FELIPE SANZ

(+34) 663 567 994 **|** felipesanze@gmail.com **|** LinkedIn **|** GitHub **|** My Website

TECHNOLOGY AND LANGUAGES

- Python **|** SQL **|** R **|** Git **|** NoSQL (MongoDB) **|** Spark **|** HTML & CSS **|** PQL
- English (fluent) | French (fluent) | Spanish (native) | German (intermediate)

PROFESSIONAL EXPERIENCE

CELONIS — MADRID, SPAIN

Predictive Analytics — MAY. 2022 – PRESENT

Designed an ML recommender system to **maximize customer conversion rate** (in progress)

- Developed a **classification** model to calculate a contact's probability of converting into a customer
- Built a **recommender system** based on collaborative filtering to pair contacts with their best promotional event
- Packaged models into a **product** for Account Executives that prescribes the top 5 contacts to invite to an event

HELLO CHANGE — MADRID, SPAIN

START UP – Product Development & Data Intern — MAY. 2021 – MAY. 2022

Design of a pioneering personality test measuring an individual's comfort with uncertainty

- Developed **ML test score prediction** model as part of a 3-person team
    - Result: Enhanced score prediction quality, making the test more reliable from a product perspective

LYRIQUE PRIVATE EQUITY — GENEVA AREA, SWITZERLAND

Private Equity Intern (Investment Management) — MAR. 2020 – DEC. 2020

- Managed a pipeline of prospect funds by establishing 1st contact with fund managers in capital raising stage
- Added value in all stages of the Fund Due Diligence process (fund strategy, track record, market and risks)
    - Result: Company achieved over **€30M** of capital commitments in into **4** PE funds with expected IRR **of 21%** /yr
- Performed a thorough mapping of the PE Secondaries market and **made subsequent recommendations** as a healthy alternative for investors during COVID-19 crisis. Included **quantitative data analysis** and **interviews**
    - Result: Company built a **€50M** proprietary Fund of Funds focusing on **10** selected PE secondary funds

DEUTSCHE BANK — LUXEMBOURG, LUXEMBOURG

Wealth Management Intern (Investment Management) — JUN. 2019 – DEC. 2019

- Operated the Standard Lombard business and supported credit officers through the Structured Lending process
- Backed Front Office with management of Key European Client accounts

EDUCATION

IE SCHOOL OF HUMAN SCIENCES AND TECHNOLOGY — MADRID, SPAIN

Masters in Business Analytics and Big Data (MBD) — APR. 2021 – MAR. 2022

- Key subjects: Machine learning (I, II & III), SQL, NoSQL, Spark, Data visualization and storytelling, Big Data architectures, Recommendation engines, Social network analysis, NLP, Computer vision

UNIVERSITY OF ST GALLEN (HSG) — ST GALLEN, SWITZERLAND

Bachelor of Science in Management (Exchange year) — SEP. 2018 – JUN. 2019

- Key subjects: Quantitative finance, Time series analysis, Financial institutions, Monetary policy, Financial analysis

HEC LAUSANNE — LAUSANNE, SWITZERLAND

Bachelor of Science in Management (BSc Management) — SEP. 2015 – JUN. 2019

- Key subjects: Econometrics, Financial Mathematics, Risk Management, Accounting, Micro/Macroeconomics

OTHER EXPERIENCE

F1 RACE WINNER PREDICTOR — MADRID, SPAIN

Personal Project (Data Science) — APR. 2021 – PRESENT

- Built an ML model that predicts who will be the winner of a Formula 1 race. Find more on my website

THE MOVEMENT (STARTUP) — MADRID, SPAIN

Co-founder (Fitness) — APR. 2021 – PRESENT

- Reached **finals** of IE Business School Venture Lab contest, **best** startup of technology faculty