CARLO MARIA CALVANICO

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EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, SLOAN SCHOOL OF MANAGEMENT Cambridge, MA

Candidate for Master of Business Analytics, Operations Research Center, August 2027 2026 - Present

- Relevant coursework: Optimization, Applied Machine Learning, Applied AI, Data Analytics
- Analytics Lab with Booking.com: estimating campaign-level incremental ROI of app marketing with causal inference on A/B test data leveraging segment hypotheses, feature engineering, and econometric modeling
- Clubs: AI & ML, Product Management, Entrepreneurship, Entrepreneurship Through Acquisition

BOCCONI UNIVERSITY Milan, Italy

Bachelor of Science in Economics, Management and Computer Science 110/110 Cum Laude 2023 - 2026

- Thesis: Game-theoretic analysis of coalition formation and voter welfare in EU parliamentary elections, using Python simulations, ML prediction models, and locally run pre-trained text models to analyze party manifestos
- Advised 1,000+ prospective students on academic programs and university life as a Student Ambassador

TECHNICAL SKILLS

- Python, R, SQL, JavaScript, Machine Learning, Optimization, Causal Inference, Econometrics, Experimental Design, A/B Testing, Tableau, Power BI, Matplotlib, Google Cloud (BigQuery), Google Workspace, Figma, Office Package

EXPERIENCE

BENDING SPOONS Milan, Italy

Tech company that acquires software businesses PE-style and re-engineers them in-house; Nasdaq-listed 2025 - 2026

Growth Manager (Mosaic Portfolio, a collection of B2C and B2B products totaling $250M in yearly revenue)

- Lifted growth and monetization metrics by up to 22% by mapping conversion, retention, and monetization funnels to identify 32 high-priority ($500K+) growth opportunities and translate findings into hypotheses
- Owned paid user acquisition ($200K–300K weekly spend) lifting iROI by 15% by deploying XGBoost based models in Python and SQL predicting each user's 2-year NPV and connectors to set game-theoretically optimal bids automatically

Growth Manager (MileIQ, a mileage tracking app for self-employed people)

- Raised two-year NPV by more than $10M by shipping 10+ resulting initiatives in pricing, UX, ML models, and late-stage monetization, including export flow reworks and price sensitivity testing
- Created Python/SQL dashboards and advanced funnel analyses for 9M+ users surfacing funnel drops, pricing tests, and conversion lifts by working directly on event management in the codebase; prioritized work for engineers and designers based on those

Product Manager (MileIQ)

- Combined product analytics, user needs, and market signals to shape 28 product hypotheses and prioritize roadmap improvements with an 8-person team of designers and engineers
- Achieved a more than $2.5M increase in annual revenue mostly thanks to onboarding experiments and rebuilt the app's UI and core logic from scratch changing the tracking and classification system to improve usability and retention

BOCCONI UNIVERSITY Milan, Italy

Co-Founder & Coordination Strategist (theHackLab, tech hackathon focused club) 2024 - 2026

Secured partnerships with BCG X leading to collaborative hackathon projects on internal problems and access to mentorship and resources, grew membership to 120 within six months, and ran 150+ interviews

Project Manager (Bocconi Statistics and Data Science Students Association) 2025 - 2026

- Developed a regression-based pricing model to value 500 collectible memorabilia items within 5% of market prices, forecasted traffic volumes with time-series and regression models on 5 years of data, cutting error by 15% vs. a baseline
- Cleaned and analyzed data on 10K telecommunications customers, engineered behavioral and contract features, and trained classification models predicting churn with 82% accuracy and identified key attrition drivers

Associate Consultant (JEME Bocconi Studenti) 2025 - 2026

- Generated $55K+ in revenue by delivering five consulting projects in market analysis, business planning, and finance
- Sourced, pitched, and negotiated projects valued individually from $10K to $15K through inbound and outbound channels

ADDITIONAL INFORMATION

- Languages: Italian (Native), Mandarin Chinese (HSK 4), French (Conversational)
- Interests: Latin philosophy (Seneca, Cicero, Lucretius); tennis, playing as often as possible and at least weekly