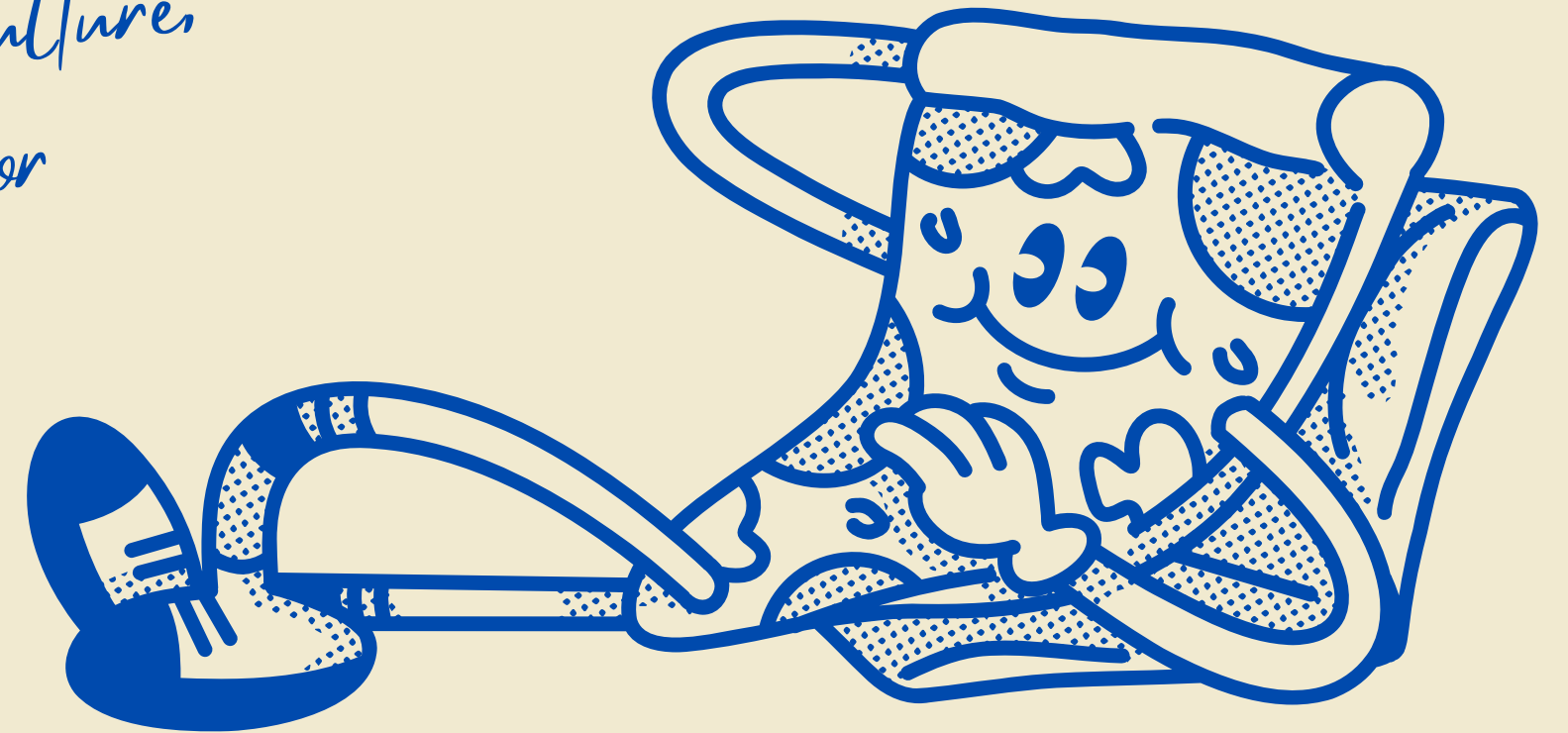
