

Gian Marco Serra

gserra.mam2023@london.edu +39 333 2911956 www.linkedin.com/in/serra1999

EDUCATION

- 2022 - 2023 London Business School, London**
Reading for Masters in Analytics and Management
GMAT: Final Score: 750, Quant 49, Verbal 42, overall 98% percentile
Courses: Data Science for Business, Business Strategy Analytics, Decision Analytics and Modelling
- 2018 - 2022 Bocconi University, Milan**
Bachelor in International Economics and Management, GPA: 3.8/4
Courses: Operations Management, Strategic Management, VC and innovation finance, Management Science
- 2020 - 2022 Guanghua School of Management at Peking University, Beijing**
Double Degree Bachelor in Business Administration with Bocconi, GPA: 3.73/4
Awarded Merit Scholarship worth over \$30k

You have to be able to justify these courses and explain how they make you suitable for a job in an interview

BUSINESS EXPERIENCE

- 2022 - 2022 RIVECO GENERALSIDER, Pescara - Italy**
SME (~210 employees) which produces steel pipes and pipe coatings
Strategy Intern (4 months)
- Designed a new business plan presentation related to company's diversification into structural tubes sector with an investment worth over €7 million
 - Negotiated with Korean and Chinese provisioning of steel products worth over €300'000; created reports on delivery accounting for logistical and geopolitical factors in South-East Asia
- 2021 - 2021 RSA ASIA, Shanghai**
Consulting Firm Specializing in relationships between Italian and Chinese/ASEAN firms
Summer Intern (2.5 months)
- Drafted risk analysis reports and presentations for four Asian countries including Japan and China; overviewed economic, political, financial risks, included detailed FDI, labor legislations and covid policies
 - Led intern team performing a fiscal analysis and comparison of 4 countries in central-south Asia with Italy, producing a report published for commercial use
 - Communicated with CEO Lorenzo Riccardi, edited interviews published on Italian paper 'Il Sole 24 Ore'
- 2019 - 2019 POBO FINANCIAL, Shanghai**
Fintech firm specialized in financial information distribution and automated trading trading platform
Intern (3 months)
- Analyzed and formulated investment strategies for trading futures and options and coded each on Python for use on the POBO trading platform; SMA strategy generated 14% yield in apple futures trading
 - Supervised and mentored team of 3 interns in coding on Python and generating investment strategies

add one or two bullet points for the most recent experience

When you start making applications, you will come up with more and more suitable bullet points for the company in question

ADDITIONAL INFORMATION

- Fundraising** Headed team organizing and promoting a crowdfunding campaign for "Phoenix", a Bocconi-Citibank foundation for a year. Ultimately €10'000 were raised in equipment for prisons in the Milan area
- Projects** Was team leader in Capstone project for LVMH China. Built plan for compliance to PIPL privacy laws (GDPR equivalent) on cross-border transmissions of data from Chinese online purchases, accounting for 8% of LVMH Group global sales. Final report commended by LVMH China Head of Digital Department.
- Interests** Waterpolo: headed training for goalkeepers, Climbing: climbed slope of 6a difficulty, Travelling: backpacked through the South of Italy (2020) and Norway (2022), instant camera photography: Polaroid 600
- Pro-Bono work** Was pro-bono consultant for start-up "Dinehome". Devised business plan for geographical diversification in 3 Italian regions; designed presentation winning €15'000 at "IncrediBol" and was finalist in 'Start-up day', 'WMF!', '2030 Social Impact' start-up competitions; negotiated deals worth up to €1'000 with local associations to market platform; created surveys to collect information from users and analyzed data to improve service
- LBS Activities** Member of Consulting club, Climbing/Bouldering club, Board Game Club,
- IT Expertise** Office Package (Word, Excel, PowerPoint), Python, Gretl, R, Qualtrics
- Languages** Italian (Native), English (Native), French (Fluent), Spanish (Working proficiency)