

BRUNO LEOPARDI

Operations Management | Corporate Finance | Strategy Consulting

📍 Mexico City, Mexico ✉ bleopardi.o@gmail.com 📞 +52 (55) 8157 38 46 🌐 www.linkedin.com/in/brunoleopardi

Skills: Financial Modeling / Project Management / Operations Management / Operations Scaling / Real Estate / Team Management / P&L Management / Cash Flow Planning / Negotiation / PR / Business Development / Leadership

EDUCATION

Master in Innovation and Entrepreneurship, cum laude

Milan, Italy & Brussels, Belgium / Sep 2017 – Oct 2018

MIP Politecnico di Milano Business School & Solvay Brussels School of Economics and Management

Awards: “Invest Your Talent in Italy” Scholarship, awarded by the Ministero degli Affari Esteri e della Cooperazione Internazionale

BA in International Business Administration

Mexico City, Mexico / Jan 2011 – May 2015

MIP Politecnico di Milano Business School & Solvay Brussels School of Economics and Management

PROFESSIONAL EXPERIENCE

Elevate Football: Sports consulting and professional services company

Head of Operations - Mexico City, Mexico / Oct 2019 – Present / Direct Reports: 7

- Launched talent spotting events to connect young prospects with international academies and pro clubs
- Designed an initiative to fund scholarships for talented players, both through football and academic performance
- Managed a team of 7 to successfully produce 3 football events for a combined total of 3,000+ attendants
- Coordinated all external stakeholders and internal business areas so that all events could be profitably executed

Tec de Monterrey: Leading higher education institution in Mexico

Professor of Finance and Entrepreneurship - Mexico City, Mexico / Aug 2020 – Dec 2021

- Taught 3 courses: Incubation and Financing, Entrepreneurship with Purpose, and Corporate Finance Mentoring
- Led “Año I” as Finance Mentor, a yearly startup innovation program for Entrepreneurship top senior students

finleap: Leading FinTech venture building ecosystem in Europe

Financial Analyst - Milan, Italy / Dec 2018 – Sep 2019

- Designed and launched a fintech venture for a large Italian bank, signing a 5-year licensing contract for €1.5M+
- Successfully developed and assessed the financial modeling and valuation analysis for the venture building stage

Play Business: First and largest equity crowdfunding platform in Mexico and Latin America

Sales Lead - Mexico City, Mexico / Jan 2017 - Aug 2018

- Introduced and led the sales strategy of a B2B model for startup accelerators, universities, funds, and angel investors
- Contacted investors and promoted angel investing seminars, repeatedly exceeding monthly sales targets

Limoncello Leopardi: Limoncello brand created in Mexico

General Manager - Mexico City, Mexico / Sep 2012 - Dec 2016 / Direct Reports: 8

- Scaled a family brand after successfully launching a crowdfunding campaign, raising \$100,000+ MXN with 3,000+ bottles sold in its early stage
- Designed and implemented an ambassador sales strategy, nationally leading a team of 8 sales representatives

Accenture: Global consulting and professional services company

Sourcing and Procurement Analyst - Mexico City, Mexico / Oct 2014 - Sep 2015

- Designed and developed transformational value centers for a large construction Mexican company, optimizing its operating model while achieving solid synergies within the procurement process
- Developed a strategic sourcing project for a global higher education network, obtaining cost savings of 10%+

LANGUAGES

Spanish: Native / **English:** Advanced – Business English Certificate (BEC) Higher / **Italian:** Advanced – C2 (Padronanza)