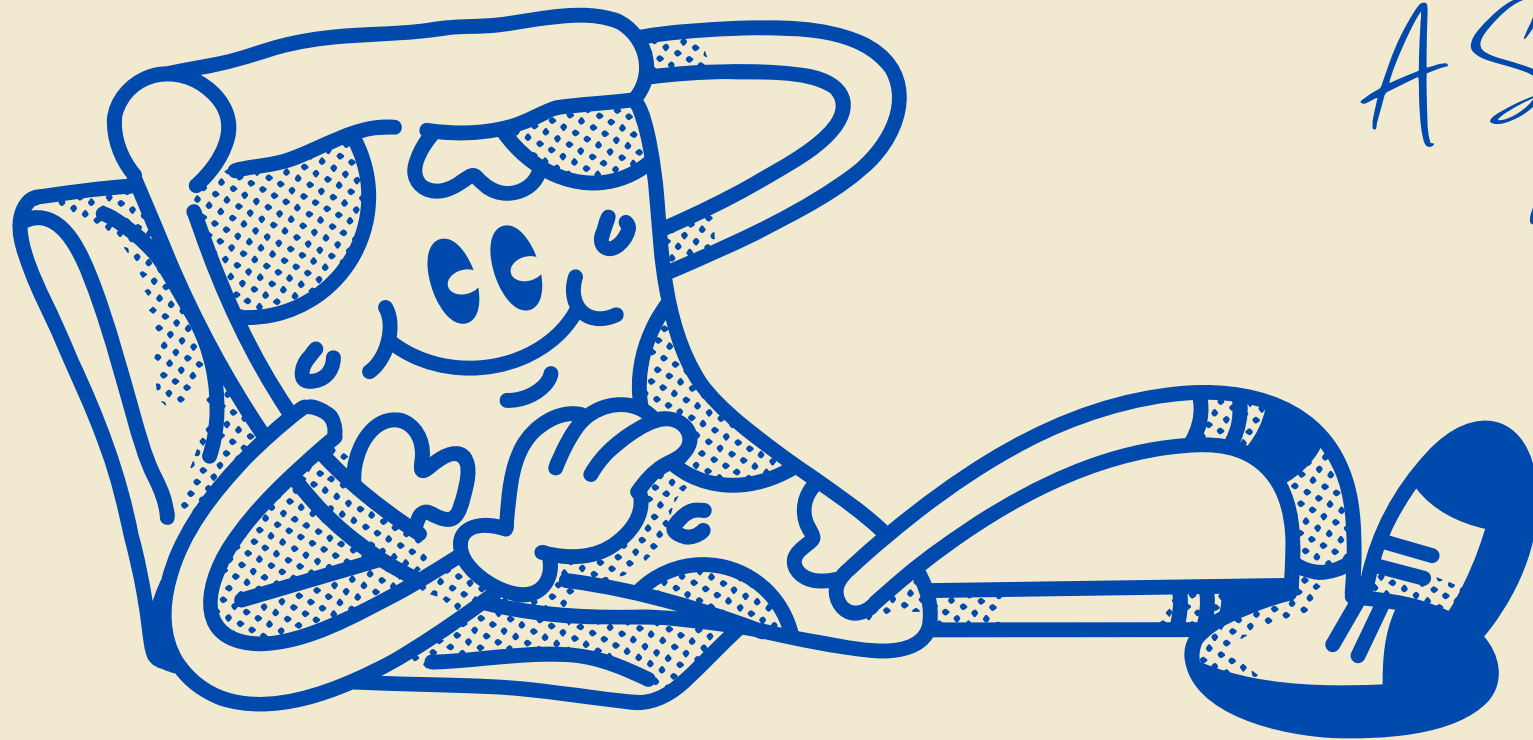


