

MARTA WNEK

EDUCATION

London Business School, Masters in Analytics and Management 2022-2023
Applied Statistics with R, Machine Learning for Big Data, Decision Analytics and Modelling, Business Strategy Analytics, Accounting for Analytics, Operations Management, Global Experiential Course, London LAB.
London Business School Merit Scholarship Recipient.

University of Bath, BSc (Hons) Accounting and Finance, UK: Upper Second 68.70% 2018-2022
Modules: Financial and Management Accounting, Advanced Corporate Finance, Company Law, International Business, Strategic Financial Decisions, Economics, Statistics, Business Computing.

University of Richmond, Academic Exchange, USA: GPA: 3.57 Aug-Dec 2021
Modules: Deal Structure and Valuation, Bargaining and Negotiations in Business Organisations, SQL and Process Optimization: Business Analyst, Introduction to Entrepreneurship.

WORK EXPERIENCE – FINANCIAL SERVICES

Financial Services Tax Intern, EY (London) July 2020 – July 2021

- Assisted with a proposal for a FTSE 100 client (**new client acquisition** process), incl. RFP preparation and client pitch rehearsals.
- Helped develop a web-app "*Behive*" automating and simplifying the process of making customers' contracts, reduced human error. Received feedback as the **most adaptive user/creator** who **quickly learnt** the new tool and **immediately added value**.
- Supported the **client engagement process** (liaised with teams in India/Argentina, learnt and applied the admin processes: COE forms, engagement lifecycle, engagement codes, invoicing, etc.)
- Synthesised tax policies** (HRMC) and **drafted client contracts** (GT&Cs).
- Involved in **tax audits** for the **largest insurance companies** in the UK (Phonenix GH) and worldwide (Munich Re), and from Banking and Asset Management. Responsible for referencing tax computations, disclosures and financial statements and flagging discrepancies across them.

Women in Deal Advisory Internship, KPMG (London) July 2019

- Acquainted with operations in: Transactions, Restructuring, Integration&Separation, Valuations, M&A, Real Estate and Infrastructure.
- Created a start-up with a team, where I **challenged selling ideas**, narrowed down the **focus group profile**, identified main concepts, **questioned fintech solutions**, reminded to **consider stakeholders' perspectives**.

Technology Spring Week, Barclays (Glasgow) April 2019

- Explored FinTech industry and learnt about **latest technological innovations** in a **banking industry**.
- Researched and **pitched** on **Virtual Reality** and its **impact** on **Investment Banking** (group presentation).
- Reflected on and developed **emotional intelligence** (Leadership & Following Training).

Structured Finance Female Insight, Royal Bank of Scotland (London) April 2019

- Had a close insight into: Leveraged Finance, Assets Finance, Ratings, Infrastructure.
- Worked on 3 case studies and Pricing Game, gaining insights of **tasks** and **working culture** in a bank.
- With a team I raised above £200,000 capital, and individually: convinced "CEO" to launch a new product. Developed **critical** and **creative thinking under pressure**, and enhanced **confidence** in **pitching ideas**.

Marketing Department Ambassador, Education First May-June 2018

- Developed and executed promotional activities to consolidate brand equity and accumulate potential customers' contacts. Via speaking to representatives of different public institutions, developed **confidence** in **business conversations**, strengthened **negotiation skills**, and **increased effectiveness in making deals**.
- Was a first-call advisor to potential customers in region "Bochnia". Strengthened **non-verbal communication skills**, and **building up relationships with customers**, by **adapting to their individual needs**.

POSITIONS OF RESPONSIBILITY / SOCIETIES / VOLUNTEERING

Consultant, 180 Degrees Consulting January – May 2020

- Conducted a **Demand** and **Competitor Analysis**: analysed secondary data to establish the buying patterns, customers' profile, product's strengths and areas to improve.
- Identified** two main target industries, **process innovation** and **product customisation strategies**.
- Proposed **recommendations** and **implementation strategies**.

Project Leader, Research Objects October 2018-January 2019

- Intermediary between institutions: AgeUK and Students' Union. Enhanced **written communication skills**.
- Listened, led** and **inspired** group of PhD students in delivering presentations on their research. Encouraged a **collaborative** and **supportive environment**, which contributed to **solving problems quickly**.

AWARDS

- Bronze Badge in Data Visualisation EY 2021**
- BP Women in Leadership Prize Winner 2020**
- Bath Award Winner 2020**
- Winning Team in The Big Team Challenge 2018/19**
- Most Improved Player – Volleyball 2018/19**

KEY SKILLS

Languages: Fluent English, Native Polish, C1 German (Goethe Institute: 92%), Intermediate French, Basic Russian, Spanish, Mandarin.
IT skills: Microsoft Office (Word, Excel, Power Point), R, Python, VBA, MySQL, PowerBI.