



Ettore Minelli – 25/01/1999



## EDUCATION

### Università Cattolica del Sacro Cuore

*Master of Science in Economics and Law (Corporate Finance specialization)* GPA: 26/30  
Relevant coursework: Investment Banking, Advanced Accounting (IAS/IFRS, OIC Standards), Portfolio Management, Asset Pricing, International Taxation, Financial Market Regulation, Advanced Corporate Finance

Milan  
2020-2022  
(two years)

### Università Cattolica del Sacro Cuore

*Bachelor's degree in Business Administration (Finance specialization)* GPA: 96/110  
Relevant coursework: Political Economy, OIC Standards, Financial Mathematics, Management Information Systems, Corporate Finance  
Thesis: Analysis and practical application of the Modern Portfolio Theory to the real estate market

Milan  
2017-2020  
(three years)

### Liceo Scientifico Federico Enriques

*Diploma di Liceo Scientifico*

Lissone  
2012-2017  
(five years)

## PROFESSIONAL EXPERIENCE

### BNP Paribas Real Estate Investment Management SGR Italy

*Finance Analyst Intern (February 2022-August 2022)*

Milan  
2022-2022

- Directly reporting to the COO/CFO I was responsible for developing international strategic initiatives.
- Developed from scratch a forecasting GAV and revenue model for the investment funds later used as a fundamental decision-making tool.
- Investment funds business planning and controlling

### JECatt-Junior Enterprise Cattolica

*R&D Consultant (October 2020-October 2021)*

*Member of the Board of Directors, Treasurer (October 2019-October 2020)*

*Marketing Communication Consultant (April 2019- October 2019)*

Milan  
2019-2021

-R&D: Modernized the **Project Management Workflow**, invented, designed, and implemented a **Corporate Valuation Process** born for internal use and now sold as a service

-Treasurer, BoD: Lead an organization composed of **60+ elite students**, managed the balance sheet achieving optimal resource allocation of **tens of thousands of euros**, redesigned and automated **treasury processes**, achieved the reward "**Best Junior Enterprise in Italy**" and a **+53% in revenues** under the mandate, organized a national event with **100+ participants**, **40K+ budget** and **multinational sponsors** (billion+ turnover)

-Marketing Communication Consultant: Lead a Project Team managing clients' **Official Social Media Platforms**, advised a **billion+ multinational company** in a Market entry strategy through an in-depth Market Analysis, won the IXL Innovation Olympics 2020 generating new growth ideas and opportunities for an **Italian National Tax Advisor (Commercialisti) Association**.

### Santander Consumer Finance UK plc

*Summer Finance Intern (July 2018-September 2018)*

Redhill  
2018-2018

- Conducted a comprehensive analysis of the whole **Bank's Processes** (from Loan Collection and Customer Service to Securitization)
- Assisted and contributed to the **Journal Entry** record

### Swing Away srl

*Real Estate Auction Consultant (October 2017- December 2021)*

Milan  
2017-2021

- Scaled operations **internationally**
- Designed and managed the **main communication and marketing tools**
- Real Estate Auction **Consulting**

## VOLUNTEERING

### Associazione Vittime del Dovere

*Volunteer (October 2017-present)*

Milan  
2017-present

-Codesigned the communication tools for the "**Progetto di Educazione alla Cittadinanza e alla Legalità**" sponsored by the Italian Ministry of Education and all the Italian Law Enforcement and Armed Forces

-Proactively involved in the "**Progetto di Educazione alla Cittadinanza e alla Legalità**"

-Performed as the Frontman with the **Mass Media** (RAI Radiotelevisione Italiana)

## PUBLICATIONS

### Wall Street Italia, Antimafiaduemila

*Author*

<https://bit.ly/2UthHLI> (March 2020), <https://bit.ly/2zhDOWY> (March 2020), <https://bit.ly/3iatliq> (July 2020)

<b>HOBBIES AND INTEREST</b>	<i>Playing competitive fencing, sailing, hiking, electronic music festivals, video special effects producing, PC 3D modelling</i>
<b>LANGUAGES</b>	<i>B2: German, Spanish C1: English C2: Italian</i>
<b>OTHER SKILLS</b>	Basic knowledge of C/C++, Python, SQL, JavaScript, HTML/CSS. Developed an m3u8 web-scraping software using Git, JSON and Puppeteer node library.