

# PIETRO RINALDI

Place and date of birth: Terni, 27/06/1993 | Domicile: Milan, Italy  
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## EDUCATION

**Bocconi University & WU (Vienna University of Economics and Business)** **Milan, Italy; Vienna, Austria**  
Double Degree, Master of Science in International Management and **CEMS MIM** Program Sept. 2015-Oct. 2017

- Exchange at **WU Wien** (Vienna, Austria; September-December 2016)
- Graduation Grade: 110 cum laude/110 cum laude
- Final Dissertation: "Sustainability and innovativeness: Does green innovation pay?". Professor Angeloantonio Russo
- Relevant courses: International Finance, Corporate Strategy, Principles of Business Analytics, Private Equity

**University of Perugia** **Terni, Italy; Hull, U.K.**  
Bachelor of Science in Business Administration Sept. 2012-July 2015

- Exchange at the **University of Hull** (Hull, U.K.; September 2014-January 2015)
- Graduation Grade: 110 cum laude/110 cum laude
- Final Dissertation: "The inhibitor role of sunk cost in innovation adoption". Professor Beatrice Orlando
- Presented an academic paper continuing the thesis at the **R&D Management Conference** in **Cambridge** in July 2016

## PROFESSIONAL EXPERIENCE

**Be Consulting SpA** **Milan, Italy**  
Intern, Management Consulting Oct. 2017 - Ongoing

- Finance and governance project within the context of MiFID II organizational implementation processes.

**Asset Banca SpA** **Dogana, San Marino**  
Business Analyst Intern, International Department June-Sept. 2016

- Responsibilities: strategic planning relating to two international expansion projects. Involvement in the Department's activities including, *inter alia*, acquisition analysis, foreign client due diligence, research, reports, and presentations.
- Achievements: presented two business plans to the CEO and the President; prepared several documents and reports.

**C.E.D.A.S. Mancini SRL** **Terni, Italy**  
Intern, accounting and data elaboration center June-Sept. 2014

- Assisted the preparation and analysis of financial statements and legal filings at both the B2B and B2C level.

## OTHER PROFESSIONAL EXPERIENCE

**Hilti Italia** **Milan, Italy**  
Student Consultant (CEMS Business Project) March-May 2017

- CEMS Business Project focusing on overhauling the current credit management for high-importance customers.
- Achievements: prepared a new credit model to assess and continuously update the rating of high-value customers.

**New Generation Consulting (NGC)** **Remote**  
Student Consultant (Pro Bono) Sept. -Dec. 2016

- Consulting project aimed at supporting an Austrian e-mobility startup develop its international expansion strategy.
- Achievements: prepared country and market analyses and developed entry strategy recommendations.

## LANGUAGES AND COMPUTER SKILLS

- **Italian** (Native); **English** (Fluent, Cambridge CPE C2); **French** (Intermediate).
- Excellent knowledge of the **Windows** environment and of **Microsoft Office**. University-level **SPSS**.

## ADDITIONAL INFORMATION

- **Honors & Awards:**
  - Bestowed the "**Award to Excellence**" prize in 2016 as a recognition of the achievements during the Bachelor.
  - Selected for the **Mentors for You** mentoring program on the basis of academic and extracurricular merit.
- **Extracurricular activities:**
  - **GMAT** Score 680 (84<sup>th</sup> percentile, taken in 2015).
  - **Social and student associations experiences:**
    - Joined as Analyst the "**Green Light for Business**" student association in the Comms & Analytics section.
    - Joined the **CEMS Club Vienna** within the Corporate Affairs and the Career Forum Party Organizers teams.
- **Hobbies:** achieved a Karate black belt in 2011.

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