



**Lorenzo d'Eufemia**

## **PROFESSIONAL EXPERIENCE**

**Goldman Sachs, Asset & Wealth Management, London, UK**

07/2022 - present

*Analyst, Institutional Client Coverage*

- Providing sales and sales support coverage to Italian institutional clients (Insurance companies, pension funds and asset managers) across the GSAM platform (public and private markets)
- Working closely with senior sales to develop client footprint and strengthen existing client relationships
- Coordinating and preparing client materials, including presentations, portfolio reviews, client reports, RFPs and DDQs
- Liaising with internal stakeholders (macro strategists, product specialists, legal, compliance, operations) regarding investment recommendations, proposals, portfolio reviews and other communications for clients / prospects
- Pro-active monitoring and analysis of client portfolios and flows, to identify potential changes in asset allocation and engage on new opportunities

Significant Highlights:

- Coverage of Italian Banking Foundations; participating in client meetings/industry events to present and position GS capabilities
- Supporting senior sales in the launch of the first ELTIF for the Italian market; planning fundraising strategy, operational requirements and proactively servicing prospects to resolve various product-specific enquiries

**Bocconi University, Milan, Italy**

05/2021 – 09/2021

*Department of Accounting, Research Assistant*

- Researched, collected and analysed accounting and market data of 270 Italian listed companies to study the impact of Covid-19 and to support the department's research project
- Drafted the academic study and findings in collaboration with KPMG Italy

## **EDUCATION & QUALIFICATIONS**

**Bocconi University, Milan, Italy**

08/2020 – 07/2022

*MSc in Management & Corporate Finance*

- GPA: 103/110
- Thesis: "Debunking the ESG myth: a study of stock market performance of European listed firms during the Covid-19 pandemic"
- Activities: Medusa Asset Management Society, JP Morgan CEO Mentorship Program

**University of British Columbia (UBC), Vancouver, Canada**

08/2018 – 07/2019

*Exchange Program*

- GPA: 3.6/4.0
- Activities: UBC Trading Group, Vancouver East Side Volunteer Program



**University of Warwick, Coventry, UK**  
BSc in International Management

10/2016 – 07/2020

- GPA: First Class with Honours (1:1)
- Activities: Student Staff Liaison Committee & Course Representative

**OTHER RELEVANT EXPERIENCE & SKILLS**

**CFA charterholder**

05/2022 – present

*Passed Level 3 Exam, August 2024 Exam Session.*

**Starting Finance**

10/2020 – 10/2021

*Valuation Analyst & Writer*

- Researched and wrote monthly articles examining the valuation of several listed companies; published articles to an online audience of □ 100k followers on social media

**Maximo Nivel (NGO)**

06/2018 – 08/2018

*Volunteer in an orphanage in Cusco, Peru*

- Coordinated with a team of 5 to prepare and teach English classes

**Languages:** Italian (Native), English (bilingual), French (fluent)

**Skills:** Knowledge of Bloomberg, Refinitiv, Rstudio, Salesforce