

ALESSANDRO SANTO

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EXPERIENCE

- 2008 **DPIXEL** Milan, Italy
dPixel is advisor to start ups and to dSeed, an early stage VC fund. dPixel focuses on digital media and technology and provides financial and strategic support. Team has founded or contributed to Vitaminic, Kelkoo, IOL, Lycos, Yahoo
- Associate (2008-present)**
- Deals: support in business planning, product and marketing strategy to UMedia, a university media network supported by Telecom Italia; roll up, industrial plan and financing strategy of several web agencies active in Turin area
 - Fundraising: fundraising strategy definition with formulation of investors' list in Europe and US and meeting planning
- 2006 - 2008 **BAIN & COMPANY** Milan, Italy
Consultant (2006-2008)
- Industrial practice: experience in strategic planning, supply chain optimization, turnaround planning; full potential analysis for industrial district
 - Energy practice: Business due diligence for traditional and alternative energy segments (50M€ deal value)
 - Consumer Goods practice: European competitive strategy assessment for toy industry market leader
 - Financial Services practice: Basel II implementation; pre-deal analysis of banking \$B deal
- 2005 **INVESCO PRIVATE CAPITAL** New York, U.S.A.
Invesco PC has been active in VC since 1982. Team has invested in Amgen, Starbucks, and Staples
- Venture Capitalist Junior Associate (part-time, Summer 2005)**
- Quantitative analysis of fund's IRR vs. exit strategy; pre-deal analysis of company active in the iSCSI industry; participated to General Partners' weekly investment meetings
- 2000 – 2004 **EUROMOBILIARE SIM** Milan, Italy
Founded in 1973, Euromobiliare SIM is one of Italy's leading brokerage firms as per market share.
- Institutional Equity Sales (2000 – 2004)**
- European Equities: Co-developed pan-European sales desk; Managed "buy side" broker relationships; Created and developed daily publications concerning pan-European equities markets
- Italian Equities: "Value investing" style equity sales to Italy's institutional investors
- Business Development: Created small team focused on technical and quantitative analysis; Joined small team focused on medium sized regional banks (10+ new clients);
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EDUCATION

- 2005 – 2006 **COLUMBIA BUSINESS SCHOOL** New York, U.S.A.
MBA - Economics & Finance (2006)
Elected President European Society (180 members), VP Silicon Valley Trip (January 2006, 13 corporate meetings, 50+ participants) Technology Business Group, VP Events NOVA (Italian MBA Association)
- 1996 – 2001 **UNIVERSITA' BOCCONI** Milan, Italy
Degree in Financial Markets & Economics (2001)
Final Grade: 110/110 summa cum laude (GPA 3.9) – top 15%; awarded university's gold medal. Final dissertation on "Comparison of volatility skews within MIBO and covered warrants market"
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ADDITIONAL INFORMATION

Work Authorization: Hold EU work authorization, geographically flexible
Languages: Italian (native), English (fluent),
Interests: Motorbike racing, politics, economics, technology, and history

Professional & Freelance Activities:

Officer of NOVA, Italian MBA Association (900+ MBA members) (2006)
Member of Young Entrepreneurs of Confindustria (Italian companies' union) (1996 – 2001);
Founder & President of Fondazione Lorenzo Santo, a foundation aiming to foster entrepreneurship through scholarships and other financial aid (2007)