

CRISTINA BRODU (MARIA CRISTINA BRODU)

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Senior Consultant, experienced in improving corporate-firm's performance through a data-driven analysis of their status quo, to then define and implement a future-state strategy, engaging appropriate stakeholders. Focus on strategy (JV, M&A, CDD, TOM, customer journey, GoToMarket), processes automation/digitalization.

EMPLOYMENT HISTORY

Senior Consultant, Evolution Consulting. London, UK

Dec 2020 – Present

- Engaged new clients, successfully analyzed their firm's status-quo, scoped proposals to shape future strategy
- Well received reviews of pitch decks to finance ventures in large scale capital projects in energy & real estate
- Fruitful talent acquisition, engagement and on/off-boarding of 30+ contractors, succession and talent strategy, equity financing efforts, product development, marketing (service-based eCommerce Evolution Wellness mcb)
- Talent acquisition, using Competency Questions & Case Interviews, in the MBB model (Evolution Consulting)

Student and volunteer, various organizations, London, UK

Apr 2019 – Present

- Successfully managed stakeholders and delivered pro-bono work (including translations, education, admin)

Senior Consultant, AON UK (fully owned subsidiary of Aon plc). London, UK

Mar 2019 – May 2019

- Created a highly praised *Corporate Governance Review tool*. Planning. Account management (Rigby Group)
- Advised on *engagement economics*, created new *pricing tools*, wrote *engagement proposals (£100K-£500K)*
- Delivered valued project management outputs for Insurance Review, including PID w/ team-selection (Tesco)
- Co-delivered L&D for client-workshops on risk management; feedback on 2018 Risk Profile Review (Cognita)

Education volunteer, Faith Missions. UK, France and Latin America

Apr 2017 – Jan 2019

- Proposed and delivered an effective *procurement cost-reduction project* for a Faith Mission in Galapagos
- Improved the lives of hundreds of children by inspiring greatness, while teaching them Math and English

Management Consultant, ERNST & YOUNG LLP. London, UK

Aug 2015 – May 2017

- Delivered praised market analysis & sale pipeline analysis for *Business Review/CDD* of £3bn firm (*Lloyds*), demonstrated ability to support effectively as part of a team of 12 SM/MD colleagues, meeting tight deadlines
- Supported new *Target-Operating-Model* design (*TOM*) to build a UK £1.7bn Nuclear Power Plant (*Hitachi*)
- Delivered a *portfolio prioritization strategy that led to sell 3+ projects (RIO, Dep of International Trade, DIT)*
- Reviewed and streamlined *Pilot-project for portfolio prioritization delivery (Dep of International Trade, DIT)*
- Project Managed *JV feasibility study*, meeting stakeholders' expectations and tight deadlines (*Atkins, EY*)
- Delivered well-received *investment-teaser* and various *decks for JV's negotiation workshops (Atkins, EY)*
- Trained in Risk Management on projects w/ *£2m+ revenue (Tier1)*; delivered L&D for new managers (*EY*)
- Created valued training and roll-out plan for EY-wide Change Project, benefitting 20+ Tier1 EY teams (*EY*)
- Wrote tech-enabled Change business case to make UK&I QRM operations 70% faster, 50% cheaper (*EY*)
- Won my 2nd EY Impact Award for delivering presentation for a UK&I Advisory Senior Partner's client (*EY*)
- Contributed to new GTM methodology for Customer Strategy; Strategy Newsletter columnist (*EY initiative*)
- Led 10 peers for 1 year as EY ACP Newsletter Editor, achieving 500% productivity increase (*EY initiative*)

Analyst, LINKLATERS LLP. London, UK

Jun 2015 – Aug 2015

- Supported Linklaters' M&A pursuits thanks to commended data analysis & good stakeholders management
- Contributed to identify sales leads for Linklaters' lawyers, by originating attractive Energy deals for IB clients

Built-Environment Design Contractor. London, UK

May 2007 – May 2015 Director at MCB Professional Services (formerly Freestyle Architecture Ltd)

Aug 2006 – May 2007 Contractor through an agency for CallisonRTKL London (formerly RTKL UK)

- Effective stakeholders and project management, briefing and monitoring cost & progress, liaising with clients
- Created appreciated Masterplan designs, blueprints and guidelines for ARUP, HOK and RTKL's MEA clients
- Delivered approved residential planning applications and commercial buildings built-projects in London, UK

EDUCATION

2009 – 2021 **YALE UNIVERSITY ONLINE AND OTHERS.** Various certificates and licenses. London, UK

Further developed creative innovative thinking, law knowledge and fluency with emerging digital technologies

- 2020-22: **Institute Francais** in-person classes in 2022; self-study with library resources and conversations
- 2020: **Law studies** from *Yale on COURSERA*. Certificates: 100% mark in *Negotiation*, 100% *Contract Law*
- 2020: **Python and Tableau Advanced level Certificates**, achieved via interactive workshops at *YouWonder*
- 2019: **Early Years Practitioner Diploma L1 w/ 250 hours pro-bono practice** in children nurseries (drop-out)
- 2017: **CIMA Certificate**, paid by EY to acquire general business knowledge (economics, finance, UK law)
- 2013: **PRINCE2 Practitioner Certificate** (to project manage scope, budget, time, quality, governance, risk)
- 2013: **Licensed Engineer**, Cagliari University State Exam post BSc+MSc, to register in professional boards
- 2009: **Licensed Architect**, Napoli University State Exam post BSc+MSc, to register in professional boards

2010 – 2012 **HARVARD UNIVERSITY AND MIT ON-SITE.** MA degree (Multidisciplinary). Cambridge, USA

Projects in large scale capital projects: real estate/land development with LBO models, upstream solar energy

- **Student Start-up**, MIT SLOAN SCHOOL OF MANAGEMENT (with Go To Market, financial & business plan)
- **Student Land-Development projects**, HARVARD BUSINESS SCHOOL, GSD (with investment valuations)
- **Achievements: merit €93K Full-Scholarship** (2011), **Research Grant** (2012); **Teaching Assistant** (2012)

2000 – 2006 **ROME LA SAPIENZA UNIVERSITY ON-SITE.** BSc+MSC degree (Eng. & Arch). Rome, Italy

Developed analysis skills & knowledge about: capital projects lifecycle, engineering, procurement, construction

- **Achievements: MSc 100% + laude; BSc 95% GPA; 3 Scholarships:** 5 yrs Tuitions + Erasmus + StudyWork

LANGUAGES

English: professional. **Spanish:** professional. **Italian:** professional. **French:** upper intermediate. **Latin. Sard.**

INTERESTS

Reading. Networking (Zoom meetings, organizing/joining events). Exercise (HIIT Circuit, yoga, running, Step)

Opera. Cinema. Dining. Traveling. Supporting causes (women's empowerment, social justice, Human Rights)