

---

## CAFFO Nicolò

---

Place and date of birth Bologna, Italy, 1979

Education Civil Engineering Degree  
100/100 summa cum laudae  
Università degli Studi di Bologna, 2002

Master in Business Administration (MBA)  
Massachusetts Institute of Technology (MIT)  
Sloan School of Business, 2008

### Languages

	WRITTEN				SPOKEN			
	BEGINNER	SUFFICIENT	GOOD	EXCELLENT	BEGINNER	SUFFICIENT	GOOD	EXCELLENT
ENGLISH				X				X
FRENCH	X					X		
SPANISH		X				X		

2002-2004 Works in Matildi General Engineering, a Bologna based design company specialized in steel bridges, as a designer first and later project manager.

2004-2006 Works in McKinsey and Company Milan office, a strategic consulting company, as a Business Analyst. Main projects include an eight months post-merge reorganization of a major Italian bank, a due diligence of a merge between two major Italian banks, developing the organizational frameworks for a real estate company, studying a design cost reduction for the main Italian railway company, participating to the profitability turnaround in the main Italian airline.

2007 Works as a Summer Associate for New York's office of Banc of America Securities, in the Investment Banking Division, mostly in Initial Public Offering in automotive and real estate.

2008-2011 Works in McKinsey and Company Milan office, first as an Associate and later as Junior Engagement Manager. Main projects include a six months project to create the Corporate Banking Department and the regional organization for a major Libyan bank, a five months capability building project to redefine the various roles in the area head quarters of a major Italian bank, an operational turnaround on three refineries in northern Nigeria, an internal project for the business development of McKinsey, a Pricing and Revenue Management project in a major Greek Airline.

2011 He is hired by Autostrade per l'Italia International Business Development where he is currently in charge of Poland and Turkey.