

Emanuele Ferrara

San Diego, CA 92110, USA | (619) 608-6207 | eferrara@sandiego.edu | [linkedin.com/in/emanueleferrara](https://www.linkedin.com/in/emanueleferrara)

EDUCATION

University of San Diego San Diego, CA
Bachelor of Business Administration, Double Major in Business Administration and Finance May 2027

- **GPA:** 3.69/4.0
- **Honors:** First Honors (Fall 2025)

NEOMA Business School Reims, France
Bachelor of Business Administration May 2025

- **GPA:** 3.72/4.0
- **Ranking:** 9th out of 102 students
- **Core Courses:** Financial Analysis, Foundations of Investments, Managerial Accounting, Financial Accounting, Data Analysis

PROJECT EXPERIENCE

J.P. Morgan – Forage, Online *In Progress*
Investment Banking Certification

- Developing hands-on experience in M&A target selection, financial modeling, company profiling, and valuation analysis

University of San Diego – San Diego, CA *Aug 2025 – Dec 2025*
CFO – “Casa Torero Salon” Feasibility Plan

- Engineered a financial model to evaluate an on-campus venture projecting a neutral-case annual net income of \$91,832 and a Total Available Market of \$5.4M
- Executed a market analysis by interviewing 100+ potential customers and benchmarking 10+ competitors to establish a value-based pricing strategy and a Serviceable Obtainable Market of \$273,810

University of San Diego – San Diego, CA *Aug 2025 – Dec 2025*
Data Analyst – Regression Analysis Project

- Developed a regression model on 93,625 observations to predict annual wages and evaluate its integrity and statistical significance using p-values and R-squared analysis to quantify the impact of variables

NEOMA Business School – Reims, France *Jan 2024 – Apr 2024*
Financial Analyst - Financial Analysis and Decision-Making Competition

- Ranked 1st out of 7 teams in a financial modeling competition by building financial forecasts and performing profitability analysis to support investment and strategic decision-making
- Increased market share by 7.88 points through demand forecasting analysis, competitor assessment, and financial statement review (balance sheet, income statement, and cash flow statement), positioning the company as the market leader
- Delivered EBITDA growth from \$50,285 to \$197,410, cash flow improvement from -\$8,744 to \$21,718, and a 58.8% revenue increase, achieved through debt financing and the optimization of the business plan and commercial strategy

WORK EXPERIENCE

Air Liquide France Industrie – Paris, France *Feb 2025 – Aug 2025*
Pricing and Commercial Intern

- Conducted variance analysis on \$70M monthly revenue to isolate price, volume, and mix impacts; presented findings to the executive committee to support strategic pricing adjustments
- Managed \$4M in performance bonuses for 300 sales representatives by developing automated tracking models in Excel to monitor objectives and results, leading to a 1.5 point increase in the commercial department’s goal achievements
- Supported sales teams by developing dynamic tracking tools in Power BI and Google Sheets to monitor 15 KPIs and an internal search engine to enhance performance management

LEADERSHIP EXPERIENCE

University of San Diego Student Finance Association – San Diego, CA *Sept 2025 – Present*
Member

- Engage in professional networking events and speaker series featuring Private Equity and Investment Banking experts

Scouts et Guides de France – Paris, France *Sept 2022 – Aug 2025*
Scout Leader

- Developed various projects to fund summer camps by leading and supporting budget planning, sales management, pricing strategy, task distribution, and camp project promotion
- Demonstrated leadership and communication skills by leading camps and events, coordinating teams and logistics

NEOMA Business School – Reims, France *Sept 2023 – Dec 2024*
Finance, Mathematics and Microeconomics Tutor

- Reviewed and improved various courses and materials to present them in PowerPoint presentations and created personalized exercises based on predicted exam topics
- Explained complex financial, mathematical, and microeconomic concepts in a concise and clear manner

LANGUAGES, SKILLS & INTERESTS

Languages: French (Native), Italian (Native), English (Fluent), Spanish (Professional Proficiency)

IT Skills: Microsoft Office Suite (Excel, PowerPoint, Word), Google Workspace, AI tools, Power BI, SAP, Salesforce, Tableau

Interests: Soccer, Tennis, Fitness, Karate, Scuba Diving, Scouting, Humanitarian Work, Travel