Giacomo Sepe

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EDUCATION

MBA Full time - Class 2003 *Columbia Business School - New York*	Concentration Entrepreneurship and finance
BA - Class 1997 *Bocconi University - Milan*	Dissertation on product strategy and positioning in the watch industry

RELEVANT WORK EXPERIENCE

Investment management advisor to entrepreneurs and family offices *2016-Present*
Working on single assignments and as co-investor *Milan*

- Scouting for investment opportunities and managing the investment process of size between €500k and €5ml for French family office in the tourism, entertainment and consumer services industries
- Writing for business documents: capital raising pitches, product requirements and roadmaps
- Hired as interim CEO and CFO at IPE Holding and Simmetrico holdings
- Helped finance 15 projects of equity or debt raising between €100k and €500k at SMEs with revenue between €10 and €50 million coordinating specialists partner consultants

Investment Manager Private Equity investors club *2011-2012*
Global Strategy, Club deal management company *Rome-Milan*

- Manager at Private equity investment club. Investment size €1-5ml

Investment manager Private Equity fund *2008-2011*
EQValue, Managing consulting and Private Equity investment firm *Rome-Milan*

- Manager at Private equity investment club. Investment size €1-10ml
- Closed and exited 4 deals

Head of project management team - CEO Office *2006-2008*
UBS, Investment Bank *Milan*

Hired to analyse and optimise offering and coordinate team of 6 supporting CEO and marketing of UBS Italian office

Project Manager & Investment Manager *2004-2006*
Hines, Real Estate Development Private Equity investment firm *Milan*

- PM for Real Estate development project, Porta Nuova Garibaldi worth €1.5 Bn (Unicredit tower Milan)
- Investment management and reporting for LPs

Product Specialist and customer service *1997-2001*
Merrill Lynch Investment Management - Europe and Middle East (EMEA) *London*

Responsible for Alternative investment products sales, marketing and customer support

- Specialist for Europe of Mutual funds, Private Equity funds, Long-short equity funds and Quantitative Arbitrage strategies

ADDITIONAL INFORMATION AND SKILLS

Languages

Italian: Mother tongue
English: Business proficient (US educated)
Spanish: Business proficient
French: Business fluent

Software Tools

Coding: Javascript Next js, Python (learning), HTML, CSS, Webflow, Shopify, Bubble

Product software: Productboard, Jira, Google Analytics, Hubspot, Klavyo, Miro

Design and copywriting software: Photoshop, Figma, Scrivener, Notion, Vellum

Other personal info

Sports: Surfing, skiing, football

Interests: History, economic history, photography