## Valeria Opre

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**EDUCATION** 

2021 - 2022 London Business School, London, United Kingdom

Reading for Masters in Analytics and Management - Option to graduate in 2023

2016 - 2020 Vienna University of Economics and Business, WU, Vienna, Austria

BSc International Operational Economics, passed with honors, GPA 1.5 (1-5, 1 being the best), Top 5%,

Certificate of Excellence Academic Performance, WU, Vienna 2020 Specialization in Entrepreneurship & Innovation, Strategy and Data

2019 Singapore Management University, Singapore, Singapore

Exchange Semester, completed with Magna Cum Laude - Strategy and Management

2015 - 2018 University of Vienna, Vienna, Austria

BA in Political Science, GPA 2.4 (1-5, 1 being the best) Specialization in European Integration, Asian Studies

Completed two degrees simultaneously

## **BUSINESS EXPERIENCE**

2021 ACTION INSTITUTE, Milan, Italy

(6 months) Independent Italian Think Tank, ranked #1 for research in economic, technology, and political policy Research Associate

- Designed scrutiny of social analytics and engagement tools used to communicate to audience, increasing the visibility of publications by +15% in six months
- Arranged and managed interviews and meetings, co-wrote weekly reports sent to 500+ collaborators

#### 2020 - 2021 WUTIS, Vienna, Austria

(9 months) Largest Student-run Investment and Trading Society in Vienna

**Equity Research Associate** 

- Screened and suggested equities based on financial indicators for a €6b ESG fund of Erste Bank Group, largest Austrian bank, gaining exposure to 4 companies spanning 3 sectors
- Won two McKinsey pitching competitions for equity reports evaluated according to the official CFA Institute Research Challenge

## 2020 - 2021 CASAGRANDE, Bolzano, Italy

Family run small-medium hospitality enterprise

**Operations Management** 

- Led and supervised transition from a B2C to a B2B business model from 2020-2021 to adapt to disruption caused by pandemic and national restrictive measures for businesses
- Contacted and acquired new potential clients within the B2B sector, diversifying customer base
- Reduced staff turnover by introducing new workshops on sale techniques and investing in teambuilding for employees

#### 2018 CIFE, Vienna, Austria

(9 months) Leading European Agency that promotes educational know-how about international and European

issues

**Operations Management Intern** 

- Initiated the adoption of digitalisation within internal structure of company by creating databases for data collection for better decision making
- Led a team of three into organising panels with prominent figures of the European Institutions such as the High Representative of the EU for Foreign Affairs and the Minister of Foreign Affairs of Vatican City

# 2017 MINISTRY OF FOREIGN AFFAIRS, Prishtina, Kosovo

(2 months)

Research Intern for the department for Europe and European Integration

- Developed an Excel tool to improve evaluation through all stages of development for all countries of Enlargement Program (Kosovo, Serbia, Montenegro, and Albania)
- Presented own proposals for future collaboration between government and European Commission to Ambassador and senior staff

## **ADDITIONAL INFORMATION**

- Languages: native Italian; native German; native Albanian; fluent English; basic Latin
- Technical Skills: R, SQL, Python, Bloomberg, CapitallQ
- **Volunteering**: Cooperated in volunteering teams by arranging social events in various non-profit organizations as Life Ball, raising 70.000 € funds for LGBTQ communities
- Leadership: Led fundraising of Pan-European party "Volt", raising over 50.000 € for election campaign in Austria | Speaker for Oxford International Model United Nations
- Competitions: Competed at of X-Culture consulting competition and placed in top 25 out of 1000 teams MIINT competition 2021/2022, Women+ Data Hackathon 2021