FINAL PORTFOLIO

*A Slice of Cultures
and Flavor*



WHAT IS PRESTATECH?

PRESTATECH IS A BERLIN-
AND MILAN-BASED
FINTECH STARTUP
FOCUSED ON AI-
POWERED CREDIT
DECISIONING.



IT OFFERS AUTOMATED,
DATA-DRIVEN SOLUTIONS
FOR BANKS AND LENDERS
TO ASSESS CREDIT RISK
EFFICIENTLY.



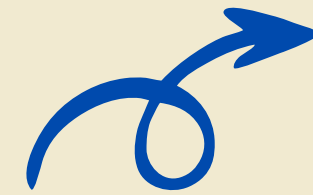
THE BROADER SECTOR IS
FINANCIAL TECHNOLOGY,
SPECIFICALLY CREDIT
ANALYTICS AND EMBEDDED
FINANCE.



THE BROADER SECTOR IS
FINANCIAL TECHNOLOGY,
SPECIFICALLY CREDIT
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BUSINESS DEVELOPMENT



*My Role and
Skills Required*

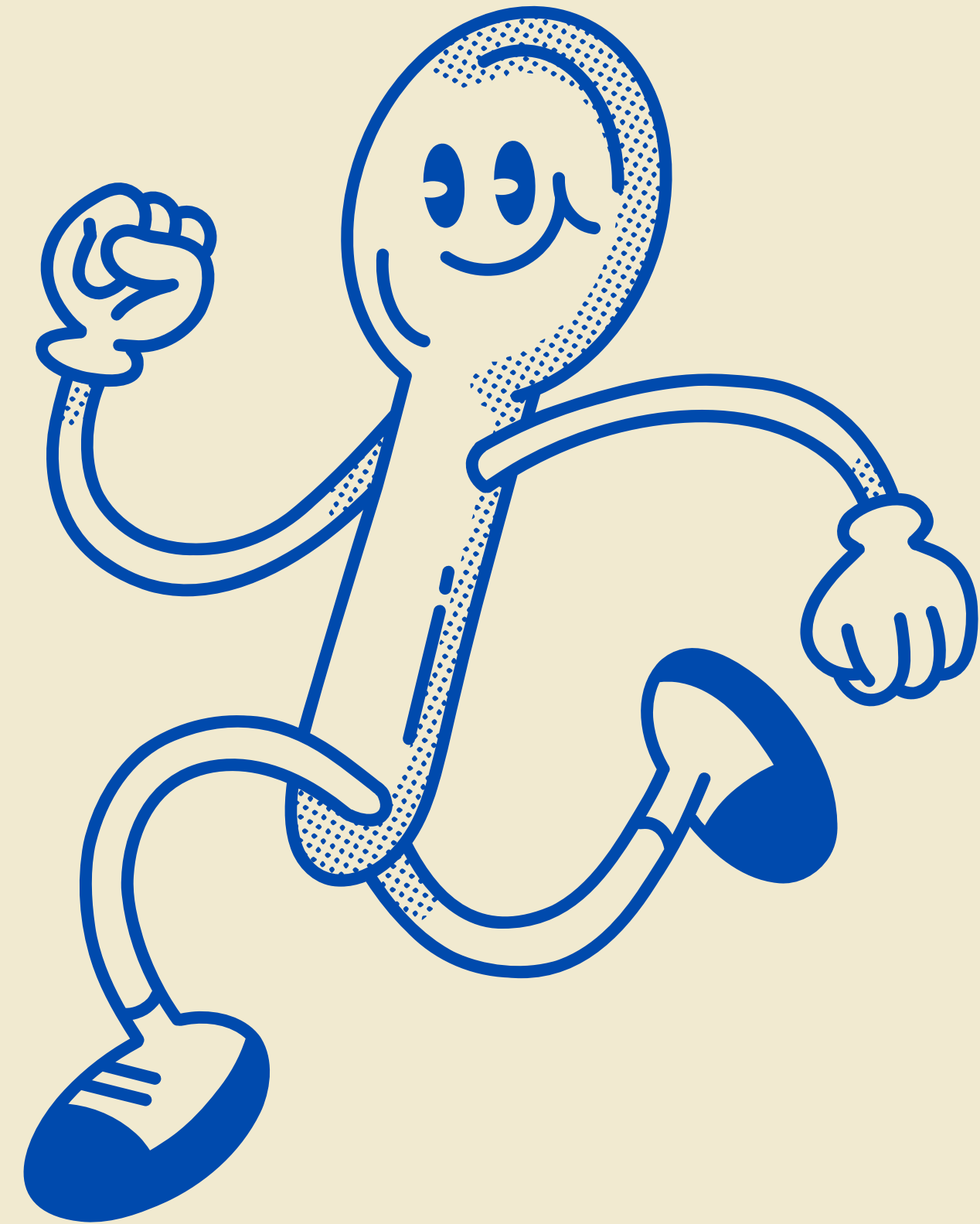
**MARKET RESEARCH
AND LEAD GENERATION**

**STRATEGIC THINKING
AND AN UNDERSTANDING
OF FINTECH TRENDS**

**PRESENTATION DESIGN
AND STORYTELLING**

**ABILITY TO WORK IN A
FAST-PACED, STARTUP
ENVIRONMENT**

**PROFICIENCY IN TOOLS
LIKE POWERPOINT,
EXCEL, AND CRM
SOFTWARE**



*Responsibilities and
