

EUROPEAN
CURRICULUM VITAE
FORMAT



PERSONAL INFORMATION

Name **VILLA, GABRIELE**
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Nationality **ITALIAN**
Date of Birth **MARCH, 17TH 1976**
Gender **MALE**

WORK EXPERIENCE

- Dates (from - to) **JUN 2013 – TODAY**
• Name and address of the employer Directa Sim
• Type of business or sector Financial services – **Director**
• Occupation or position held **Head of Business Development**
• Main activities and responsibilities
 - Responsible for managing the Development of the company across all different asset classes, including cash, derivatives, fixed income and FX, targeting both institutional and retail clients.
 - With a 12-years consolidated expertise on cash equity and derivatives products, leading the business development with global Exchanges and MTFs.
 - Reporting to the CEO, in charge of the analysis and the implementation of all strategic opportunities across the business.
- Dates (from - to) **JAN 2012 – JUN 2013**
• Name and address of the employer London Stock Exchange Group
• Type of business or sector Financial services – **Director**
• Occupation or position held **Group Head of Private Investor Business Development**
Equity and Derivatives Team Leader
• Main activities and responsibilities
 - Responsible for managing the Business Development team with a specific focus on European and UK Retail brokers, Commercial Banks, Private Banking and Advisory/Family Offices business for the London Stock Exchange Group's cash and derivatives markets.
 - As Borsa Italiana Equity and Derivatives team leader, responsible for the coordination of the day-to-day business management of the trading venue (critical issues with clients or market, point of reference for the venue, ...) as well as for the coordination of the office (productivity, cost control,...).
- Dates (from - to) **JAN 2007 – JAN 2012**
• Name and address of the employer Borsa Italiana S.p.A. – Milan
• Type of business or sector Financial services – **Business Development**
• Occupation or position held **Head of Retail Business Development**
• Main activities and responsibilities
 - Client Relationship: responsible for the relationship and the business development with all Borsa Italiana clients in order to increase the private investors' trading on Italian listed products (cash, derivatives, securitised derivatives, ETFs,..)
 - Project Managing: management of several projects focused on private investors (software, Exchange retail newsletter, new products listing, marketing activities,...)

- Dates (from - to)
- Name and address of the employer
 - Type of business or sector
 - Occupation or position held
- Main activities and responsibilities

JAN 2005 – DEC 2006

Borsa Italiana S.p.A. – Milan
 Financial services - **Derivatives Markets**
Business Development Manager

- Brokerage and Corporate Relationship: responsible for the relationship and the business development of derivatives products with online brokers
- Derivatives Product Management: involved in the activity of listing and managing the IDEM products (listing, adjustment, Exchange notices,...).

- Dates (from - to)
- Name and address of the employer
 - Type of business or sector
 - Occupation or position held
- Main activities and responsibilities

SEP 2000 – DEC 2004

Borsa Italiana S.p.A. – Milan
 Financial services - **Equity Market Division & IPO Origination**
Small cap companies financial analyst

- IPO Origination: one-to-one meetings with not-listed companies
- Listing Valuation: valuation of issuer companies (due diligence on business plan, offering structure,...)
- Listed Companies Coverage: account management for the STAR segment listed companies and organisation of road-shows with main European brokers.

ADDITIONAL ACTIVITIES

- Dates (from - to)
- Name of organisation
 - Principal subjects

OCT 2018 – TODAY

CrowdFundMe
 Executive Board Member

- Dates (from - to)
- Name of organisation
 - Principal subjects

OCT 2016 – TODAY

Pairstech Capital Management LLP
 Non Executive Board Member (CF2)

- Dates (from - to)
- Name of organisation
 - Principal subjects

MAR 2016 – TODAY

Assosim
 Member of the Management / Auditor Committee

- Dates (from - to)
- Name of organisation
 - Principal subjects

JAN 2016 – TODAY

Academy Borsa Italiana S.p.A.
 Adjunct professor

- Dates (from - to)
- Name of organisation
 - Principal subjects

JAN 2015 – TODAY

AssiomForex
 Adjunct professor

EDUCATION AND TRAINING

- Dates (from - to)
- Name and type of organisation providing education and training
 - Principal subjects
- Title of qualification awarded

APR 2011 – JUN 2011

London Business School – London
 Executive Management Programme
 Executive Course

- Dates (from - to)
- Name and type of organisation providing education and training
 - Principal subjects
- Title of qualification awarded

OCT 2002 – APR 2003

SDA Bocconi School of Management – Milan
 Executive Master in Corporate Finance (part-time, evening session)
 First level Executive Master

- Dates (from - to)
- Name and type of organisation providing education and training
- Principal subjects
- Title of qualification awarded

APR 2000 – SEP 2000

Università Cattolica del Sacro Cuore – Milan

Postgraduate Course of Corporate and Financial Advisory (full time)
Fist level Post-Degree Master

- Dates (from - to)
- Name and type of organisation providing education and training
- Principal subjects
- Title of qualification awarded

SEP 1995 – JUL 2000

Università Cattolica del Sacro Cuore – Milan

Degree in Financial Institutions and Financial Markets
Degree with final grade of 110 cum laudae/110

PUBLICATIONS

- Title
- Date, Authors
- Publisher

FINTECH – LA FINANZA DIGITALE

2018, Bulgarelli - Malverti - Villa
Hoepli

- Title
- Date, Authors
- Publisher

TRADING IN OPZIONI

2012, Villa - Zanchetta
Varini Publishing

- Title
- Date, Authors
- Publisher

GLI STRUMENTI FINANZIARI DEL DOPO CRISI

2011, Oriani - Villa – Zanaboni
Il Sole 24 ORE

- Title
- Date, Authors
- Publisher

CONOSCERE LE OBBLIGAZIONI

2010, Berton – Gussoni - Todeschini - Villa – Volpe
Brown Editore

PERSONAL SKILLS AND COMPETENCES

LANGUAGES

ITALIAN (NATIVE), ENGLISH

ADDITIONAL INFORMATION

I authorize the treatment of my personal data in compliance with the Italian Data Protection Law currently in effect (D.Lgs. 196/2003)

ANNEXES

References available upon request.

Further information on activities, results, competences and responsibilities are available upon request.