



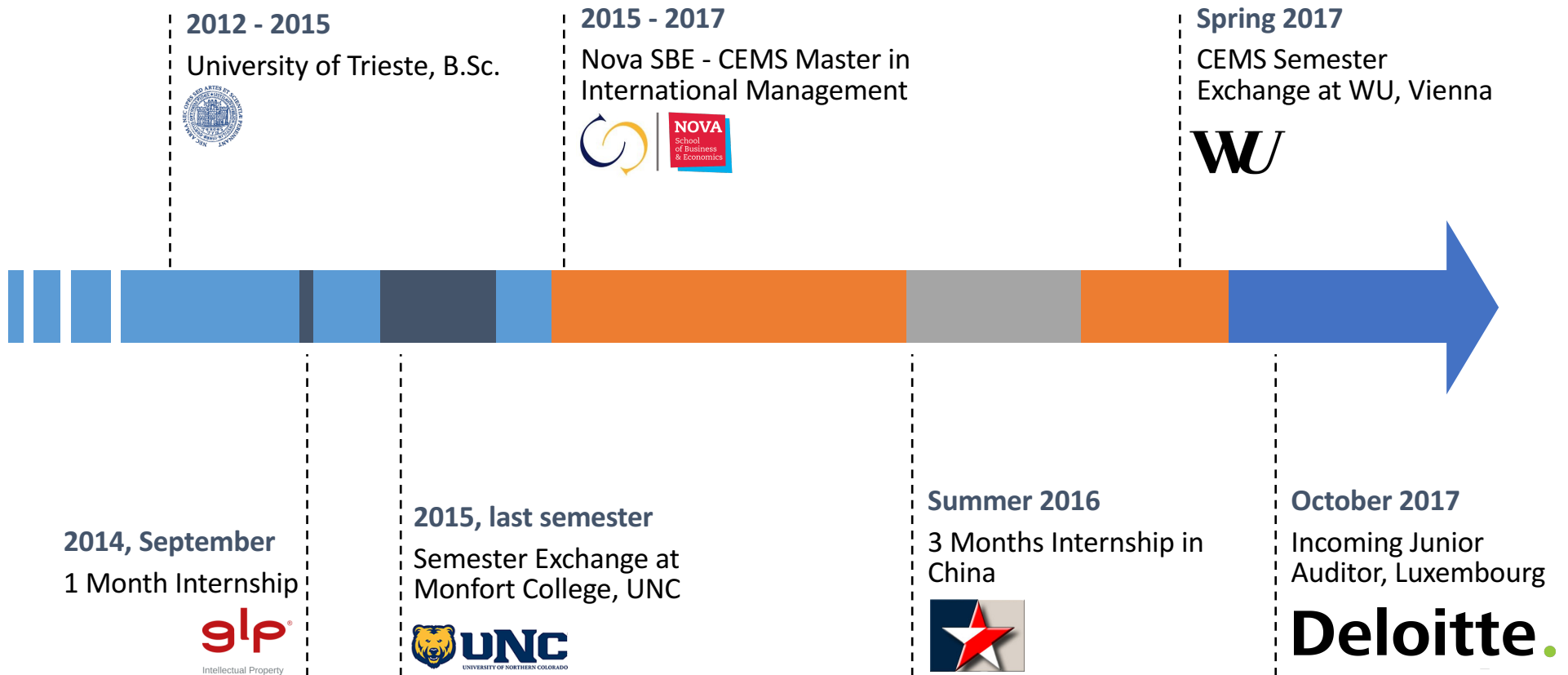
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# HOW TO PREPARE THE NEXT STEP DURING THE BACHELOR