Accomplishments*

CONTRIBUTIONS & MAIN TASKS



RESEARCHED OVER 50
AMERICAN BANKS TO
IDENTIFY PARTNERSHIP
LEADS

CREATED 5+ BUSINESS
PRESENTATIONS FOR
INTERNAL AND EXTERNAL
USE

DRAFTED ONE-PAGERS
EXPLAINING THE COMPANY'S
VALUE PROPOSITION TO
DIFFERENT BANKING
SEGMENTS

REACHED OUT TO
POTENTIAL PARTNERS VIA
LINKEDIN BY WRITING
COMPELLING OUTREACH
MESSAGES

WROTE 6 + BLOG ARTICLES
FOR THE PRESTATECH
WEBSITE

REVAMPED THE AZURE
MARKETPLACE OFFER IN
ORDER TO GENERATE
MORE LEADS

COMMUNICATION: ITALIAN
WORKPLACE CULTURE FAVORS FACE-
TO-FACE, INFORMAL
COMMUNICATION OVER EMAIL
CHAINS.

TIME MANAGEMENT: A SLOWER PACE
AND MORE FLEXIBILITY IN TIMELINES,
COMPARED TO THE FAST-PACED,
ALWAYS-ON AMERICAN WORK STYLE.

DECISION-MAKING: MORE
CONSENSUS-DRIVEN AND LESS
HIERARCHICAL THAN EXPECTED AND
MANAGERS WERE COLLABORATIVE.

LUNCH CULTURE: LUNCH WAS
VIEWED AS A TIME FOR BONDING,
OFTEN LASTING AN HOUR AND NEVER
EATEN AT DESKS.

