**TOM ZHANK**

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**EDUCATION AND AWARDS**

2014-2015 **MSc Strategy, The French School of Economics**

*Managerial Economics, Strategy, Incentives in Organizations*

* Selected in **Dean’s List (top 3%)** for outstanding academic achievement
* Awarded **Merit scholarship** for top 30 postgraduate applicants worth 40k €

2011-2014 **BSc Economics, 110/110 cum laude (Honours and Distinction), University of Torino**

*Microeconomics, Macroeconomics, Mathematics, Statistics*

* Amongst **top 10%** students in university, GPA 9.5/10
* **Published paper** about on the correlation between political instability in the Arab Spring and the performance of companies invested by Middle Eastern Sovereign Wealth Funds

**WORK EXPERIENCE**

Sept **STRAPFEET, Moscow, Russia**

2015- **Retail startup that collaborates with artists to design prints for footwear**

current***Business Development Analyst***

* Injected analytical rigor into decision-making process by **developing a weekly** **Management Dashboard** for the leadership team
* **Extended startup’s cash runway** by 3 months via optimizing advertising and pricing
* Expanded artist network from 30 to 120 through PR initiatives and development of online community platform

Jul-Sept **Morgan Stanley, Milan, Italy**

2013 ***Summer Analyst***

* Supported the **execution of a $30M M&A deal** by creating pitch deck and modelling post-merger financial and operational synergies
* **Screened 300+ potential targets, created reports** based on strategic fit and analysis of financials and **pitched opportunities to senior management**
* **Formulated analysis** on industry trends and positioning of the company in the Italian M&A market reporting findings and providing advice to the management

**LEADERSHIP AND VOLUNTEERING EXPERIENCE**

2013-2014 **EdUKation project: pro bono consultant**

* Conducted market research and **drafted the business plan** for a startup project aimed at facilitating the access of Southern European students to the UK education system

2011-2012 **The Paris School of Economics Entrepreneurship Society: *Vice President***

* **Organized and chaired** the Entrepreneurs Tuesdays weekly event, **raising the profile of speakers** (i.e. leaders from Trump, Revco, Tazta), and introducing new formats as start up “speed dating” and panels on social enterprise

2011-2012 **Sisters of Charity, Torino, Italy: Volunteer**

* **Teamed up with 10 students to** provide assistance to **homeless** population during winter
* **Raised 10k** from through campaign in social media and **crowd funding** platforms

**INTERESTS AND OTHER ACTIVITIES**

* **Swing Dance**: self-learnt by watching dancers and by practicing. Then taught swing dance to a class

of 50 students once a week for one year

* **EBay: raised $10K** in 9 months selling used Vespa motorcycles
* **Multicultural experiences: lived in 4 countries,**  12 weeks backpacking in central Asia

**LANGUAGES AND IT SKILLS**

* **Languages** : Turkish (mother tongue), English (proficient), French (intermediate, Delf B1)
* **IT**: Office Package (Word, Excel, PowerPoint, Access), Stata, EViews