

# THOMAS EUGENIO LOPEZ ANGUIANO

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## ACADEMIC BACKGROUND

### **BSc Management Science, University College London (UCL), UK** **Sep 2017 – Jun 2020**

- Engineering Minor in Intelligent Systems (AI)
- Year I Average – First Class Honors (1:1)
- Relevant modules: Critical Analytical Thinking, Data Analytics, Business Economics, Mathematical Foundations of Management

### **Summer Term, Harvard University, USA** **Jun 2017 – Aug 2017**

- Financial Management of Nonprofit Organizations (Grade: A) & Sustainable Product Design and the Innovation Ecosystem (Grade: A)

### **Spanish Baccalaureate, San Fermin Ikastola, Spain** **Sep 2015 – Jun 2017**

- Grade – 9.53/10 (EvAU – 13.2/14), Graduated with High Honors

## WORK EXPERIENCE

### **CINFA, Pamplona (Spain)** **Jun 2018 – Sep 2018**

#### *Data Scientist in Business Intelligence Department*

- Introduced Data Science to the company, specifically, applying it to the Commercial Department, by utilising tools like R and Python with the aim to allow for better decision-making and improving the company's operations
- Developed and optimised models for demand prediction with machine learning algorithms (stock optimisation)
- Identified market trends and consumer insights with data mining tools
- Researched on a new customer segmentation
- Mined product association rules (frequency, seasonality, cross-selling and up-selling)
- Advanced data visualisation (developed a new interactive Balanced Scorecard)

### **Clava Financial Group, London (UK)** **Feb 2018 – May 2018**

#### *Analyst*

- Worked with a team of Analysts advising the firm's clients on ICO strategy, cryptocurrency recommendations and blockchain applications, my main projects being on a car manufacturer and a leading healthcare company in the US
- Crypto token and coin valuation (book building)
- Made use of DCFs, Comparable companies and Precedent Transaction Analysis
- White paper advising together with Grayfords Technology Law

### **Harvard T.H. Chan School of Public Health, Cambridge (MA, USA)** **Jun 2017 – Aug 2017**

#### *Undergraduate Researcher in Sustainability Department*

- Analyzed the innovation ecosystems of the twelve biggest cities in Spain
- Measured their environmental and social sustainability to improve and develop them (*Qualtrics, R and Tableau*)
  - Concluded a relatively low score (63/100) and proposed a Development Plan with my supervisor – the Director of Sustainable Technologies and Health Program of Harvard, Dr. Ramón Sánchez – to the Ministry of the Environment of Spanish Government

### **EF Education First, Pamplona (Spain)** **Sep 2016 – Jun 2017**

#### *Marketing Area Manager and Ambassador Coordinator in Marketing Department*

- Formulated a new strategy on customer approach by fostering the company's presence at educational institutions in the region
- Recruited, developed and managed a team of 15 promoters in the region, increasing our presence in schools by 40%
- Boosted outdoor advertising and marketing activities
- Fulfilled and exceeded all sales targets for the season and received the *Top Spanish Ambassador Award* for 2017

## POSITIONS OF RESPONSIBILITY

### **UCL FinTech Society, London (UK)** **Mar 2018 – Mar 2019**

#### *Head of Outreach and Development*

- Connecting with other societies and students with the aim of proliferating awareness of Financial Technology
- Leading a charity project with other societies and universities in London to foster education in Kenya with the NGO African Promise

### **ECHO100Plus, Leros Island (Greece)** **Aug 2017 – Sep 2017**

#### *International Volunteer, The Hub*

- Ran a humanitarian hub at a refugee camp that offers a creative, practical and social learning space to over 600 refugees together with five volunteers
- Led a scholarship preparation program for the admission process of three American Universities

**LANGUAGES: Fluent proficiency:** Spanish, Basque, English. **Limited Working Proficiency:** Russian, Finnish.

**SKILLS: Technical:** R, Tableau, Python, Quid, SAP, HTML, CSS. **Soft skills:** Analytical, Teamwork, Leadership, Communication.

**INTERESTS: Sports:** Basketball (First Regional Division). **Music:** Trumpet (Graduated in *J.F. Iribarren* Music School).