

Pier Paolo Pipino

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Corporate Finance Professional with a strong investment banking background and 6+ years' experience in M&A, private equity, debt advisory. Supporting founders, corporate executives, and investors unlock value through tailored solutions.

PROFESSIONAL EXPERIENCE

Corporate Finance Advisor - M&A, Debt Advisory, Growth Capital

Dec 2024 - Ongoing

Pipino Advisory

Milan, Italy

Founder of an independent corporate finance boutique advising SMEs, startups, and investors on M&A, fundraising, and growth strategy.

- Advised on a €5M senior loan refinancing for an industrial coatings manufacturer, negotiating with major Italian banks and optimizing the capital structure.
- Supported a €100M real estate development plan for a €500M+ turnover real estate developing company, contributing to the industrial plan, implementing cash pooling, and structuring senior & mezzanine financing.
- Acting as sole sell-side advisor on active M&A mandates in the automotive (€4M EBITDA) and luxury hospitality (€5M EBITDA) sectors, covering origination, IM drafting, and negotiations.
- Selected as industry expert to support AI development projects with top international US-based research labs, providing financial and strategic insight for model training and alignment.

M&A and Business Development Manager

Sep 2023 - Dec 2024

LIFTT Investment Holding

Turin, Italy

Led the end-to-end investment process within a €100M portfolio of 30 companies, from deal origination and evaluation to portfolio management and exit execution.

- Originated and assessed 20+ investment opportunities, structuring financial models and coordinating due diligence.
- Executed 5 successful exits generating €25M in proceeds, negotiating with both strategic and financial investors.
- Structured portfolio monitoring tools and forecasting models to evaluate scalability, capital efficiency, and return metrics, supporting +18% YoY revenue growth across portfolio companies.

Investment Banking Associate - M&A and Leveraged Finance

Jan 2021 - Sep 2023

Banca Akros (Banco BPM - Third Banking Group in Italy)

Milan, Italy

Joined the Investment Banking division as Analyst and promoted to Associate, gaining cross-sector experience in M&A advisory before specializing in leveraged buyouts with leading Italian private equity funds.

- Executed 10 M&A transactions (avg. deal size €50-100M) across Industrials, Luxury, and TMT; responsibilities included financial modeling, valuation, and drafting of information memoranda.
- Transitioned to the Leveraged Finance team, structuring and closing 8 LBOs by conducting IRR analysis, debt sustainability modeling, and preparing credit applications for syndication.
- Contributed to 5 IPOs raising >€400M, supporting investor presentations, valuation models, and bookbuilding coordination.

Financial Analyst

Jan 2020 - Jan 2021

State Street Global Advisors

Milan, Italy

Contributed to fund administration and investment analysis across multiple asset classes, supporting portfolio management and client reporting.

- Analyzed and valued investments in mutual funds, private equity, real estate, and hedge funds.
- Developed financial reports and reconciliations, providing key insights to support decision-making.
- Built and optimized VBA macros, automating reporting processes and improving data accuracy and efficiency.

Strategy Consultant (Internship)

Jun 2019 - Dec 2019

Accenture Strategy

Milan, Italy

Worked within the Aerospace & Defense practice on strategic projects for corporate clients.

- Conducted competitor benchmarking and revenue model design to identify growth opportunities.
- Drafted business plans and financial forecasts for new business units, contributing to strategic decision-making.

EDUCATION:

Bocconi University

Master of Science (MSc) in Economics - Taught entirely in English
Graduated with grade 105/110 (top 25% of the cohort - 2:1 equivalent)

Sep 2018 – Dec 2020

Milan, Italy

University of Greenwich

International BSc Exchange Program (Erasmus+)
International Business Strategy, International Corporate Finance

Sep 2017 – Jan 2018

London, UK

LIUC Carlo Cattaneo University

Bachelor of Science (BSc) in Business Economics
Graduated with grade 109/110 (top 10% of the cohort - first class honours equivalent)

Sep 2015 – Oct 2018

Varese, Italy

CORE COMPETENCIES:

- Mergers & Acquisitions (M&A) - origination, execution, negotiation
- Debt Advisory & Restructuring - leveraged finance, refinancing, capital structure optimization
- Growth Capital & Fundraising - mid-market corporates, investment funds, institutional investors
- Financial Modelling & Valuation - DCF, comparables, precedent transactions, LBO models
- Portfolio Management - strategic oversight, monitoring tools, performance optimization
- Transaction Negotiation - investor presentations, IM drafting, deal structuring
- Corporate Strategy & Business Planning - industrial plans, market entry, growth roadmaps
- Leadership & Project Management - team coordination, cross-border transactions, client coverage

IT SKILLS:

- **General Use Software:** Microsoft Office Suite (Excel – advanced financial modelling, forecasting, VBA automation; PowerPoint – professional presentations; Word); Salesforce CRM (Salesforce Certified); SAS, STATA, R (data analytics and visualization); Python (programming in Jupyter Notebook, applied to financial modelling and data processing); WordPress (full website management, content updates, plugin configuration).
- **Finance-Specific Databases:** Bloomberg (BMC Certified); FactSet; Bureau van Dijk (Orbis, AIDA, Amadeus); PitchBook; Capital IQ; Refinitiv/Eikon. Extensive experience in macroeconomic research using international databases (OECD, IMF, World Bank, Eurostat).
- **Artificial Intelligence:** Direct involvement in AI development environments and expert contribution for leading research labs. Authored domain-specific rubrics and evaluation content for GPT-5 Deep Research and Gemini 2.5, focusing on model training and applied corporate finance use cases.

LANGUAGES:

- Italian - Native speaker
- English - Fluent, C2 level (IELTS certified); completed entire MSc in English and exchange program in London
- French - Upper-intermediate; able to work effectively in multicultural and professional environments

ABOUT:

Passionate traveler with experience in over 30 countries and coordinator of expeditions with “Avventure nel Mondo,” strengthening leadership and organizational skills in multicultural contexts.

Sports and the outdoors play a central role, with a particular focus on mountaineering, including several ascents above 3,500 meters, demonstrating resilience, discipline, and determination.

Developing a personal brand through digital platforms, sharing reflections on finance, technology, and society with an authentic and forward-looking approach.