

## Curriculum Vitae – Fall 2020

Family name: Mallarino  
 Given name: Gian Maria  
 Gender: Male  
 Date of birth: 18/12/1992  
 Citizenship: Italian  
 email address: gian.mallarino@phd.unibocconi.it

## Qualifications

**Double Degree in International Relations****CFAU – China Foreign Affairs University**

*Master's Degree of Law – Major: International Relations & Chinese studies*

*Relevant Coursework: Sino-US Relations and US Diplomacy; China's Foreign Policy towards Neighboring Countries; Diplomacy of Contemporary China; Diplomacy of Contemporary China; China's Economy and External Economic Relations*

**Beijing, China**

09/17 – 06/18

**LUISS Guido Carli**

*Master's Degree in International Relations – Major: Global studies*

*Final Grade: 110/110 cum laude*

*Relevant Coursework: International Public Policies; Comparative Politics; Global Justice; Global Trade; Comparative Public Law; International Organizations & Human Rights; Comparative History of Political Systems*

**Rome, Italy**

09/16 – 06/18

**Double Degree in International Business****Northeastern University, D'Amore-McKim School of Business**

*Bachelor of Science Degree in International Business & Management*

*Relevant Coursework: Cultural Aspects of International Business; International Business Management Environment; Executing Global Strategy; Practices of Great Organizations; Competing to Win in Emerging Markets*

**Boston, USA**

09/13 – 05/15

**Università Cattolica del Sacro Cuore**

*Master's Degree (Level 1) in International Business*

*Bachelor of Science Degree in Business Administration*

*Grade: 103/110*

*Relevant Coursework: General Mathematics; Microeconomics; Macroeconomics; Statistics; Business Economics; Marketing; Principles of Law*

**Piacenza, Italy**

09/11 – 05/15

## Research Interests

Comparative Politics, Democracy Studies, Democratization & Economic Growth, History of International Relations, Global Governance

## Awards &amp; Scholarships

**Università Bocconi**

*PhD in Public Policy and Administration*

- Selected as one of the four recipients of the merit-based fellowship for the 36° cycle of the PhD in Public Policy and Administration

**Milan, Italy**

09/20

**Ambasciata d'Italia a Pechino**

*Graduate Research Program*

- Selected as one of the four participants for a master thesis research program structured with LUISS University
- Worked under the supervision of Counselor Giovanni Brignone, Deputy Chief of the Commercial and Economic Bureau of the Embassy

**Beijing, China**

01/18 – 06/18



**LUISS University – CFAU***Merit-based Double Master's Degree Scholarship*

- Selected as one of the five participants of the double degree program in International Relations jointly offered by LUISS and CFAU

**Italy - China**

2016

**Università Cattolica del Sacro Cuore – Northeastern University***Merit-based Double Bachelor's Degree Scholarship*

- Selected as one of the five participants of the double degree program in International Business jointly offered by UNICATT and Northeastern University

**Italy - USA**

2013

**Work Experience****STX Group***ETS Market Researcher & Analyst*

- Researched and analyzed legislative and economic updates of the EU ETS financial market
- Implemented and executed a market analysis and expansion strategy that generated €3,2 million in sales of CO2 emission rights in the ETS market with over 15 new institutional clients

**Amsterdam, NL**

01/19 – 12/19

**Pfromm Negotiation***International Negotiation Analyst Intern*

- Created, structured and implemented a behavioral questionnaire to map Sino-European cultural differences in corporate negotiations
- Efficiently analyzed and prepared consulting materials for a business case related to German-Italian post M&A cultural and change management issues

**Beijing, China**

01/18 – 06/18

**International Trade Commission of Peru***International Trade Analyst*

- Successfully planned and organized B2B international trade missions to promote business opportunities between American and over 50 Peruvian companies
- Efficiently supported American companies in all inquiries about trade and investment opportunities in the Latin American market

**Los Angeles, USA**

09/15 – 02/16

**State Street Corporation***Recruiting Coordinator*

- Coordinated and implemented the entire hiring process for 350 filled positions
- Organized interviews for over 150 college students resulting in 80 new hiring

**Boston, USA**

07/14 – 12/14

**Volunteering Experience****Articolo 27 – Nonprofit organization (NPO) focused on the rehabilitation of inmates**

- Coordinated the entire implementation of a company's website and catalogue
- Efficiently achieved trade partnerships with sales companies that led to a dramatic increase of company visibility and B2C sales
- Constantly assisted employees both inside and outside San Remo's prison, ensuring the continuous check monitoring of the social goals of the company

**Sanremo, Italy**

04/15 – Today

**Language Skills****LANGUAGES**

Italian  
English  
Spanish  
French  
Chinese

**ORAL**

Native (C2)  
Fluent (C2)  
Fluent (C1)  
Fluent (C1)  
Elementary (A2)

**WRITTEN**

Native (C2)  
Fluent (C2)  
Advanced (B2)  
Advanced (B2)  
Elementary (A1)

**IT Skills:** MS Office: excellent, R Studio: basic