

# Andrea Guerini Rocco

500 Riverside Drive, New York, NY | a.guerinirocco@columbia.edu | 646-491-1340

## EDUCATION

### MA Economics (GPA: 3.8), Columbia University, New York, NY

Expected: 12/2018

- Relevant coursework: Microeconomics I/II, Macroeconomics I/II, Econometrics I/II, Mathematics, International Macroeconomics, International Trade, Advanced Macroeconomics, Economic Policy Analysis, Introduction to Computing for Engineers. Grading TA for the Undergraduate Financial Economics course.

### BSc Management (grade: First Class Honours), The London School of Economics, London, UK

7/2017

- Winner of the Prize for Best Second Year Performance in Managerial Economics; other final year relevant courses included Strategy (Industrial Organization), Macroeconomics, Mathematics and Econometrics (all with First Class grades).

## WORK EXPERIENCE

### Finance Intern, Air Liquide Maritime, London, UK

6/2018-8/2018

- Modelled revenue streams to investigate the reasons behind falling profitability of an important subsidiary, delivered detailed recommendations to the CEO and CFO on how to reverse the trend within two years, and designed a phased implementation plan.
- Carried out an in-depth analysis of foreign subsidiaries' financial performance, evaluating the impact of fluctuations in exchange rates and other factors, and delivered detailed reports to their senior management.
- Streamlined the monthly group financial reporting process and built new tools to evaluate the performance of specific business units and subsidiaries.

### Research Assistant to Prof. Saul Estrin, The London School of Economics, London, UK

6/2017-7/2017

- Analysed the dynamics of equity crowdfunding in the UK building a detailed database of crowdfunding pitches and a forecasting model with a two-year time horizon, using STATA and Excel.
- Assisted Prof. Estrin in drafting the paper containing my analysis, discussing theoretical implications with him and his co-authors.
- Re-structured and updated the "FDI and Emerging Markets" course for the 2017/2018 academic year.

### Analyst, SuppliHi, London, UK

9/2015-6/2017

(SuppliHi is a London-based start-up that developed a digital ecosystem for industrial equipment and services)

- Developed on my own one of the firm's main business lines: Market Compass, a comprehensive Oil and Gas Project Database which has been purchased by Fortune Global 500 companies, component manufacturers and consulting firms.
- Led a team of part-time analysts keeping the Project Database up to date and performing detailed analysis (mainly in Excel) based on clients' needs and requests (clients included major consulting firms), thus developing strong research and data analysis skills.
- Drafted reports for clients, delivered presentations and authored articles in leading industry magazines and for the SuppliHi website.

### Teaching Assistant: Managerial Economics, The London School of Economics, London, UK

1/2017-5/2017

- Selected to run revision and exam preparation lectures for the Managerial Economics course, in a class of 200 students.
- Worked in close partnership with faculty members to ensure the lectures were integrated with the rest of the course.

### Analyst, SDA Bocconi School of Management, Milan, Italy

6/2015-9/2015

- Identified and assessed future opportunities for Italian component manufacturers in the Oil and Gas Industry by building a comprehensive bottom-up estimate of the market in the aftermath of the 2014 oil price slump.

### President, LSE SU Italian Society, London, UK

10/2016-7/2017

- Organized talks by influential Italian speakers, including then serving Prime Minister of Italy Paolo Gentiloni, Governor of the Bank of Italy Ignazio Visco, Vodafone's CEO Vittorio Colao, former Finance Minister and J.P. Morgan Chairman Vittorio Grilli, and former Prime Minister Enrico Letta, attended by over 500 LSE students, alumni and industry leaders.
- Increased by 50% the Society's budget renegotiating a sponsorship agreement and managed partnerships with Italian institutions in the UK - such as the Embassy, Consulate, Cultural Institute and Chamber of Commerce - coordinating with them on initiatives aimed at informing and advising Italians in the UK in the aftermath of the Brexit vote.
- Frequently interviewed by Italian and International media about themes of interest to Italians in the UK.

### Volunteer Researcher, The Colombian Coffee Co., London, UK

10/2014-6/2015

- Helped orientate business strategy through economic research on the Global Coffee Market;
- Nominated for LSE Volunteer of the Year.

## SKILLS AND INTERESTS

- Languages: English (fluent); Italian (native); Spanish (native); Latin (5 years study).
- IT: Excellent knowledge of MS Excel and PowerPoint; Stata, R, Matlab and Python capabilities; working knowledge of MS Dynamics AX.
- Published Articles: Oil and Gas Global Plant Investment Outlook (Impiantistica Italiana, March-April 2017); Ritorno in Iran (L'Industria Meccanica, December 2015); news content of the SuppliHi website.
- Sports: Skiing; Motorbike (very proud owner of a Ducati Monster 695).
- Arts: Opera aficionado; Latin American and Medieval Italian literature; Italian Cuisine (amateur chef).