

DAVIDE OTTENGA

EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA (USA)

MBA, GPA 5.0/5.0 (on 5.0 MIT scale) after GMAT 790 (November 2007)

2009 - 2011

- 29 courses, including 3 graded on pass/fail scale (2 for seminar/workshops, 1 Curricular Practical Training [CPT])
- Covered i.a. strategy, operations, finance, accounting, marketing, organization, HR, economics, communication, law
- Sloan Energy & Environment/MIT Venture Capital & Private Equity/MIT Energy Clubs; Statue of Liberty Award

TRINITY COLLEGE, UNIVERSITY OF CAMBRIDGE

Cambridge (UK)

MA Economics, BA Economics (First Class Honours)

2010, 2003 - 2006

- Dissertation on government aid and market structure in the commercial jet industry, First Class Honours (2006)
- PwC Prize in Economics 2005, College Examination Prize and Senior / Junior Scholarship (June 2005 / June 2004)

EXPERIENCE

CARL ZEISS

Oberkochen (Germany)

Senior Manager Corporate Projects, Strategic Corporate Development (*description and selected examples*) 2017 -

- Led, set up or supported cross segment business strategy or group-wide projects, worked on group portfolio strategy
- Cross segment business strategy: i.a. sensor portfolio strategy, growth opportunities from new battery applications
- Group-wide: i.a. platform business, service, IT architecture, sustainability, organizational transformation, e-learning
- Supported M&A transactions strategic assessments, set up price realization mgmt. for microscopy business globally
- Coordinated microscopy business turnaround in top global market and full restructuring in second European market

THE BOSTON CONSULTING GROUP

Milan (Italy)

Consultant (*selected examples of client case work*)

2011 - 2017

- Reviewed strategic/financial plan and developed war gaming scenarios for new generation telecoms networks
- Scoped public advisory project on interoperability and security aspects of communications in industry 4.0 context
- Advised on 4 due diligences in 2016 spanning across media, automotive, fitness equipment and railway technology
- Set up first lean manufacturing program for the Italian operations of a mid-sized European biopharmaceutical player
- Supported global building materials players in pre-merger integration planning via an integration management office
- Set up approach, then assessed timing options for Italy footprint restructuring for global industrial equipment leader
- Prepared workshops on global food trends/impact for Italian players within events to foster their internationalization
- Defined and assessed alternative options for energy management setup of a major trans-regional multi-utility in Italy
- Reviewed pricing strategy and related commercial approach for key retail segments for major Italian banking group
- Assessed environmental/business turnaround plan of major European steelmaker, then i.a. revised its budget process
- Defined pricing/revenue management and key supplier management frameworks for European high speed rail player
- Developed and prioritized set of initiatives to improve IT infrastructure efficiency for a major banking group in Italy
- Prepared short-/medium-term guidelines to optimize major Italian retailer non-food supply chain, i.a. cross-docking
- Advised on EU supply chain setup, later on route-to-market to Italy for global confectionery player based in Europe
- Set up integrated planning process and lean manufacturing program for major European rolling stock manufacturer
- Advised on go-to-market model for major European telecommunications company business customer segmentation
- Advised on process/structure to optimize previously identified potential from major European IOC trading activities

CUMMINS

Columbus, IN (USA)

Corporate Strategy Intern (MIT Sloan CPT on Challenges of Leadership in the 21st century)

June-August 2010

- Assessed areas and dynamic of liquid fuel and related technology substitution in light and medium duty applications
- Developed a coordinated framework for commercial rules of engagement across engine and components businesses
- Developed approach to address vertical integration trends in mature markets through partnerships with key OEMs

THE BOSTON CONSULTING GROUP

Milan (Italy)

Sen. Associate (2008-9), Associate (2006-8), Vis. Associate (2006) (*selected examples of client case work*) 2006 - 2009

- Set up key market/competitive position analyses for private equity in haemoderivatives, European private hospitals
- Supported major European infrastructure player develop geography and sector diversification and growth strategy
- Estimated synergies and performed feasibility study for potential integration of two major Italian food retail players
- Advised on European food group vendor due diligence business plan, then on Italy brand/product portfolio strategy
- Redesigned Middle East national oil company pipeline management process for strategic international investments
- Advised on strategic reorientation plan for global leader in metal processing, including new pricing/hedging systems
- Reviewed major European telco profitability strategy, incl. fixed-mobile synergies, then post sale services offering
- Prepared service quality strategy and operational efficiency workshop for board of a major European postal operator
- Revised customer-centric organization guidelines for key business unit of major European pharmaceutical company
- Supported as PMO cross-border banking PMI, redesigned network, piloted rollout/sales force effectiveness program

DEUTSCHE BANK

London (UK)

M&A Summer Analyst, Financial Institutions Group

June-September 2005

AUTOMATION SYSTEMS INTERCONNECT

Carlisle, PA (USA)

Summer experiences (e-commerce website, secretary in company meetings)

June - July 2003, July - August 2001

ADDITIONAL SKILLS AND AREAS OF INTEREST

- Fluent in French (DALF), German, Italian (bilingual school: Abitur 1.0 [881/900 GP], Maturità Scientifica 100/100)
- Participated in several international high school programs, i.a. one Schülerakademie and two Model United Nations
- Travelled in Europe, Middle East, North America; practiced many sports, i.a. ski, tennis, basketball, water polo, golf