

MARTINA MASTER

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EDUCATION

University of St.Gallen, St. Gallen, Switzerland 09/2023 – present

M.A. General Management (MGM HSG) (Current GPA: 5.1/6.0)

- **Relevant Modules:** Finance & Management, Leadership, Business Analytics, Data Engineering & Data Management
- **Exchange Semester:** McGill University, Faculty of Management, Montréal, Canada

University College London (UCL), London, United Kingdom 09/2019 – 08/2022

BSc Economics (GPA: 80/100, 1st Class Honours)

- **Relevant Modules:** Micro and Macroeconomics, Statistics, Corporate Finance, Strategic Management
- **Awards & Honours:** Dean's List 2020 & 2021, Scholarship for Excellence 2022

Gymnasium Kantonsschule Enge (High School), Zurich, Switzerland 09/2013 – 06/2019

Swiss Matura (GPA: 5.0/6.0)

PROFESSIONAL EXPERIENCE

Swiss Biscuits AG, Zurich, Switzerland 05/2023 – 08/2023

Business Development Intern

- Conducted targeted market research and analysis, focusing on emerging trends and consumer behaviour in the Swiss biscuit market, collaborating closely with a team of 5 business development professionals
- Conceptualised a new product line for on-the-go consumers, drafting a 10-page report including market analysis and feasibility study forming part of a presentation for senior management
- Analysed large data sets in Excel, examining market trends, customer preferences, and competitive landscape, using VLOOKUP to integrate data from various sources and PivotTables to summarise and visualise key insights

Financial Services Limited, Zurich, Switzerland 10/2022 – 04/2023

Transactional Advisory Intern

- Developed VBA-based Excel spreadsheets with automated data integration from Bloomberg, facilitating analysis of unlisted companies by comparing margins, leverage, and cash flows, for a team of 15 Senior Analysts
- Conducted due diligence for potential M&A opportunities, analysing companies' financial performance, market position, and operational strength, preparing due diligence reports with senior team guidance
- Presented to a team of 15 Consultants and Analysts, evaluating transaction prospects by comparing their Internal Rate of Return as well as highlighting potential opportunities and threats

EXTRACURRICULAR ACTIVITIES

Fashion & Luxury Business Club University St. Gallen, St. Gallen, Switzerland 09/2023 – Present

Head of Partnerships

- Leading a team of 3 students in cultivating and nurturing relationships with existing corporate partners and actively identifying new collaboration opportunities, resulting in 2 two major partnership deals
- Organised 4 networking events and panel discussions within one academic year, featuring diverse professionals from the Luxury Industry and attracting up to 80 guests per event

Philosophy Society UCL, London, United Kingdom 09/2019 – 06/2021

Discussion Facilitator

- Proposed diverse discussion topics spanning various philosophical themes and ideas, tailored to accommodate the interests and backgrounds of club members (e.g. morality's subjectivity, belief vs. knowledge, the role of government)
- Facilitated philosophical discussion with experts and students, maintaining impartiality and clarity

OTHER SKILLS

IT: MS Office Suite (advanced), C++ and Python (beginner)

Languages: German (native), English (fluent), French (advanced), Spanish (intermediate)

Certificates: Bloomberg Market Concept (2023)

INTERESTS

Sports: Rock Climbing (mastering difficult and multi-pitch routes, e.g. Piz Bernina, CH), Tennis, Bachata

Others: Classical Guitar (played for 10 years, focusing on interpreting baroque compositions), Travelling, Meditation