Dear Sofia Andina,

I am writing to apply for the Portfolio Analyst position beginning second half of March 2022.

Since I am a very proactive and motivated person, I took, during the university period, the opportunities to challenge myself in the work world.

I recently joined BNP Paribas REIM SGR Italy as Operations Management Intern where, besides other activities and directly reporting to the COO/CFO of the Italian SGR, I took part in an international strategic project where I had the chance to interact with the other COOs of BNP Paribas REIM around Europe.

As a Member of the Board of Directors with the proxy in treasury, serving for JECatt Junior Enterprise, I had the chance to express my potential and my entrepreneurial vocation. My hard work and cooperation with other BoD Members allowed us to be rewarded as the “Best Junior Enterprise in Italy” and achieve an unprecedented +53% in revenues YoY.

My tireless desire to learn, experience new cultures, and fulfill my curiosity brought me to Redhill (UK), where I had the opportunity to work as a Summer Finance Intern in the UK headquarters of Santander Consumer Bank. In that period, I was able to conduct a comprehensive analysis of the whole Bank’s processes where I could directly acknowledge how Commercial Banks work.

To financially support me during my studies, I worked as a Real Estate Judicial Auction Consultant, where, thanks to my multicultural vocation, I engaged in a profound restructuring of the company (Swing Away SRL) scaling the operations internationally. So far, about 50% of the Swing Away customers are international, with the majority originating from Asia.

Since I already had an investment management role in Swing Away **I feel particularly fit for this position.**

My role as Real Estate Judicial Auction Consultant was first of all scrape the best real estate opportunities on the market through in-house software that I helped to develop using Python, SQL and JavaScript.

I then had an active role in business development and marketing, finding new investors and providing them with the right opportunities according to their available capital, risk aversion and return needs.

Once I engaged with the investors and drew up the papers, I then proceeded in dealing with the tribunal to win the auction.

I hope that from this short introduction of myself you can see how I am a very enthusiastic person and I give soul and heart to the projects I feel I am passionate about.

Awaiting your kind reply, best regards.

Ettore Minelli.