

# MATTEO ANGELO NORMANNO

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## EDUCATION

### UCL – UNIVERSITÉ CATHOLIQUE DE LOUVAIN

Joint Degree Program, Master of Arts in Economics: General - ECON2M

Louvain, Belgium  
September 2023 - July 2024

- Merit-based selection among Bocconi students

### BOCCONI UNIVERSITY

Master of Science in Economics and Social Sciences (ESS)

Milan, Italy

GPA: 27.1

September 2022 - Present

- Econometrics, Advanced Mathematics, Advanced Statistics, Time series analysis of economic-financial data

### BOCCONI UNIVERSITY

Bachelor's degree in Economics and Finance (CLEF)

Milan, Italy  
September 2019 – October 2022

Final Grade: 110 cum laude (GPA: 29.2)

- AL Management, Corporate Valuation, Quantitative Methods for Finance, Securities Markets
- In-company Training Crédit Agricole Italia about Blockchain and KYC solutions
- Final Work: "International Monetary Policy Coordination: a game-theoretic approach" (4/4)
- Youngest graduate with full marks within the 2022 Class

### BAYES BUSINESS SCHOOL (FORMERLY CASS)

Undergraduate Exchange Program

London, United Kingdom  
September 2021 – December 2021

GPA: 4/4

- Financial Accounting, Financial Econometrics, Corporate Finance
- Erasmus+ Scholarship recipient

## WORK EXPERIENCE

### UNICREDIT

Sales and Trading Equity Derivatives Intern

Milan, Italy  
May 2023 – Present

- Pricing of Leveraged and Investment Certificates, and Covered Warrant
- Involved in the structuring of Credit Linked Notes Senior Preferred, Senior non-Preferred, and Subordinated

### SDA BOCCONI SCHOOL OF MANAGEMENT

Research Assistant – Commercial Excellence Lab (Prof. Paola Caiozzo, Prof. Paolo Guenzi)

Milan, Italy  
July 2022 – January 2023

- Carried out a Factor and Cluster Analysis (Excel and SPSS)
- Involved in Research Project regarding the new Sales Roles (Web scraping through Python)

### JUNIOR ENTERPRISE MILANO ECONOMIA

President, Treasurer, and Project Manager

Milan, Italy  
February 2020 - Present

- ISO 9001-certified first Italian consulting Junior Enterprise with €140k+ yearly turnover (<5% admission rate)
- During my term as BoD Member (12 months), managed 50+ people, reached €200k as turnover (+86% YoY) and 27 projects
- Project Manager of 4 projects in collaboration with SDA Bocconi, AIDAF-EY Chair in Strategic Management in Family Business, Menarini Diagnostics, and Lundbeck (satisfaction rate: 100%)
- Worked in the Sales Area as Key Account for negotiations (€45k+ cumulative value) with SMEs and Multinationals (success rate: 45%)

### STARTUPBOOTCAMP

Scouting Specialist Intern

Milan, Italy  
June 2021- September 2021

- Analysed 100 start-ups in the B2B Fashion industry (focusing on Supply Chain and Smart Product Development innovative solutions), 2 of which have been selected for Cohort 2022 (out of 960 applicants)

## PUBLICATIONS AND ARTICLES

[La reazione delle imprese quotate al COVID-19](#), AIDAF-EY Chair in Strategic Management in Family Firms

December 2021

- Analysis of the stock returns of family firms vs. non-family during the COVID crisis and key variables
- Difference-in-Difference OLS regression on STATA (worked with 290k+ data)

[Jeme Bocconi, 120 giovani da tutta Europa per reinventare insieme il futuro](#), Millionaire

May 2022

- Organizer of JEE Spring Conference: 120 participants from 16 nationalities, €60k funding, supported by CEO of Roche Italy, AstraZeneca Italy, JLL Italy, A2A, Lundbeck Italy, European Parliament.

[Bocconi, Metsola e studenti universitari da 16 Paesi europei](#), HuffPost

May 2022

## ADDITIONAL INFORMATION

### CERTIFICATES, LANGUAGES, IT

- **Italian** (Native). **English** (Fluent, IELTS 7.5, C1). **Spanish** (Basic, B1)
- Professional knowledge of Financial Databases: **Capital IQ**, **Aida**, **Orbis**, **Zephyr**, **MergerMarket**
- Good knowledge of Market databases: **Bloomberg**, **FactSet**, **Statista**, **Refinitiv**
- Good knowledge of **Microsoft Office** and **Python**, **Matlab**, **Stata**, **EViews**, **Tableau**, **SPSS**
- Advanced knowledge of **RStudio**, **Radiant**, **R** (libraries: quantmod, depmixS4, dlm, tseries)

### PERSONAL DEVELOPMENT

- **Volunteering**: Distributing meals to homeless people across Milan at night on the occasion of Bocconi Community Days 2020
- **Acting**: 4 years in a theatre company during High School
- **Certifications**: Bloomberg Market Concepts, Finance & Quantitative Modelling for Analysts (Wharton Online)