

FRANCESCO RENZO

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EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA
2008 - Present

Candidate for MBA, June 2010 – Entrepreneurship & Innovation Track

- Products and Services Track Lead of the MIT \$100K Entrepreneurship Competition
- Member of the Energy Group for the 2009 MIT Silicon Valley Trek
- Teaching Assistant for Corporate Financial Accounting; Tutor for Finance MBA students

BOCCONI UNIVERSITY

Milan, Italy
2004 - 2006

MS in Finance, magna cum laude

- Awarded “Bocconi Graduate Merit Scholarship” (top 2% of students)
- Elected student delegate, representing approximately 400 students in the Faculty Counsel
- Final dissertation title: “Risk management organization and processes in electric utilities”

BS in Finance, magna cum laude

2001-2004

- Attended IBEX Exchange Program at NYU Stern School of Business (New York City)

START-UP PROJECTS

Projects completed while at MIT Sloan

2008 – Present

EC Matrix (tissue regeneration technology for spinal cartilage)

Cambridge, MA

- Co-authored business plan, identified and sized addressable markets, developed financials

Diginta (digital receipt solution for healthcare retailers)

Cambridge, MA

- Co-authored business plan, developed complete financial projections and funding schedule

Flight Experience Group (flight simulator manufacturer)

Christchurch, New Zealand

- Designed US market entry roadmap leading to the opening of the first US store in Q4 2009 (expected)

Nexamp (full service clean energy solutions company)

North Andover, MA

- Re-designed sales and marketing organization and processes, enabling Salesforce.com adoption

EXPERIENCE

MCKINSEY AND COMPANY

Milan, Italy
2006 – 2008

Associate (promoted from Business Analyst)

- Awarded McKinsey Global Institute (MGI) fellowship based on outstanding track record (top 5% consultants)

Strategy & Analysis

- Developed financial model to allocate €1.1B capital budget across business units of a €20B revenues banking group; implemented automated capital budget reporting tool, used by 100+ business owners throughout the bank
- Constructed and evaluated strategic options for leading €3B Italian auto insurance group, resulting in the establishment of a successful proprietary body shop network
- Restructured aircraft maintenance plan for a major airline, reducing annual maintenance expense by 9%

Teamwork & Leadership

- Co-managed MGI research project on China Urbanization, based in Shanghai, leading a 9-person local task force; collaborated with up to twelve teams to assist different multi-national clients on urbanization-related issues
- Led a 6-person client team during a performance transformation program involving 100+ employees for leading Italian insurance company
- Mentored Italian college seniors during McKinsey recruiting initiatives at Bocconi; co-led McKinsey recruiting program in the Campania region; co-organized and ran 5-day, pan-European recruiting event hosting 120+ students

Communication

- Organized and facilitated cross-geography, cross-functional workshops for a major Italian airline, resulting in revenue stimulation initiatives with annual impact of €20M
- Presented analyses, findings, recommendation to clients and engagement team members in over 10 projects; prepared Letters of Proposal for prospective engagements

Intern

Fall 2005

- Supported major electric utility negotiation, leading to nuclear plant construction in a foreign country

UBS INVESTMENT BANK

London, UK
Summer 2004

Intern – Healthcare Team

- Built financial databases, developed valuation models, prepared presentations for 30+ client pitches

ADDITIONAL INFORMATION

- Former member of a 5-person sailing crew, competing in several regatta and match races in Southern Italy
- Co-founder and board member of the Napoli Club Milano, promoting Neapolitan culture, food and sport in Milan
- Languages: fluent Italian, intermediate Spanish