

# ALESSANDRO SANTO

Foro Buonaparte 50  
20121 Milan, Italy  
Tel: +39 328 7670674  
ale@alessandrosanto.com

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## EXPERIENCE

- 2011-present **MEMOPAL** Rome, Italy  
Memopal is an angel-backed online storage & backup company, growing at 10% monthly rate (\$1M sales in FY11)
- **M&A:** completed company's business plan and data room. Shortlisted 100+ bidders along with sell side advisor and carried on M&A meetings.
  - **Business Development:** assessment of company positioning, origination and closing of deals & partnership (5 new deals with 2x increase in sales forecasted in FY12).
- 2011-present **SEARCH FUND CO.** Various locations, Italy  
SearchfundCo is a "search fund" created in July '11 with the aim to scout, work and choose projects to start
- **Deals:** originated 150+ deals in 4 months; shortlisted 12 and selected 5 projects (Homply.com, Gnammo.com, Jooink.com, Rocketdesign.it, Uppen.it) to carry on (strategy assessment, business development, hiring, fundraising, marketing)
  - **RocketDesign:** closed Italy's fastest ever round (\$130k raised in 48hrs)
- 2008-2011 **DPIXEL** Milan, Italy  
dPixel is a 10M€ seed fund focused on digital media and technology.
- General Partner (2008-present); Iubenda board member (2011)**
- **Deals:** direct support to portfolio companies ; originated 30%+ of company's dealflow including best performing (Iubenda, member of the board)
  - **Advisory:** advising Telecom Italia for corporate VC project (3 years, 3,000+ deals scouted)
- 2006 - 2008 **BAIN & COMPANY** Milan, Italy  
**Consultant & Senior Consultant (2006-2008)**
- Management consulting in wide range of industries (industrial, cleantech, financial services, consumer goods) and engagements (strategic planning, supply chain, turnaround; full potential analysis) with focus on M&A transactions (synergies valuation) and strategies to achieve full potential (sales, costs)
- 2000 – 2004 **EUROMOBILIARE SIM (now EQUITA SIM)** Milan, Italy  
**Institutional Equity Sales (2000 – 2004)**
- Italian and European sales desk; "buy side" broker relationships; "Value investing" style equity sales;
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## EDUCATION

- 2010 – 2012 **KAUFMANN FELLOWSHIP PROGRAM** Palo Alto, CA, U.S.A.  
**Kaufmann Fellow – class #15**  
KFP is a 2-years executive program on VC. 300+ fellows worldwide (70% GPs, \$5B invested, few Midas)
- 2005 – 2006 **COLUMBIA BUSINESS SCHOOL** New York, NY, U.S.A.  
**MBA - Economics & Finance (2006)**  
Deep activity with students' body; Part-time intern at Invesco Private Capital.
- 1996 – 2001 **UNIVERSITA' BOCCONI** Milan, Italy  
**Degree in Financial Markets & Economics (2001)**  
Final Grade: 110/110 summa cum laude (GPA 3.9) – top 10%; awarded university's gold medal.
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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, history

**Professional & Freelance Activities:**

VP of NOVA, Italian MBA Association (1000+ MBA members) (2006)

Founder & President of Fondazione Lorenzo Santo, a pro-entrepreneurship foundation (2007)