

# MARTINA MASTER

Literaturstrasse 35, 9000 St. Gallen, Switzerland

+41 79 123 45 67 | [martina.master@mail.com](mailto:martina.master@mail.com) | [linkedin.com/in/martinamaster/](https://www.linkedin.com/in/martinamaster/)

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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, 1<sup>st</sup> 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)*

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## 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

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## 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

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## OTHER SKILLS

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

**Languages:** German (native), English (C1), French (B2), Spanish (B2)

**Certificates:** Bloomberg Market Concept (2023)

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## 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