

FLORA DISHNICA

Born in Tirana, Albania on April 6, 1988

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PROFESSIONAL EXPERIENCE

- Nov 2018 - **Intesa Sanpaolo – CEO’s Staff, Strategic Initiatives team** Milan, Italy
Cross functional team advising Intesa’s CEO on selected initiatives, internal and external, with strategic relevance for the group
- 2013 - 2018 **Eurizon Asset Management (Intesa Sanpaolo Group) – Investments Division** Milan, Italy
- Sep 2015 – Nov 2018: **Fixed Income/Emerging Markets Portfolio Manager**
Specialized in EM Sovereign Credit, co-PM on two dedicated EM bond funds, 1 total return EM portfolio; advised on EM allocation for institutional mandates; collaborated with product development on a new ESG EM Bond fund.
Led the EM Monthly Committee, advisory body to the Investment Committee.
 - Feb 2013 – Aug 2015: **Macro Research Team (Focus: Emerging Markets)**
- 2012 **Deutsche Bank – Investment Banking Division - Corporate Derivatives Sales** Milan, Italy
FX & Interest Rate Derivative Sales to Italian Corporate Clients, for hedging & risk management
Support in pricing and booking of flow and structured products; Assisting clients on market developments and house views

INTERNSHIP EXPERIENCE

- Mar - May 2012 **Threadneedle Investments** – Fund distribution Milan, Italy
- Apr – Sep 2011 **J.P. Morgan Chase – Global Markets, Cash Equity Sales** Milan, Italy
Covering Italian Institutional Clients on European and US Equities
Organized and held client meetings with analysts and with companies in road show
Full assistance to clients for trade executions, liaise with the trading desk and middle office
Front-end research delivery for clients; cross-product synergies; generation of ideas; IPOs
- Jan – Aug 2010 **Société Générale CIB – Listed Derivatives Sales** Milan, Italy
Issuing, listing and trading monitoring of securitized derivatives and structured products
ETF-s: post-listing management & marketing activities (presentations, fairs, forums)

SUMMER INTERNSHIPS

- Jul – Sep 2009 **Concessions Treatment Agency** (Agency of the Ministry of Economy) Tirana, Albania
- Jul – Sep 2008 **Central Bank of Albania** - Department of Monetary Policy & Financial Stability Tirana, Albania
- Jul – Sep 2007 **Albanian Financial Supervisory Authority** – Supervisory authority of non-banking financial institutions Tirana, Albania

EDUCATION

- 2006 - 2009 **Università Commerciale Luigi Bocconi** Milan, Italy
BSc in “International Economics and Management” - Major in Economics
Final paper: “Current Account and Real Exchange Rate Dynamics: The Case of Albania”
- 2002 - 2006 **Turgut Özal College** - Scientific High School Diploma (English program) Tirana, Albania
Final Exams: Mathematics, Chemistry , Biology, Literature

LANGUAGES

ALBANIAN (Mother tongue), ENGLISH (C1 – IELTS Academic 8.5/9), ITALIAN (Fluent)

Turkish, German, French - Beginner

SKILLS

MS Office // VBA // Bloomberg, Reuters

OTHER EXPERIENCE

- 2010 - 2012 **Exploit Drinks & Dinner** – Part-time job Milan, Italy
- 2010 Training: “Bonds & Fixed Income – Pricing, Trading & Structured Products”, Italian Stock Exchange
- 2009 Green Light for Business Organization - Fundraising Team (Student Non-profit organization promoting engagement in green business and environmentally sustainable business practices)

PERSONAL INTERESTS

Chess, Pilates, Cooking & Classic novels