

Pier Luca Panza

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EDUCATION

University of California, Berkeley, Haas School of Business **May 2028**
Master of Business Administration

IE University, IE Business School, Madrid, ES **December 2017**
Master's in Management, Specialization in International Business

Bocconi University, Milan, IT **October 2016**
BS in International Economics, Management & Finance, Major in Management

EXPERIENCE

Independent Consultant, Cincinnati, OH **2025-2026**
Startup Advisor

- Providing pro bono advisory support to three early-stage startups on strategy, go-to-market planning, and financial modeling, including three-statement models and valuations, while developing business plans and investor pitch decks for pre-seed fundraising rounds of approximately \$500K–\$1M.

Accenture, Milan, IT **2018-2024**
Technology Strategy Manager (2022-2024)

- Led a cross-functional team of four to build a quantitative operational model and governance framework, enabling dynamic workforce management across a ~€200M IT portfolio for a leading European Banking Group
- Led a team of three to deliver C-suite market benchmarks and insights on banking industry trends, driving the review of IT and Operations organizational structure for a leading European Banking Group
- Executed ~€40M in strategic asset acquisitions and established long-term partnerships, leading a team of three to implement a new NewCo for a leading European Banking Group

Technology Strategy Consultant (2019-2022)

- Identified ~€65M savings for a European Banking Group by contributing to a feasibility study (technical, economic, legal, operational, organizational) for a NewCo's development; defined its corporate structure, governance, operating, and service models, and built a financial plan with projected P&L, balance sheet, and cash flow
- Identified ~€30M in savings for a leading European Banking Group by defining the cloud strategy and financial plan for a large-scale open-cloud migration; led due diligence across five vendors, and supported contract negotiations and regulatory compliance with internal and external stakeholders

Technology Strategy Analyst (2018-2019)

- Designed a multispeed IT operating model and helped set up an RPA Center of Excellence for a primary Italian Banking Group, supporting its IT Strategic Plan

CarBrain Technologies, Milan, IT **2016-2017**
Advanced Driver Assistance Systems (ADAS) startup building plug-in solutions for seamless integration into any vehicle
Co-founder

- Led the venture's business side: market analysis, business plan, and financial projections to attract seed investors
- Secured ~€80K in pre-seed funding and mentorship by representing the startup at accelerators and industry events

ADDITIONAL

- Citizenship: USA and Italy; fluent in Italian and English
- Certified in Financial Modeling & Valuation Analysis (FMVA, CFI 2025), Strategy (INSEAD, 2020), and Negotiation (University of Michigan, 2025)
- ICEG Market Unit Winner and Banking Client Excellence recognition, Accenture FY21 Awards (2021)
- Member of Rotaract Salerno Est – District 2101 and class tutor at PoliBa University (2021-2023)
- Former competitive tennis player and Salernitana season-ticket holder; Sinner fan, and enjoys listening to music and reading thrillers