

CWIM LEADER SPOTLIGHT



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WHAT IS YOUR CURRENT JOB TITLE / COMPANY AND WHAT DO YOU LIKE THE MOST ABOUT YOUR ROLE?

I am Senior Business Development Manager at Legal & General Investment Management and my job is to act as a sales representative with our Institutional and Wholesale clients in Italy. If I was to start my career again, I would honestly choose to be in the exact same role, as I very much enjoy being on the sell side. What I like most about it is that each client relationship is a unique journey and there's no user manual that can explain ex ante how to best handle with it. This brings an element of challenge that keeps me up every day.

WHAT MOTIVATED YOU TO JOIN / SUPPORT THE COLLABORATIVE WIM INITIATIVE?

Getting involved with CWIM has been a very pleasant surprise. I got introduced by a CFA board mate for a Book Club initiative our local society in Italy was to host and I was wowed by the level of energy each woman I met brings to the community. Our financial industry has made tremendous progress to support the advancement of female professionals in the past 40 years. However, I feel like we're still work in progress in helping all women to get rid of the feeling of being a "welcome guest" rather than an "entitled host" at work - if you see what I mean. At CWIM I felt like each member of the community was there to make women feel like they were exactly where they were supposed to be and I was amazed by that.

WHAT IS YOUR ROLE WITH YOUR CFA SOCIETY? WHAT HAS BEEN THE MOST REWARDING EXPERIENCE FOR YOU?

I am Secretary of the Board of Directors at CFA Society Italy since November 2021 and I am involved in a number of activities with the Membership and the Programming Committees to support our candidates and junior members and to foster the development of our local network. The most rewarding experience has been being offered to join the Board two years later I was given my CFA Charter at the Award Ceremony in 2019. I think this is a testament to how open our Society is to welcome and reward volunteers who are keen to contribute to its growth.

WHO HAD THE MOST INFLUENCE ON YOU GROWING UP?

My father. I was lucky in that I didn't have to go far to find a role model as it was just around the corner. He has been studying sociology and spent most of his life in the Human Resources, so clearly a different career path from Finance I choose. Even so, talking to him and listening to his work history I've absorbed so much about negotiation and managing relations and communication with people that I found myself using in my day to day job. I think this is the backbone of any career development and I'm grateful I had him as a mentor in that.

WHAT ARE PEOPLE MOST SURPRISED TO LEARN ABOUT YOU?

Most people know I am fond of ballet and I've been practicing it for more than 10 years. It's funny though when they also find out I used to play drums as the two things couldn't be more different!