Matias Perè
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EDUCATION

2020 - 2022 **London Business School, London, UK**
Reading for Masters in Financial Analysis
Finance Club, Entrepreneurship Club Member

2017 - 2020 **Bocconi University, Milan, Italy**
BSc Economics, Management and Computer Science, Final Grade: 107/110
Thesis Title: Passive Investing and FTSE 100 Inclusion and Deletion Effects (Grade: 4/4)

2020 **Purdue University Krannert School of Management, West Lafayette, USA**
Spring Semester Exchange Programme - GPA: 3.93/4.0, Dean's list

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BUSINESS EXPERIENCE

2019 **DELOITTE CONSULTING, Ljubljana, Slovenia**
Strategy & Operations Consulting Division
Summer Analyst (2 months) – Invited to return in September 2020

- Selected by Partner from pool of Junior Analysts to work on the largest Slovenian bank's restructuring (€1bn mkt cap, largest client), based on previous work on foreign direct investments
- Developed relationships with Division Managers and Executives (clients) through daily communication and collaboration resulting in smooth project coordination between Deloitte and client
- Aided team in deal sourcing by performing due diligence, producing pitch decks, conducting detail-oriented data analyses resulting in winning new business restructuring bank's front office operations
- Conducted process mapping, detected inefficiencies and presented scalable solutions for improvement including process standardisation and automation, realising a 20% cost reduction

2018 **CELTRA INC, New York City, USA**
Advertising technology startup with $50 million in revenues, 200 employees
Sales & Account Management Intern (3 months)

- Assisted sales team in winning new business (6% revenue increase) by producing pitch decks, marketing materials, helping sign multiple new clients & expand existing client contracts
- Developed standardised assessment excel model for client quarterly ad performance (Facebook, Uber), increasing efficiency and comparability, used in presentations to client senior management
- Constructed model for sorting existing (50k) and incoming business inquiries according to multiple parameters, using excel and python to simplify identification of potential clients

2014 - 2016 **BIGTOYS SOCIAL MEDIA, Ljubljana, Slovenia**
Advertising business launched from two Instagram pages with over 1m followers
Co-Founder & Business Manager

- Started one of the first social media advertising businesses with a friend in secondary school by leveraging 1.3m following on motorsport and lifestyle Instagram pages Big.Toys & Big.Empire
- Developed and maintained a network of dozens of clients, handled deal origination, client relationships, price negotiation, increased ad pricing by 2900% over 2 years, oversaw finances
- Sourced and executed the sale of Big.Empire (350k followers), negotiated a sale price 7% above the initial offer
- Invested the profits generated to fund first brokerage account

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ADDITIONAL INFORMATION

- **Summer 2020**: Secured a summer internship at Ilirika D.D., the leading strategic advisory, asset management and brokerage firm in Slovenia - cancelled due to the COVID-19 pandemic
- **Interests:** Started trading equities at age 16, generated 336% returns since 2016, +41% YTD
- Memorised 150+ decimals of π (challenged by teacher in elementary school for higher mark)
- Vodafone 2019 Machine Learning Team Challenge finalist (Python)
- Bocconi Students Computational Society, tutoring programming in Python
- Attended National Music School (6 years), passionate pianist
- **Sports achievements & Interests**: Alpine ski instructor, teaching children to ski since 2016
- London Business School Sailing Club, Snow Club, Golf Club Member
- Judo 7th Kyu orange belt, placed 3rd in regional, 7th in national tournament
- **Volunteered** weekly at Red Cross Slovenia, organised supplies, donations for refugee centres
- **Languages**: Fluent English, Serbian, Croatian; basic Italian, Spanish; native Slovenian