CULTURAL DIFFERENCES OBSERVED



WHAT I LEARNED

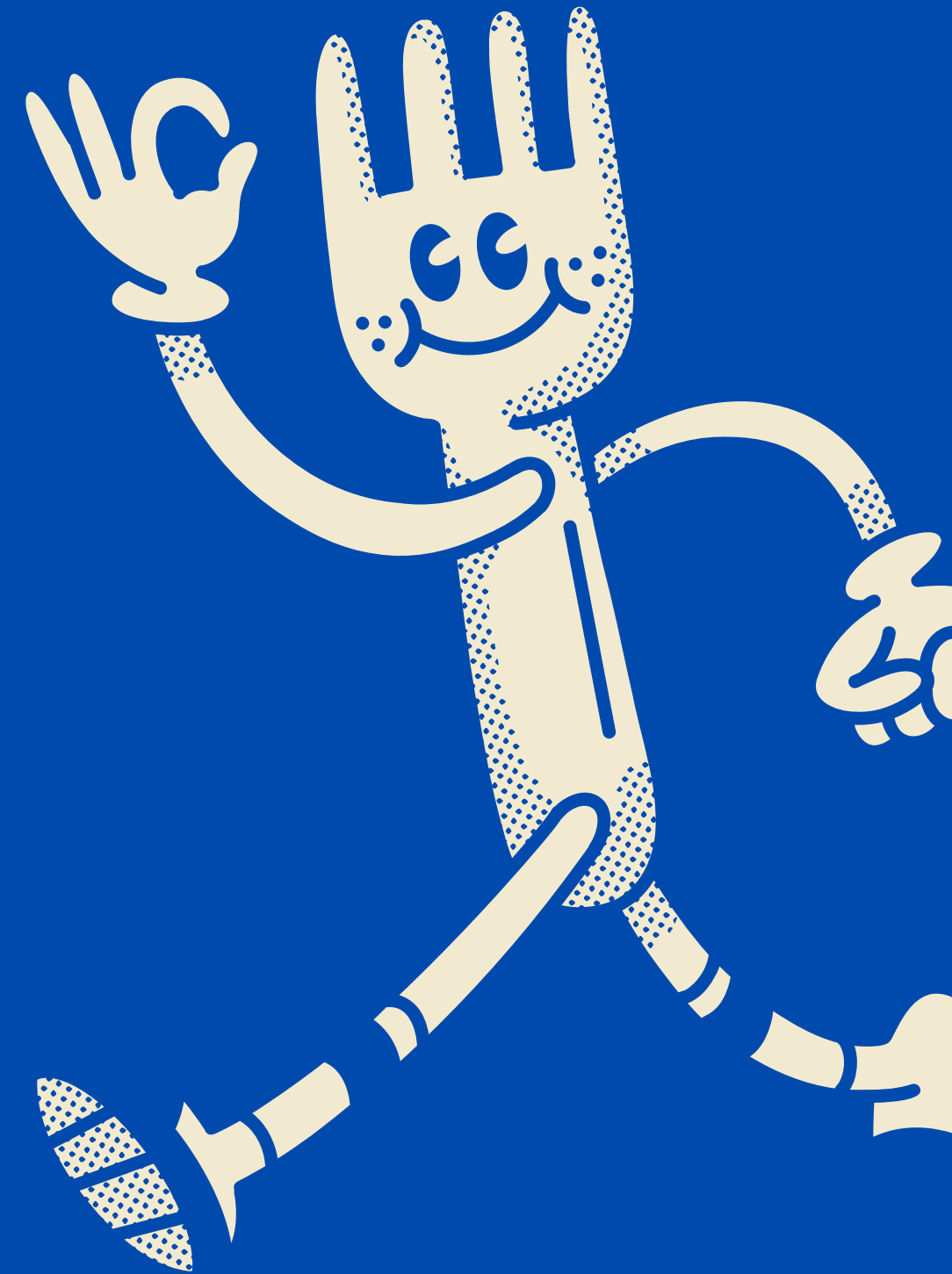
*HOW TO CRAFT A
COMPELLING
BUSINESS NARRATIVE
FOR A TECHNICAL
PRODUCT*

*DEVELOPED CROSS-
CULTURAL TEAMWORK
AND ADAPTED TO A
NEW BUSINESS
RHYTHM*

*FINTECH IS A VAST
AND EVOLVING FIELD
WITH ROOM FOR
CREATIVE PROBLEM-
SOLVING*

*HONED MY OUTREACH
SKILLS AND
PRESENTATION-
MAKING ABILITIES*

*HOW EUROPEAN
STARTUPS DIFFER FROM
AMERICAN ONES IN WORK
CULTURE AND EXPANSION
STRATEGIES*