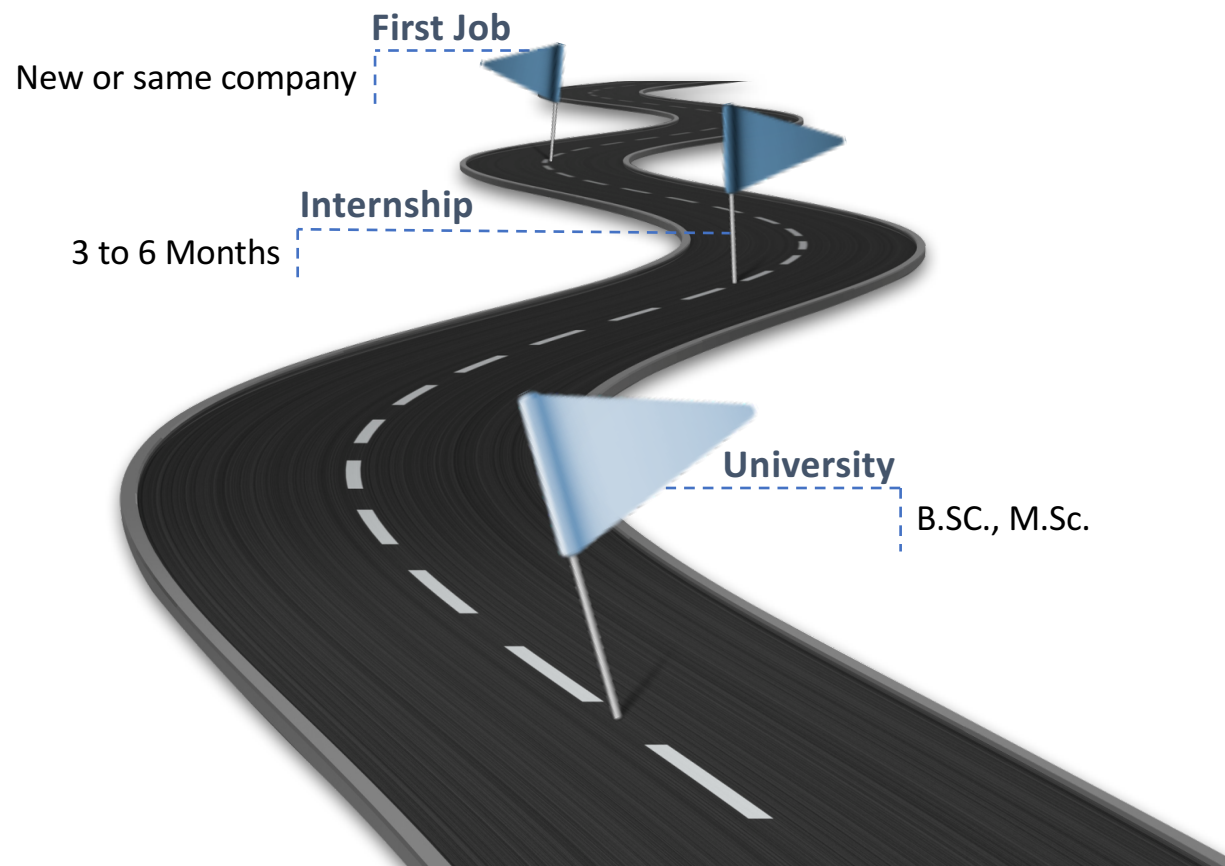
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Trieste, 20 February 2017

# About me



# Road mapping the next years



# What are the options available?

## Go Work

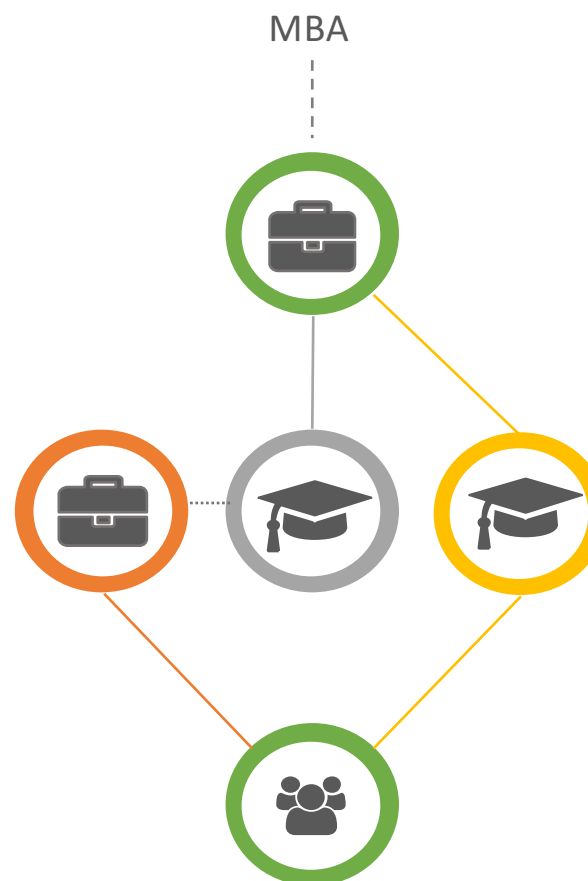
Options can be to work for a Multinational company, in the financial services sector or in the Start Up sector.

