



## Francesca Pallara

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### Education

<b>Altis - Università Cattolica del Sacro Cuore</b> <i>Master in Sustainability and Finance</i> <b>Grade: 110/110 cum laude</b>	<b>Milan, Italy</b> 16/09/2019 - 23/10/2020
<b>Università di Bologna Alma Mater Studiorum</b> <i>Master's degree in Financial Markets and Institutions</i> <b>Grade: 110/110 cum laude</b>	<b>Bologna, Italy</b> 20/10/2014 - 16/12/2016
<b>Università di Modena e Reggio Emilia "Marco Biagi",</b> <i>Bachelor's degree in Business Administration</i> <b>Grade: 110/110 cum laude</b>	<b>Modena, Italy</b> 19/09/2011 - 24/10/2014

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### Work Experience

<b>KOIS invest – Asset management and strategic advisory for innovative finance</b> <i>Associate</i>	<b>Brussels, Belgium</b> 01/02/2023 – Present
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- Supporting governments, corporates, and funds in defining and implementing their impact investment strategies
- Designing, structuring, and managing innovative financing instruments around the World (such as Impact Bonds (IBs), blended finance funds, outcome funds, and all other impact-linked financial instruments) in both developing and developed countries
- Collaborating with academics, NGOs, and other stakeholders about environmental and social impact projects funding

<b>a cube SB Srl – the first Italian social incubator and accelerator</b> <i>Impact finance acceleration specialist</i>	<b>Milan, Italy</b> 15/05/2019 – 15/01/2023
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- Managing acceleration program for social, environmental, and cultural enterprises for private (i.e., Foundations, Cassa Depositi e Prestiti) and public (i.e., City of Milan) actors.
- Supporting over 100 startups for development and growth using lean methodology about financial modelling and planning, risk management, funding needs and strategy.
- Screening and selecting over 400 startups for a social venture capital fund, helping with the documentation definitions (investment memorandum, investor deck, financial plan, evaluation).
- Designing and implementing acceleration with investments program on Welfare. Managing the investment process and the portfolio.

<b>Università Alma Mater Studiorum di Bologna, Dipartimento di Scienze Aziendali</b> <i>Researcher</i>	<b>Bologna, Italy</b> 02/09/2019 – 31/12/2022
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- Research activities regarding impact investing and social venture capital, also studying the demand-side of this market and sustainable business models.
- International publication: Bandini, F., Chiappini, H., Pallara, F. (2022). *Fund managers acting as impact investors: Strategies, practices, and tensions*. Journal of Corporate Social Responsibility and Environmental Management.
- Teaching activities: advanced course in “Management, strategy and impact finance for social entrepreneurship and the third sector”

<b>EY Advisory Italy – Financial Services Consulting</b> <i>Senior Consultant</i>	<b>Milan, Italy</b> 19/09/2016 - 08/02/2019
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- Working in the Italian investment team for the insurance industry, supporting c suite executives in strategy projects for investments.
- Focusing on risk assessment of financial investment, real estate, and participations for most relevant European insurance and asset management companies.

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### **Additional Information**

**Languages:** Italian (Mother-tongue), English (Fluent).

**Technical Skills:** MS Office, VBA Excel, R.

**Association:** La Carica delle 101 – women network, Nessuno è perfetto Association.

**Acting** as a mentor in Techstars Sustainability Paris Accelerator and B4i – Bocconi for innovation

**Interests:** impact investing market, startups, fundraising strategy, financial planning, social purpose organizations and profit with purpose companies, policy for social development.