IMPACT ON MY CAREER GOALS

THIS INTERNSHIP HAS
REAFFIRMED MY PASSION
FOR STARTUPS AND
TECHNOLOGY

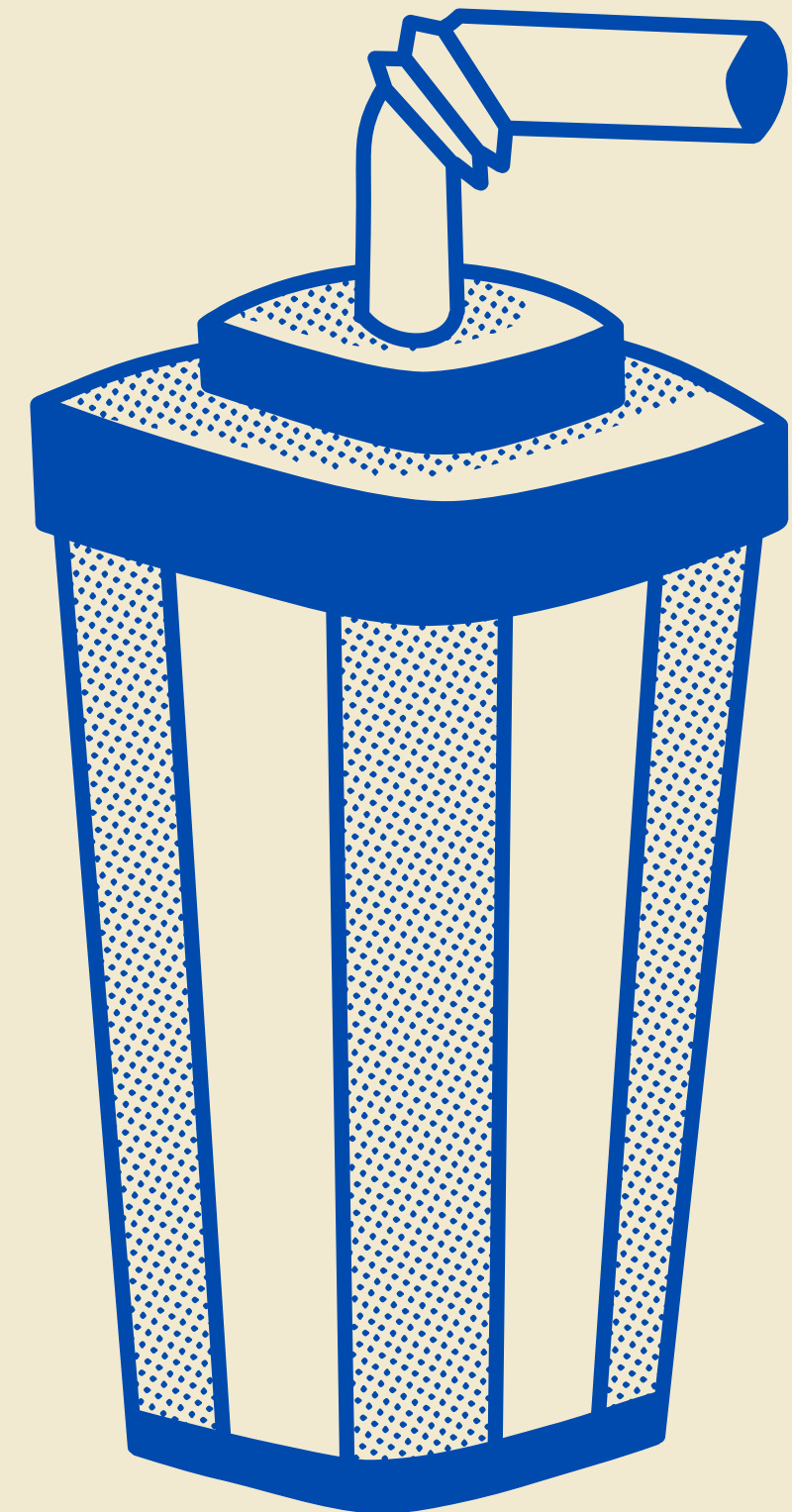
GAINED VALUABLE
INSIGHT INTO THE
FINTECH SPACE, A HOT
AREA IN VC INVESTMENT

Looking Ahead!

BUILT A BETTER
UNDERSTANDING OF
WHAT MAKES A STARTUP
"FUNDABLE"

STRENGTHENED MY
PROFILE WITH
INTERNATIONAL WORK
EXPERIENCE

LEARNED THAT WHILE I ENJOY BUSINESS DEVELOPMENT, I AM MORE DRAWN TO
EVALUATING STARTUPS THAN OPERATING WITHIN ONE—FUELING MY VC GOALS

