Alessandro Ferraiolo

📞 +39 345 905 5907 ✉ alessandro04.ferraiolo@gmail.com 💼 alessandroferraiolo ⬡ AlessandroFerraiolo 🌐 alessandroferraiolo.com

EDUCATION

Massachusetts Institute of Technology (MIT) *Cambridge, MA, US*
Master of Business Analytics (MBAn) *Aug 2026 – Aug 2027*

Bocconi University *Milan, IT*
BSc in Economics, Management, and Computer Science (BEMACS) *Sep 2023 – Jul 2026*

- **GPA:** 29.97/30. **Honors:** Merit Award (100% Tuition Waiver), Guest Lecturer on *30753 – Large Language Models for Market Research*.
- **Research & Thesis**: Quantifying the drivers of brand visibility in AI-generated recommendations. (Generative Engine Optimization)
- **Relevant Coursework:** Machine Learning, Algorithms, Computer Programming, Econometrics, Statistics, Management, Finance.

National University of Singapore (NUS) *Singapore, SG*
Exchange Program at NUS Business School *Jan 2026 – May 2026*

ENTREPRENEURIAL & LEADERSHIP EXPERIENCE

Refinea S.r.l (www.refinea.io) *Milan, IT*
Co-Founder & Chief Product Officer *May 2025 – Present*

- **Entrepreneurial Impact:** Co-founded a B2B SaaS startup that measures and optimizes brand visibility in AI-generated recommendations across ChatGPT, Gemini, and Perplexity. Pitched to secure $300K in cloud credits (Google & Microsoft) and joined Bocconi B4i Acceleration (Top 4%, 500+ applicants).
- **Data Science & Engineering (Python):** Designed a proprietary GEO Score combining NER, sentiment analysis, and semantic embeddings to quantify brand visibility across LLMs. Built end-to-end data pipelines with RAG, multi-LLM orchestration, and automated content generation, processing 15,000+ prompts across 12 clients; early results show +30% increase in AI citations.
- **Product Strategy:** Validated problem-solution fit through 30+ stakeholder interviews; translated customer usage data and feedback into product roadmap priorities. Led a development team of 2 on FastAPI/GCP/Azure infrastructure.

theHackLab Bocconi Students Association (www.thehacklab.org) *Milan, IT*
Co-Founder & Head of Competition *May 2024 – Present*

- **Founding & Strategy:** Identified the lack of a practical venture-building space at Bocconi and built theHackLab from scratch, organizing biannual hackathons in startup development, data science, and finance for 350+ students across 4 semesters.
- **Partnerships & Stakeholders:** Secured sponsorships from Google, BCG X, Lovable, and B4i; recruited investors, faculty, and industry experts as Demo Day jurors; coordinated with Bocconi administration for expansion and other associations for synergies.
- **Mentorship & Operations:** Led a team of 10 student mentors supporting competing teams on business modeling and validation; oversaw end-to-end event logistics, content production, and participant engagement for 100+ participants per edition.

Bending Spoons (business.firstascent.io) *Milan, IT*
First Ascent Participant (24h Elite Business Hackathon - Top 1%, 3000+ Applicants) *Oct 2025*

- Developed a data-driven M&A strategy to identify the highest-ROI acquisition target, combining financial modeling, business valuation, and market analysis.

SELECTED TECHNICAL PROJECTS

- **Music Recommendation System (Python):** Built a hybrid recommendation engine on the Million Song Dataset (1M+ tracks) combining collaborative filtering, content-based KNN, matrix factorization, LSTM sequential modeling, and NLP-based lyrics analysis.
- **Football Market Value Prediction (Python):** Developed a machine learning pipeline to predict player market values from performance and demographic features. Compared Ridge, Random Forest, Gradient Boosting, and Neural Networks.
- **AI Skills vs. Experience (Python):** Engineered an end-to-end regression pipeline (GBM, Random Forest, MLP) on 49k+ survey responses to quantify the marginal value of AI skills in developer compensation.
- **Solow-Swan Growth Model Estimation (R):** Conducted econometric analysis on World Bank panel data (1960–2023) to empirically validate the neoclassical growth model.

ADDITIONAL INFORMATION

Technical Skills: *Proficient:* Python (NumPy, pandas, SciPy, Seaborn, scikit-learn, PyTorch), Jupyter, R, Git/GitHub, LaTeX. *Intermediate:* SQL, Docker, FastAPI, GCP, Azure, Power BI, Stata.

Languages: Italian (Native), English (C1/C2: CAE 194/200, IELTS Band 8), Spanish (B1).