

**EUROPEAN  
CURRICULUM VITAE  
FORMAT**



**PERSONAL INFORMATION**

Name **MARIA PAOLA CLARA**  
Address **VIA MACEDONIO MELLONI 40, 20129 MILANO, ITALY**  
Telephone **Mobile: +39 3296549142**  
E-mail **mariapaola.clara@gmail.com**  
Nationality **Italian**  
Date of birth **September 10, 1964**

- Dates **04/2016 – TODAY**  
• Bank/Company **Classis Capital Sim S.p.A**  
• Role **Senior Advisor in staff to the CEO as project manager, focus on the Investment Advisory Area in order to streamline the processes and automate procedures, interfacing operational and commercial functions.**  
• Place of work **Milan**
- Dates **05/2018 – TODAY**  
• Bank/Company **Banca Intermobiliare di Investimenti e Gestioni SpA**  
• Role **Independent Board Member**  
• Place of work **Milan - Turin**
- Dates **10/2017 – 04/2018**  
• Bank/Company **Finanza & Futuro Banca S.p.A. (Deutsche Bank Group)**  
• Role **President**
- Dates **02/2016 – 09/2017**  
• Bank/Company **Finanza & Futuro Banca S.p.A. (Deutsche Bank Group)**  
• Role **Independent Board Member.**  
• Place of work **Milan**

**WORK EXPERIENCE WITHIN  
UNICREDIT GROUP**

- Dates **02/2014 – 10/2015**  
• Bank/Company **UniCredit S.p.A**  
• Role **Head of Lifelong Learning Center Support & Monitoring. Learning governance role in charge for managing cost planning and control, public funding and processes, focused to promote new solutions and improvements to make more and more effective and efficient the training strategies taking into account complex relationship mediation (20 people in staff)**
- Dates **05/2010 – 01/2014**  
• Bank/Company **UniCredit S.p.A**  
• Role **Head of Lifelong Learning Center Integration & Development. In charge to design, engineer, and implement the technical and behavioral training school for the UniCredit Group on Italian perimeter (4 people in staff)**  
• Place of work **Milan**

- Dates
- Bank/Company
- Role

**01/2006 – 04/2010**

Pioneer Global Asset Management

Project Manager of optimization global projects (e.g. Sales and Distribution redesign, Competence Lines...) in both the design and implementation phases and for the integration of Asset Management Companies within UniCredit-HVB merging process. Team dedicated to improve processes among the different Legal Entities of the company to create synergies, savings, and to support the Executive Management to implement new strategies.

- Dates
- Bank/Company
- Role

**01/2004 – 12/2005**

Pioneer Investment Management SGRpA

Head of Private and Corporate Distribution: relationship management with Investment and Distribution functions of UniCredit Private Banking and UniCredit Banca d'Impresa. Analysis of the needs in term of products and services, their development and implementation if not already present in the Company offer, Advisory service in the asset allocation with constant monitoring

- Place of work

Milan

## WORK EXPERIENCE OUTSIDE UNICREDIT GROUP

- Dates
- Bank/Company
- Role
- Place of work

**01/2001 – 12/2003**

Gruppo Banco Popolare di Verona e Novara: Banca Aletti

Head of Private Banking Unit ( Milan Branch; 6 people in staff)

Milan

- Dates
- Bank/Company
- Role
- Place of work

**09/1999 – 12/2000**

Banca Aletti & C

Advisor for Private Banking customers

Milan

- Dates
- Bank/Company
- Role
- Place of work

**01/1999 – 08/1999**

RAS ASSET MANAGEMENT SGR SP.a

Institutional Portfolio Manager: focus on Quantitative Management

Milan

- Dates
- Bank/Company
- Role
- Place of work

**09/1996 – 12/1998**

RAS ASSET MANAGEMENT SGR S.P.a

Fixed Income and Foreign Exchange Portfolio Manager

Milan

- Dates
- Bank/Company
- Role
- Place of work

**01/1995 – 08/1996**

RAS (Riunione Adriatica di Sicurtà)

Risk Manager: Model analysis and development for Funds risk/return evaluation vs Benchmark

Milan

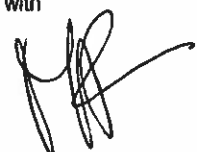
- Dates
- Bank/Company
- Role
- Place of work

**06/1994 – 12/1994**

COMIT (Banca Commerciale Italiana)

Consulting on a project related to the analysis and allocation of IT costs within the development of a budget control system.

Milan



- Dates
- Bank/Company
- Role
- Place of work

**01/1991 – 03/1993**

CERN ( Conseil Européen pour la Recherche Nucléaire)  
Head of data acquisition and control systems for High Energy Physics detector.  
Geneve

- Dates
- Bank/Company
- Role
- Place of work

**01/1989 – 12/1990**

Università di Torino  
High Energy Physics Research Officer.  
Turin

## EDUCATION AND TRAINING

- Dates
- Name and type of organization
- Title of qualification awarded

**1994**

SDA Bocconi, Milan  
Master in Business Administration

- Dates
- Name and type of organization
- Title of qualification awarded

**1993**

Università degli Studi di Torino  
Post Graduate School in High Energy Physics

- Dates
- Name and type of organization
- Title of qualification awarded

**1989**

Università degli Studi di Torino  
PHD in High Energy Physics.

- Dates
- Name and type of organization
- Title of qualification awarded

**1988**

Università degli Studi di Torino  
Degree in Physics (Laurea).

## LANGUAGES

### MOTHER TONGUE

ITALIAN

### OTHER LANGUAGES

- Reading skills
- Writing skills
- Verbal skills

#### ENGLISH

EXCELLENT  
EXCELLENT  
EXCELLENT

- Reading skills
- Writing skills
- Verbal skills

#### FRENCH

GOOD  
FAIR  
GOOD



**ADDITIONAL INFORMATION**

**2000**

**Speaker** at workshop on Private Banking organized by CUOA

**1990 – 1992**

**Speaker** at different national and international workshops on High Energy Physics

**1990 – 1992**

**Publications** in High Energy Physics

**SKILLS**

**EXECUTION**

Ability to be goals oriented and results focused, respecting deadlines and budgeted costs.

**MANAGEMENT**

Ability to energize the colleagues, recognizing contribution from team members and giving them visibility, to engage the weak part of the team, to address the activities in respect to the different skills.

**COOPERATION**

Ability to understand different cultures/competences playing a role of facilitator among different players sharing knowledge and improving communication in the company.

**ORGANIZATION**

Capability to plan and organize initiatives in different fields, with autonomy and in respect of the company goals following an end to end process.

**QUALITY**

Capability to deliver high quality data and to easily turn in quantitative/numerical environments due to analytical skills developed in early stage, in Science, dealing with data analysis on precision measurements.

**CHANGE ORIENTED**

Ability to tailor the best solutions for company change with open mindset, curiosity and effectiveness in order to promote innovative approaches.

**/INNOVATION**