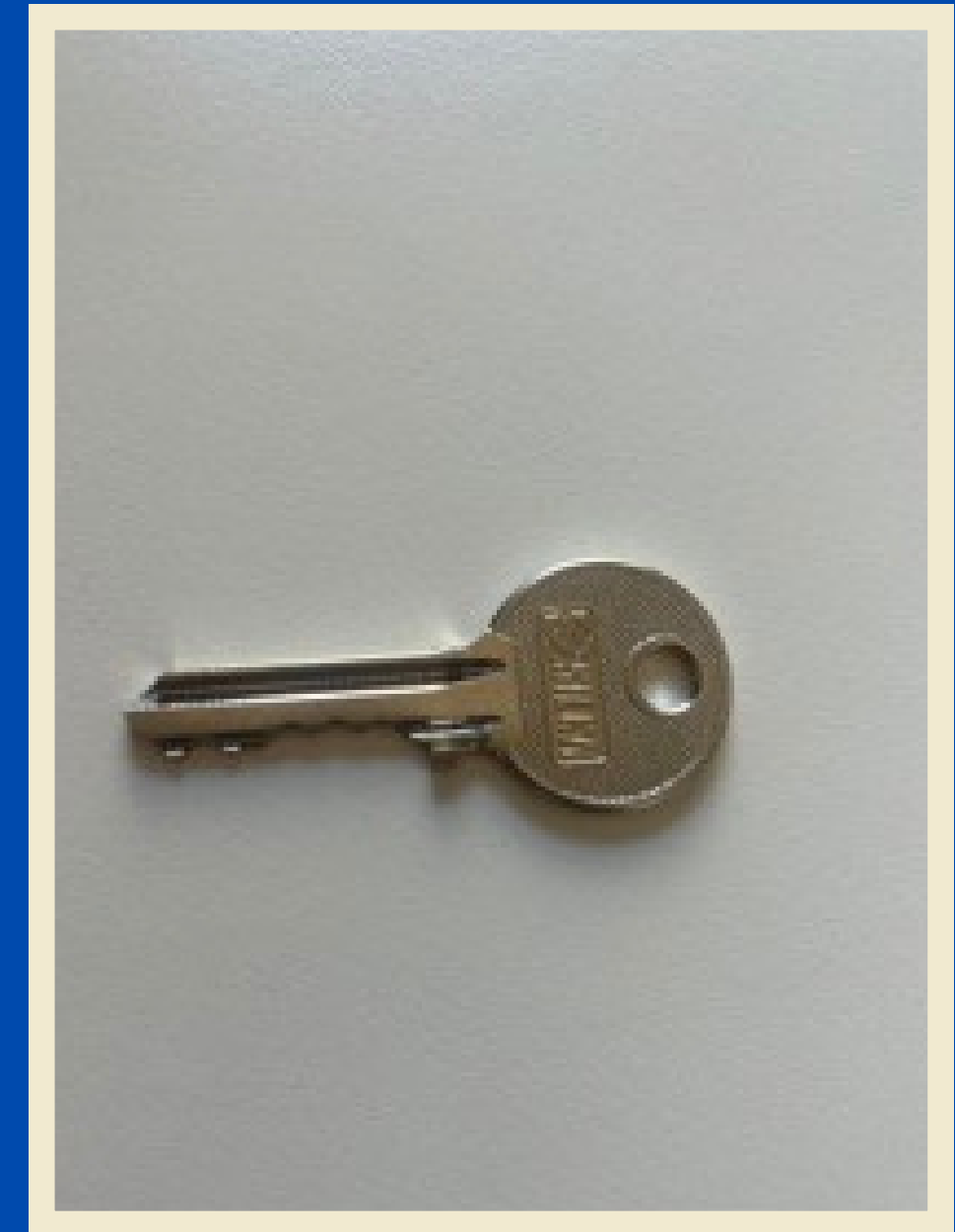


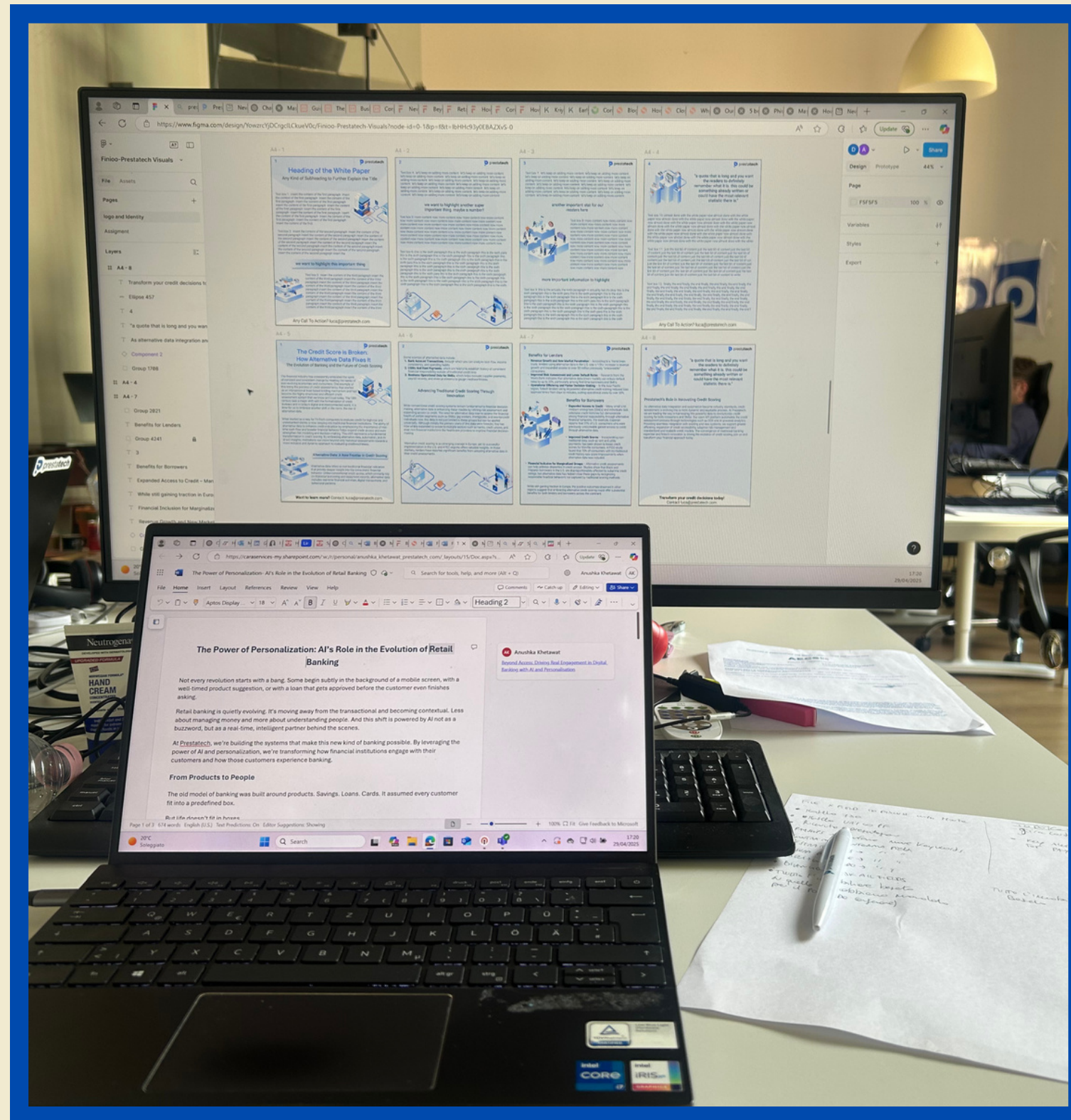
ARTIFACT 1

THESE KEYS WERE THE FIRST TANGIBLE SIGN THAT
I BELONGED TO SOMETHING BIGGER THAN MYSELF.

RECEIVING THEM MARKED A TRANSITION FROM
OUTSIDER TO TEAM MEMBER, AND FROM STUDENT
TO CONTRIBUTOR.

IN ITALY, WHERE ACCESS OFTEN FEELS PERSONAL
AND TRUST-BASED, THIS SMALL GESTURE SHOWED
I WAS BEING WELCOMED INTO THE INTERNAL
RHYTHMS OF AN ITALIAN WORKPLACE.





THIS WAS WHERE I SPENT HOURS RESEARCHING BANKS, WRITING ONE-PAGERS, AND LEARNING THE UNSPOKEN NORMS OF ITALIAN WORK CULTURE. THROUGH THE SIMPLE ACT OF SETTING UP A SPACE THAT FELT BOTH PERSONAL AND PROFESSIONAL, I NAVIGATED THE BOUNDARIES BETWEEN BEING A GUEST AND BECOMING A PARTICIPANT.

ARTIFACT 2

ARTIFACT 3



PHOTOGRAPHING THIS VENDOR WAS PART OF A CLASS PROJECT, BUT IT TURNED INTO SOMETHING MUCH MORE. SPEAKING TO HIM ABOUT HIS LIFE AND ROUTINE GAVE ME A WINDOW INTO MILAN'S QUIETER ECONOMY, ONE DRIVEN BY HUMAN