in set up and scaling of several project

Growth

03/2014 – 03/2015

Homejoy.com (London, San Francisco)

- Definition and deployment of a performance measurement system for the Partner Acquisition Department
- Structured supply side marketing KPI reporting for different channels
- Set up supply side acquisition strategies and optimized performance based on CPA
- Analysis and streamlining of the partner recruiting funnel
- Advanced use of MySQL queries and excel modeling

Cofounder & Managing Director

07/2013 – 07/2014

ALTO Technologies (*Social Networking App available for iOS and Google GLASS*)

- Identification of business opportunity, competitive analysis and initial team building
- Bootstrapped the development of the app scaling to 3k organic users in 2 months
- Pitched to Google Ventures, Facebook, Seedcamp. Selected for "The Summit" in Dublin among thousands of other startups

International Business Developer

02/2013 – 01/2014

Lazada SEA (Thailand, Indonesia, Singapore, Vietnam)

- Started Marketplace operations from day one, co-devising the regional strategy
- Salesforce system administrator and developer: programmed the platform for the regional implementation
- Set-up the regional business intelligence models using advanced excel and VBA techniques
- Managed a team of 8 people for the merchant onboarding process in Jakarta's office

LANGUAGES & IT SKILLS

- Italian: Native; English and Spanish: Fluent; Thai: Basic
- Basic Programming Skills: HTML5, CSS3, JavaScript, JQuery,
- Advanced User of MS Word, Excel (Index Match, Pivot, Sumifs, VBA, Powerpivot) PowerPoint, Outlook,
- Advanced knowledge of MySQL queries (inner joins, outer joins, grouping, etc) and relational databases
- Salesforce system administrator and developer

SPORT ACHIEVEMENTS & OTHER ACTIVITIES

- Italian Water Polo Champion with C.N. Posillipo, 2010
- Swimming Instructor