## Go work, go for a Master and then back to work

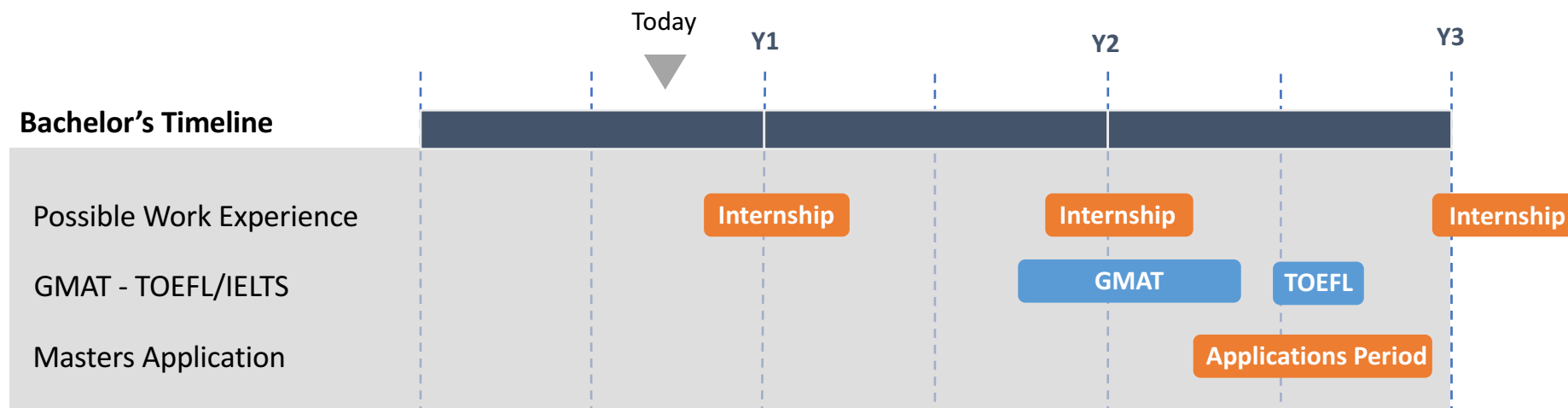
Usually, the pre-Masters work experience is one or more internships.

## Go for a Master and then go work

Masters of Science require no mandatory previous work experience and give a more practical approach to studying.



# Going for the Master of Science Option



The majority of Business Schools offering Masters of Science require students to take the GMAT test to be admitted.

The test, divided into reasoning and logical questions, should have a score usually above 600/800 and is entirely in English.

# What do I need to apply?

1

## A CV:

- One page;
- Photo or no photo?
- Don't put too many things, but just what you think that might be relevant!



## Federico Zanuttini



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Nationality: Italian  
Date of Birth: 03.11.1993

E-mail: federico.zanuttini@cemsmail.org  
Mobile: +39 348 4287 102

### EDUCATION

Sept 2015 - June 2017	<b>CEMS Master in International Management (#4 by the FT ranking)</b> Home School: NOVA School of Business and Economics, Lisbon; Current GPA: 3.4/4 Host School: WU - Wirtschaftsuniversität Wien, Vienna. (March – June 2017)	PORTUGAL/AUSTRIA
Sept 2012 - July 2015	<b>Undergraduate Degree in Economics, International Trade and Financial Markets</b> University of Trieste; Final Grade: 110 cum laude / 110 (4/4) Degree Thesis: Alibaba Group, Company analysis and Strategic Recommendations	ITALY
Jan 2015 - May 2015	<b>International Exchange Program</b> Monfort College of Business, University of Northern Colorado, Greeley; GPA: 4/4	U.S.A.
July 2014 – Aug 2014	<b>Summer School in Globalization and International Business</b> Iscte Business School, Lisbon; Final Grade: 3.4/4	PORTUGAL
Jan 2011 – June 2011	<b>High School International Exchange</b> Lighthouse Christian Academy, Santa Monica (CA)	U.S.A.

