

# Boaz Sobrado

**Phone:** +447858029431/+36303802838  
**Email:** boaz.sobrado@cantab.net

**Address:** Agnes utca 47  
Erd 2030, Hungary

## ACADEMICS

### 2011-2014 University of Cambridge (St John's College) - BA Hons Natural Sciences

- Year 1: Politics, Psychology and Sociology; Class I ranked 9<sup>th</sup> of 129
- Year 2: Psychology; Class II, Division 1 ranked 44<sup>th</sup> of 140
- Year 3: Experimental Psychology & Cognitive Neuroscience; Class II, Division 1 ranked 8<sup>th</sup> of 54
- Research: participated in [widely publicised](#) Facebook 'Big Data' research project using R

### 2006-2011 Thomas Mann Gymnasium (German School of Budapest)

- *Abitur* (1.7) and *Érettségi* (5/5) with **advanced** Mathematics, German, English, Spanish, History

## WORK EXPERIENCE

### 2015 (6 months) Business Development Manager - Rocket Internet (Carmudi Myanmar) Rangoon

- Reporting directly to country manager, with 8 direct reports in two locations: Rangoon and Mandalay
- Implemented a clear benchmarking procedure and motivational incentives for the team
- Results: operational KPIs +50% on average (e.g. new monthly listings 2k to 3.5k), quality KPIs +250%

### 2014 - 2015 International Business Development - SmartVineyard (agrotech start-up) Budapest

- Authored and edited a successful EU Horizon 2020 R&D grant application (**€1 000 000 awarded**)
- Developed investor pack and the pitch for Intel's global start-up competition (finishing 8<sup>th</sup> of 20 000)
- Coded a multilingual, interactive R-based sales tool to calculate return on investment of the product

### 2013 - 2014 Co-Founder - Student Ramble (student travel organising company) Cambridge

- Identified a niche market for economical travel to festivals capitalising on the UK student network
- Planned a pilot city trip including marketing, logistics and B2B liaising (£5k in revenues)

### 2014 (7 weeks) Summer Associate - Skillcapital (private equity executive search, advisory) London

- Assisted in pre/post-deal due diligence support, market intelligence and board level executive search
- Helped prepare successful client pitches for mid- & large cap financial services deals (£160k+ in fees)

### 2013 (10 weeks) Summer Analyst - J.P. Morgan Private Banking (multinational bank) Geneva

- Supported the management of portfolios and client relationships for ultra-high net worth individuals
- Developed an Excel VBA tool which saved the team 45+ minutes per week for 6 months

## AWARDS AND PRIZES

**Academic:** Davidson Scholarship (2012; \$600), Wright Prize (2012; \$150), Honour Roll (2010)

**Entrepreneurial:** Cambridge University Entrepreneurs £100 for 100 Words Award (2012; \$150)

**Other:** Johnian Society Travel Exhibition (2013; \$600), European Model EP finals (2010)

## EXTRACURRICULAR ACHIEVEMENTS

**UK Hungarian Student Association:** Founder and president • Hungarian applications to Cambridge increased +400% (UK +75%), 25% success rate in 2013 (highest national average) • Awareness on insurance regulation problems for students • Investment forum with Cambridge Enterprise and a Hungarian Minister of State

**Cambridge Social and Political Sciences Society:** President • Recruited/lead team • \$1200 sponsorship • hosted world leading academics, Ambassadors, Lords Temporal, CEOs, political consultants

**St John's College Telephone Fundraiser:** Team of 12 raised over \$320k (vs \$270k target) • beat all records

**Common Sense Society:** Summer Leadership Academy 2012 participant • Assistance in organising events

## ADDITIONAL SKILLS

**Technical:** fluent in R (statistical computing), Microsoft Office (including VBA), basic HTML and LaTeX

**Languages:** English and German (*fluent*) Spanish and Hungarian (*native*) Burmese and Portuguese (*beginner*)