

CARLO DANELONI

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PROFESSIONAL SUMMARY

High-achieving International Business graduate (First-Class Honours, University of Greenwich), admitted to Imperial College London's MSc Economics & Strategy for Business (2026). Bilingual in English and Italian, with an entrepreneurial and analytical mindset and a demonstrated ability to identify commercial growth opportunities and deliver results. Early-career experience spans go-to-market strategy for a B2B tech startup, investor research and grant funding, and live strategy consulting for commercial and non-profit clients. Competitively selected for a Chinese Government-funded international mobility programme on academic merit.

EDUCATION

Imperial College London · London, UK *September 2026*
MSc Economics & Strategy for Business (Admitted)

University of Greenwich · London, UK *September 2023 – April 2026*
BA (Hons) International Business, Economics Pathway – First-Class Honours (1:1)

- Modules: Business Strategy, Financial Analysis, Microeconomics, Macroeconomics, Big Data
- 1st Place, Global Business Simulation 2025/26, ranked in the top 100 teams globally for profitability and market share
- Chinese Government-funded International Mobility Programme: Merit-based selection recognising strong academic performance. Represented the University of Greenwich at two Chinese universities for two weeks.

Liceo Scientifico Piero Della Francesca · Arezzo, Tuscany, Italy *September 2017 – July 2021*
Scientific Lyceum Diploma (Applied Sciences)

- Rigorous curriculum spanning advanced mathematics, physics, chemistry, and biology, developing strong analytical and quantitative foundations.

EXPERIENCE

Consulting Intern | Blackmont Consulting · London *May 2026 – Present*

- Contribute to end-to-end consulting engagements for non-profit and commercial clients, conducting structured business analysis and co-developing strategic recommendations within a multidisciplinary team of ten consultants.
- Currently engaged on a live strategy project for an India-based chemical company, analysing operational and commercial challenges and translating findings into actionable recommendations for senior stakeholders.

Fundraising & Strategy Intern | Female Archetypes · London *June – October 2025*

- Secured a £10,000 award for the organisation by independently leading the end-to-end grant application and proposal process, directly supporting financial sustainability.
- Mapped the funding landscape across VC firms, private equity funds, grant bodies, and angel investor networks, producing a structured fundraising strategy and investor targeting database.

UK Market Expansion Lead | Feedat - B2B Tech Startup · London / Italy *October 2024 – February 2025*

- Designed and executed the UK go-to-market strategy for an early-stage B2B digital menu startup targeting luxury restaurants and hospitality, building the operating framework and defining commercial KPIs from the ground up.
- Developed a qualified prospect pipeline across the London market, conducting live product demonstrations and adapting the sales approach to local buyer dynamics to accelerate client acquisition.

Guest Relations | Il Borro Relais & Châteaux · Florence, Italy *May – September 2023*

- Delivered high-standard client experiences at a five-star Relais & Châteaux estate, developing cross-cultural communication and client-management skills in a multilingual, high-pressure environment.

VOLUNTEERING

Co-Founder & Co-President | International Business Society, University of Greenwich *October 2024 – Present*

- Founded the university's leading business society to 200–300 members, driving a 180% increase in event attendance through strategic programming and industry partnerships.
- Orchestrated the flagship annual employability event: 250+ attendees, 16 industry panellists from top-tier firms.

Vice-President | Italian Society, University of Greenwich *September 2024 – Present*

- Organised cultural and professional events to promote the Italian culture, the Italian economy, and investment opportunities in Italy to an international university audience.

SKILLS

Strategy & Business: Market Entry, Business Development, Competitive Analysis, Financial Analysis, Project Management

Technical: MS Excel (Advanced: PivotTables, VLOOKUP, Financial Modelling), Claude Code (Expert)

Leadership: Stakeholder Management, Event Management, Cross-functional Collaboration, Public Speaking