### WORK EXPERIENCE / NON CORPORATE EXPERIENCE

June 2016- Aug 2016	<b>Danieli Changshu Metallurgical Equipment Ltd. – Junior Controller (Intern)</b> • Audited 8 of the department's monthly and yearly Excel Monitoring Processes resulting in 50%-time reduction in speed of execution; • Redesigned the Structural Costs allocation process for the P&L and Pro-Forma P&L in collaboration with the HQ resulting in better synergies between 2 departments.	CHINA
Mar 2016 – Jun 2016	<b>New Generation Consulting – Management Consultant (Pro-Bono)</b> • Developed the Corporate strategy for Unverschwendel, reformulated the marketing strategy and outlined the most important KPIs for the company to grow from 1 to 3 stores in 2 years; • Proposed a financial structure to sustain profitability from 6 months to 2 years.	PORTUGAL
Jan 2016 – Aug 2016	<b>Uniplaces – Student Brand Ambassador at Universidade Nova de Lisboa</b> • Advised more than 20 students via phone to book their accommodation through the platform. • Achieved a 60% booking rate and directly reported to the program manager.	PORTUGAL
Sept 2014 – Oct 2014	<b>Glip s.r.l. – Intellectual Property Assistant (Intern)</b> • Handled the filing process for international patents in Italy resulting in 3 new deposits. • Contacted international partners via phone/e-mail to update patent requirements resulting in a 95% response rate.	ITALY

### EXTRACURRICULAR ACTIVITIES

Nov 2016 – Nov 2016	<b>Web Summit – Volunteer</b>
Sept 2015 – Jan 2016	<b>CEMS Club Lisbon – President and former Head of Marketing</b> Managed relations with corporate partners, students and doubled profits from events over a one year period
June 2015 - Aug 2015	<b>Ricky Hostaria – Waiter, Summer Employee</b> Served over 50 customers per day and achieved high levels of satisfaction

### INTERESTS

<b>Freeride Skiing and Surfing</b>
Feb 2014 - Mar 2014 <b>First Aid – Avalanche Rescue:</b> stress handling and life saving methods course during avalanches

### LANGUAGE SKILLS

Italian: native	English: C2 (Toefl i.b.t.)	German: B2 (IUSLIT)	Portuguese: A2
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### CERTIFICATES / COMPUTER SKILLS

GMAT: score: 610	MS Office: Specialist	MS EXCEL: Specialist - Advanced course for consultancy	VBA: Intermediate
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# What do I need to apply?

2

## A Cover Letter:

- One page;
- Address and date when written;
- Talk about your experiences, interests and motivations;
- Your signature.

Lisbon,  
15th of November 2016

**Deloitte.**

Dear Madam or Sir,

With this letter I would like to express my formal interest to apply to the Audit Trainee Program starting in October 2017.

Recently, I had the opportunity to meet the company during the CEMS career forum in Vienna where I was introduced to the opportunities Deloitte offers in Luxemburg by Edoardo Ambrosi.

I am currently attending my second year of CEMS Master's Degree in Management at the Nova School of Business and Economics, while I will spend my last term ending June 2017 at the Vienna School of Economics and Business (WU) to write my thesis.

Beyond my academic achievements, what I value the most out of my current experience as a CEMS Master's student is the wide range of soft skills I learned by engaging in many extracurricular activities. Currently, I am serving as CEMS Club President in Lisbon as part of my strong commitment to provide an added value to the community of students I belong to.

This past summer during my summer internship in China, I worked as a junior controller for Danieli Group, an Italian firm with international operations. What I really enjoyed of this experience is the opportunity to have worked in such a different environment from ours and developed better adaptation capabilities to new cultures and lifestyles.

As a controller I was involved in many activities: from the financial statements and budget preparations to monthly cost analysis and KPIs monitoring; such an experience allowed me to master my analytical skills by applying them in the analysis I performed through Microsoft Excel and VBA, a tool that I personally introduced in the controlling department of the company.



... and some more things



A recommendation letter from a professor/previous employer

A 3<sup>rd</sup> language test score (not mandatory)

**Extracurricular activities**





# What are some options after studying?

**Work for a  
Company**

**1**

## Multinationals or SMEs

Multiple roles are available:

- Marketing or HR functions;
- Finance or Business Development functions;
- ...

