

# NICOLÒ GARAFFA

September 8, 2000 – Domicile: Milan, Italy | Cell phone: (+39) 393 2423773

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## ACADEMIC ACCOMPLISHMENTS

### Bocconi University

Milan, Italy

*MSc in Management - Major in Corporate Finance*

August 2022 – July 2024

- Final grade: 110/110 *cum laude*
- Research thesis: “Beyond words – how sentiments and topics in UBS & Goldman Sachs earnings calls related to short-term stock performance between 2015 and 2023, a Natural Language Processing statistical approach”

*BSc in International Economics and Management*

August 2019 – July 2022

- Final grade: 109/110 - Thesis: “How can ethic exclusions impact SWFs yields in the long term?”
- Honours and Awards: beneficiary of a full Scholarship for 5/5 years. Fully granted free academic tuition, reduced accommodation fees, and monetary aids amounting to 4,500€ a year.

### BI Norwegian Business School

Oslo, Norway

*Exchange semester*

August 2021 – January 2022

- Relevant coursework: Business Strategy, Innovation & Entrepreneurship, Corporate Finance
- GPA: 3.95/4

### High School “G. Carducci”

Ragusa, Italy

*Scientific Diploma*

September 2014 – July 2019

- Grade: 100/100 *cum laude* and three-times regional finalist at Math Olympics

## PROFESSIONAL EXPERIENCE

### McKinsey & Company

Milan, Italy

*Business Analyst Intern*

May 2024 – Aug 2024

- Document & LoP drafting, Business Case modeling on Excel, extensive use of PPTx, drafting of docs at support of C-level meetings, scheduling of recurring roundtables, daily 1:1 with client counterparts, direct relationship with external stakeholders (field experts, client’s partners, regulators), direct liability on selected activities.
- Performed a €20B+ acquisition Due Diligence for a Private Equity in the acquisition of network infrastructure.
- Assisted a major Telco player in defining Beyond-the-Core growth in unexplored BUs in Italian market.

*Business Analyst Summer Intern*

Jun 2023 – Aug 2023

- Involved in the strategic turnaround of the B2B business of an Italian major TMT player. Been focused on all Go-To-Market initiatives, sales-incentivation labs and commissioning models to point of sales.
- Received offer for joining the company in May 2024.

### BIP Consulting

Milan, Italy

*Monthly Traineeship*

October 2022 – November 2022

- How can the insurance industry cope with metaverse - Devised an innovative insurance product and developed a cost structure, with expected investments for €17M and expected turnover at around €90M in a 5y-span.

### IdeaBoosterLab Start-up Incubator

Milan, Italy

*Research Assistant*

January 2022 – May 2022

- Supported in defining BMC, investor pitches, segmentation and cost strategies for 29 start-ups. I also assisted the entrepreneurs during the seed and pre-seed financing processes, being their PoC with the accelerator TMT.
- Accomplishment: assisted a biochemical start-up in joining the Berkeley SkyDeck incubator, where it then secured \$80 million fundings during 2022.

## LANGUAGES & EXTRACURRICULAR ACTIVITIES

**Italian** (Native); **English** (Fluent, IELTS 7.5 - 2020); **Spanish** (Advanced, 29/30 - 2021); **Microsoft Office Package** (Proficient level + ECDL - 2020); **Statistical software** (R, Qualtrics); **Cybersecurity** extracurricular course; **Astrophysics** extracurricular course; **FTxBocconi Challenge** 2022 participant; mentee at **Mentors4U**; among **top 200** finalists at Adecco **CEO for One Month** 2022; **In-Company Training** at **Accenture** (Mar 2022) and **EY** (Nov 2021)

## INTERESTS & HOBBIES

- Travelling is my main interest and I call myself a **backpacker**. At 23 I am lucky to have visited more than **25 countries** financing all travels through my **academic scholarship**. I also love doing **trekking** at medium-high altitudes, I have indeed **hiked** in Himalaya, Nepal: one long-term dream of mine is to conquer an 8000m summit!
- I’m as well highly into **planes** and **aviation**. I am a **collectionist** and one day I would like to obtain a **flight license**.