

# Alberto Lo Bue

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## EDUCATION

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- London School of Economics and Political Science**, London (UK) 2011- 2013  
**MSc in Management** – High Merit  
*Core modules:* International Finance; Applied Corporate Finance; Quantitative Analysis; Asset Markets; Strategy, Organization and Innovation;  
*Dissertation:* Business Linkages and Access to Finance, an analysis of SMEs in Mozambique.  
*Awards:* Finalist at the Hult Prize social enterprise competition.
- Università Commerciale Luigi Bocconi**, Milan (ITA) 2008-2011  
**BSc in Management and Business Administration** – top 5% of graduating class  
*Core modules:* Mathematics; Financial Mathematics; Microeconomics; Macroeconomics; Statistics; Accounting and Financial Statement Analysis;  
*Dissertation:* Eradicate Extreme Poverty and Hunger in South East Asia.  
*Awards:* Scholarship based on academic performance for exchange programme at University of Virginia.
- University of Virginia**, Charlottesville (USA) Aug-Dec 2010  
**Exchange program** – GPA: 3.8/4  
*Core modules:* Project Management; Intermediate Investments; Innovation and Technology management; Entrepreneurship.  
*Awards:* Finalist in business plan competition with an open source and user-editable website to help expatriates find equivalent products or services that are found in their home countries.

## PROFESSIONAL EXPERIENCE

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- Co-founder and CEO at PapèM**, Milan (ITA) Apr 2015-present  
PapèM is the first local marketplace for fashion and design retailers to bridge the gap between online and physical stores.
- Business Intelligence manager at Foodpanda – Rocket Internet**, Berlin (GER) Apr 2014-Mar 2015
- Built global reports in the fields of operations and sales which allow to keep track of and constantly improve key performance indicators (i.e. order fail rate down 32%, order process time down 24%, CVR up 7% in 5 months)
  - Managed a cross-functional team of 4 people (ops, BI, IT, product) to optimize the algorithm to display the real delivery time
  - Organized the intelligence and the business layer in Foodpanda's database to automate reports and optimize the server's performance
  - Managed the latest due diligence and prepared financial and statistical analysis that heavily contributed to the success of the €60m investment round
- Global Venture Developer at Rocket Internet**, Berlin (GER) Nov 2013-Apr 2014
- Conducted a Customer Lifetime Value analysis for the purpose of better understanding customers and setting weekly and monthly ROI targets for Search Engine Optimization (SEM)
  - Developed the company business plan as well as monthly financial updates for existing and potential investors
- Consultant for Riders for Health**, London (UK) and Banjul (GMB) Feb-Jul 2013
- Analysed the company's Public-Private Partnership model in The Gambia, evaluating its cost-effectiveness in relation with the Expanded Programme on Immunisation (EPI).
  - Conducted field research in The Gambia to assess the social impact of Riders' intervention, to measure improvements in health equity outcomes and in public finances management.
- Researcher for Deloitte**, London (UK) Oct 2012-Feb 2013
- Researched innovation and its relationship with GDP, entrepreneurial activity and foreign direct investments in natural resources producing developing countries.
  - Focused on the cases of Mongolia, Guinea, Mozambique and Liberia, identifying the main drivers and barriers to private sector development and advising on the necessary policies to spur growth and innovation.
  - Created a model to assess innovation in natural resource producing developing countries.
- Junior analyst at Inflection Point**, Investment and Advisory-Start-ups, Turnaround and exits, London (UK) Jun 2012-Feb 2013
- Reviewed and analyzed the client investment funds (a renewable energy fund and a sustainable forestry fund), its proposed investment portfolio and investment plans.
  - Led the Marketing team for client funds and pitched to several new investors.
  - Developed the service offering for Chinese startups to expand in the UK market, adapting the revenue model to this specific client segment.

## EXTRA CURRICULAR ACHIEVEMENTS

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### Student representative

- The position required: speaking in public, convening meetings, being a member of the school board, raising and allocating the school's money, managing the relationships between the students and the Dean, the faculty, and the staff.

## LANGUAGE AND IT SKILLS

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- Italian (native fluent), English (fluent), French (intermediate).
- Microsoft Office (Excel, Word, Powerpoint, Access, Outlook); SQL; Microsoft Project; Stata; R; SPSS.

## INTERESTS

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**Competitive sailing:** 3rd place Italian U-15 championship (class l'Equipe); 2nd place Italian championship (class l'Equipe); 1st place Italian Team Regatta; 10<sup>th</sup> place Europe Cup (class Laser Radial); winner of several local regattas.

**Co-founder of "Città2.0":** Città2.0 is a cultural association with the aim of creating a fertile ground for creative and entrepreneurial activities, as well as for the economic and cultural development of the city of Palermo.