**Work in the financial  
services sector**

**2**

## Among many others, The Big 4 of Auditing or the Big 3 of Consulting:

- Deloitte, PwC, EY, KPMG;
- BCG, McKinsey, Bain & Company;
- Smaller niche firms.

**Work in the Start Up or  
Venture Capital world**

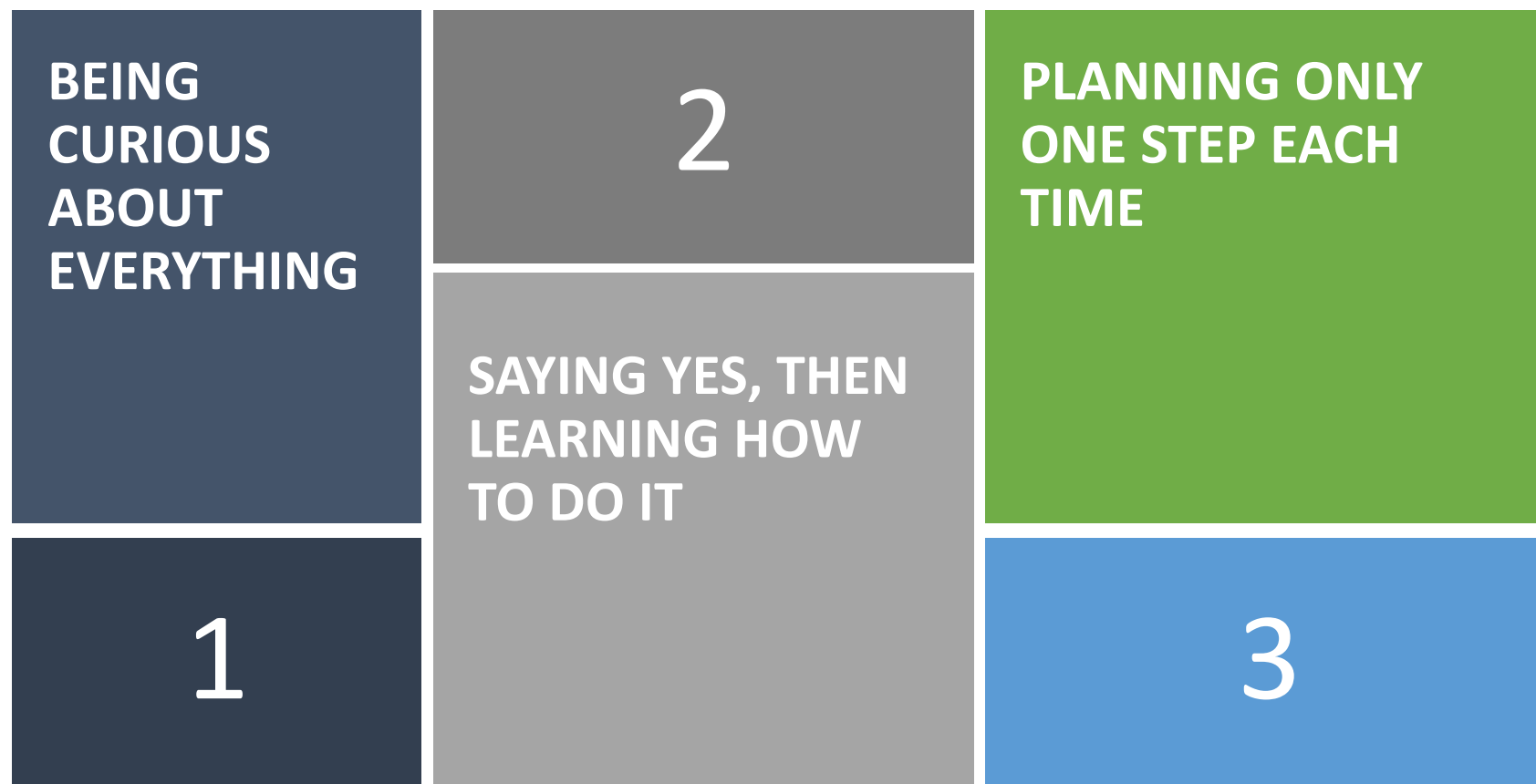
**3**

## In Start Up cities where the ecosystem is growing:

- Milan, Lisbon, Stockholm, London...;
- Usually, Start Ups are close to VCs.



# What helped me





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THANK YOU!



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