

CARLOTTA DE FRANCESCHI

carlottadf@gmail.com

Experience

- 2015 - Present **BANCA SISTEMA (publicly traded specialty finance company)** **MILAN, ITALY**
Member of the Board. Member of the Risk Committee, former Chairman of Executive Committee.
- 2016 **VENETO BANCA** **MONTEBELLUNA, ITALY**
Executive Board Member and Chairman of the Executive Committee. Member of board with highest and broadest powers, leading fund raising and M&A discussions during the bank rescue.
- 2014- 2015 **PRESIDENZA DEL CONSIGLIO DEI MINISTRI – PRIME MINISTER CABINET** **ROME, ITALY**
Senior Economic Advisor on Banking and Finance reporting directly to the Prime Minister. Assisted the Prime Minister in all the decisions in this area. Key contributor to the Asset Quality Review and to the 2014 Budget Law. Designed and implemented the banking reform (“Popolari”). Designed and implemented the bankruptcy and foreclosure procedures reform. Designed the pension funds reform. Key person in handling the relations with Banks (C-level executives). Representing the government in public events as well as national and international discussions.
- 2012-Present **ACTION INSTITUTE (www.actioninstitute.org)** **MILAN / ROME, ITALY**
Co-Founder and President. The organization is one of the most influential Think Tanks in Italy and among the 100 most influential in Europe according to the global ranking by the University of Pennsylvania’s Lauder Institute. It makes policy recommendations mostly in Banking, Finance and Capital Markets.
- 2007 – 2012 **CREDIT SUISSE AG** **LONDON, UK / MILAN, ITALY**
Milan. Since 2011 Continued coverage of prior accounts and started coverage of family offices.
Head of Bank Solutions and Public Finance for Italy (London). Advised clients, structured complex solutions and originated transactions for €15Bn+ notional, of which €3+Bn (GVB) NPLs. Rebuilt NPL platform, educated internal constituencies on how to evaluate the assets, local legal framework and designed investment strategies. Identified and performed due diligence of portfolios, negotiated agreements with servicers.
Head of Principal Finance/Structured Transactions for Southern Europe (London). Out of a €3bn book assessed, designed, negotiated and structured special situations and illiquid principal transactions. Despite challenging market conditions exceeded expectations, ranking as second major contributor to the team within the first four months of joining the firm.
- 2004 – 2007 **MORGAN STANLEY & CO** **NEW YORK, NY**
Associate. Structured Finance. New Assets / Exotics Team. Part of a global mandate team, recognized as the industry leader and dedicated to the most innovative solutions with both an advisory and principal mandate. Executed private equity investments and innovative financings. Experience in Telecom, Infrastructure, Industrials and Financial Institutions. Invested \$2.5bn equity and executed \$6bn of structured financings. Assigned to the attempted GMAC rescue.
- summer 2003 **MORGAN STANLEY INTERNATIONAL** **LONDON, UK**
Summer Associate. Fixed Income Division. Rotated through different desks, mainly derivatives.
- 2000 – 2002 **GOLDMAN SACHS INTERNATIONAL** **LONDON, UK**
Analyst. Investment Banking Division. M&A. Analyzed, pitched and executed public and private equity financings and M&A transactions in various sectors in Europe and Latin America. Executed transactions for \$2bn.
- fall 1999 **EDREAMS, INC. (LEADING ONLINE TRAVEL START-UP)** **EMERYVILLE, CA**
International Product Manager. Built and managed a community of online guides serving as a sales platform for Italy.
- Education**
- 2002 – 2004 **HARVARD BUSINESS SCHOOL** **BOSTON, MA**
Master in Business Administration Degree. Advanced Coursework with Nobel Prize Prof. Merton.
- 1996 – 2000 **UNIVERSITA’ COMMERCIALE L. BOCCONI** **MILAN, ITALY**
MS, Summa cum Laude, in Business Administration. Graduated in 3.5 years average being 7. *Dean gold medal.*
- 1999 **UNIVERSITY OF CALIFORNIA BERKELEY - HAAS SCHOOL OF BUSINESS** **BERKELEY, CA**
Exchange program focused on International Business and Managerial Accounting.
- Academia** Currently Adjunct Research Scholar at Columbia University (School of International and Public Affairs, SIPA) . 2013 and 2014 Responsible for the Capital Markets course at Bocconi University Campus in Mumbai
- Personal** Fluent in Italian, Spanish and Portuguese. Enjoy skiing and tennis. Avid traveler and passionate about contemporary art.