INTERACTION, REGULAR RHYTHMS, AND TRUST. IT REMINDED ME OF THE STREET VENDORS I STUDIED BACK HOME IN INDIA AND CONNECTED MY ACADEMIC WORK TO MY PERSONAL OBSERVATIONS ABROAD.

ARTIFACT 4



THIS CHEF RAN A SMALL OSTERIA NEAR MY APARTMENT. WE SPOKE IN A MIX OF ITALIAN, ENGLISH, AND GESTURES. SHE TOLD ME ABOUT HOW SHE LEARNED TO COOK FROM HER GRANDMOTHER AND OPENED HER RESTAURANT TO PRESERVE THOSE FLAVORS. HER STORY MADE ME THINK ABOUT ENTREPRENEURSHIP AS A DEEPLY CULTURAL ACT, ONE THAT BLENDS TRADITION, INNOVATION, AND RISK

ARTIFACT 5



PROFESSOR ANNA BELLONI WAS MY GUIDE NOT JUST TO THE ITALIAN LANGUAGE BUT TO ITALIAN WAYS OF THINKING, EXPRESSING, AND CONNECTING. HER LESSONS ALWAYS INCLUDED CULTURAL ANECDOTES, HUMOR, AND AN OPENNESS THAT REFLECTED THE WARMTH OF ITALIAN COMMUNICATION. LEARNING WITH HER HELPED ME UNDERSTAND NUANCE, NOT JUST WHAT WORDS MEAN, BUT HOW THEY FEEL. HER CLASS GAVE ME THE CONFIDENCE TO SPEAK, MAKE MISTAKES, AND GROW.

THANK YOU

