

CRISTINA BERTOLINO

Flat 5; 15 Charlton Place, N1 8AQ London, UK

Mobile: +44 79 42 07 66 06

E-mail: cristina.bertolino@gmail.com

Born: June 28 1981, Italy

WORK EXPERIENCE

- **Jul 2008-Present** **Carnegie Investment Bank AB, London**
Nordic Equity Sales
FSA registered
Duties & Responsibilities: Daily Communication with Investors (Hedge&Pension Funds, Asset Managers, Insurance Companies), Top Mgmt in companies we cover and Carnegie's analysts.
Focus on France and Belgium. In charge of opening the Italian market and creation of an Italian client portfolio. Travelling on road shows around Europe with Mgmt of the Nordic companies. Daily contact with investors, pitching. Writing road show summaries and investment cases. Hosting Carnegie's London road shows whenever needed. Preparing morning news emails, morning meeting introductory presentations and daily updating clients on news.
- **Nov 2007-Apr 2008** **Standard & Poor's, London**
Structured Finance Ratings – Analytical Support Unit.
Duties & Responsibilities: providing support to the Structured Finance analytical teams across all Asset Classes, carrying out and coordinating numerous deal related tasks, working closely with Primary Rating Analysts, the Core team, Surveillance and Billing team.
Responsible for monitoring Deal Volume Levels, preparing and issuing Final Core Forms and Rating Letters, checking and submitting Workflow, acting as 1st point of contact for Core Team/Billing queries and filing final transaction documents to comply with SEC regulations.
- **Mar-Sep 2007** **Goldman Sachs, London**
Internship - Securitised Derivatives, Italian Team
Duties & Responsibilities: monitoring market making and supporting the product origination activities, Investor-support call center activities, performing market analysis, internet website maintenance, editing articles of the monthly Securitised Derivatives magazine, reviewing marketing materials, performing press reviews
- **Dec 2006-Mar 2007** **DGM Consulting, Milan**
Consulting firm founded by three SDA Bocconi University professors. Temporary management within a client company operating in the textile industry. Industrial and management processes reorganization
- **2006 (3 mths)** **Sanpaolo Imi, Paris**
Internship - Export regulation system and assistance to French enterprises exporting to Italy
Data processing, studies on French industrial and manufacturing sector, Sanpaolo products promotion, new customers identification, Italian desk, representative activity
- **Feb 2006** **KGP Project (Knowledge Governance & Projects), Bocconi University, Milan**
Cooperation to an international research on the organisation and administration of inter-organisational projects, in partnership with Ministry of Education, Research and University. Information processing, interviews target achievement
- **2003-2004 (5 mths)** **Italian Chamber of Commerce, Paris**
Internship - Commercial area. Assistant to the Commercial Manager
Market research, product support and promotion of Italian companies abroad. Brought new customers into the organization
- **2003 (6 mths)** **Ilte, Turin**
Typographical industry. Yellow Pages and White Pages
Internship, Commercial and marketing area during the SAP project implementation
Customer portfolio development. I managed the development of the company brochure
- **2002 (2 mths)** **FrancoRosso and Alpitour, Marrakech, Morocco**
Tourism assistant. Responsibility for all aspects of tourist support during their stay in Morocco
Problem solving and rapid decision making process. Resources coordination

EDUCATION

- **2004-2006** **University of Economics L. Bocconi, Milan**
Master of Science in General Management. 105/110
Thesis: "Budget role in subsidiary internationalization process within an emerging market". (September-October 2006, field project in New Delhi, India)
- **Aug-Dec 2005** **IIMA, Indian Institute of Management, Ahmedabad (1st rank in Asia)**
Post Graduate Exchange Program Semester (1st term, second year of MSc in General Management)
- **2003-2004** **Polytechnic of Turin**
Master of Science in Industrial Production Engineering
- **2000-2003** **Polytechnic of Turin**
European Degree in Industrial Production Engineering (Italian-French double training. Degree awarded in partnership with the Ecole de Management Léonard de Vinci of Paris. Certificat Supérieur en Gestion Internationale de la Production). 105/110. Thesis: "Il ciclo attivo con i sistemi ERP. Il caso Ilte"
- **July 2000** **High School graduation at Liceo Classico Valsalice, Turin (100/100)**

FOREIGN LANGUAGES

- **English** Excellent knowledge (written and spoken). Three years in London and six months in India
- **French** Excellent knowledge (written and spoken), TEF Certificate. Superior level. Two years in Paris
- **Italian** Native speaker

COMPUTER COMPETENCE & HOBBIES

Very experienced in Office package, Microsoft Project. CAD/CAM. Reuters, Bloomberg.
Hobbies: Horse riding, volleyball, skating, travelling