

## **Massimiliano Santini**

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PRIVATE SECTOR DEVELOPMENT, ECONOMIC POLICY, BUSINESS EXPERIENCE

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### **WORLD BANK GROUP, Trade and Competitiveness Global Practice**

**Washington, DC**

*Senior Economist*

*November 2008-Present*

- Lead policy dialogue with client governments on private sector development reforms.
- In Bhutan, (i) lead a \$20m budget support credit conditional to macro-fiscal stability and private sector competitiveness, and (ii) lead technical assistance to improve public sector service delivery and enhance SME development.
- In Benin, manage a \$1m randomized-control trial to evaluate the impact of regulatory and fiscal incentives to business formalization and performance.
- Managed private sector development advisory programs in 10+ client governments, including Poland, Hungary, Armenia, Colombia, Nicaragua, Honduras, India, Indonesia, Maldives, Tanzania, Djibouti and Oman.
- Designed, fund-raised, and managed a \$4+ million multi-donor platform to implement 9 rigorous impact evaluations of regulatory reforms affecting the private sector.
- Authored (i) a policy note reviewing evidence of business entry reforms' impact on entrepreneurship, and (ii) a paper on synthetic control methods, an innovative and cost-efficient methodology to conduct impact evaluations.

### **OTF GROUP (On The Frontier)**

**Port-of-Spain, Trinidad and Tobago**

*Associate*

*Fall 2008*

- Developed the new 5-year strategic roadmap for ICT development, by providing quantitative analysis and enabling public-private dialogue.

### **GOVERNMENT OF KENYA, OFFICE OF THE PRESIDENT**

**Nairobi, Kenya**

*Consultant*

*Summer 2007*

- Assessed the operational challenges and provided recommendations to Kenya Vision 2030, the national development plan, through qualitative analysis based on 20+ interviews with Permanent Secretaries and CEOs of country's top 10 companies.

### **WORLD FOOD PROGRAMME OF THE UNITED NATIONS**

**Rome, Italy**

*Financial Officer*

*2006*

- Analyzed and maintained financial databases and economic indicators in the Finance Division.

### **EUROPEAN COMMISSION DELEGATION TO THE UNITED NATIONS**

**New York, NY**

*Advisor*

*2000–2001*

- Participated in the on-going negotiations of the fifth committee (administrative and budgetary) of the UN general assembly on regular and peacekeeping budget reform, provided recommendations in liaison with EC headquarters in Brussels.

### **SOUTH NORTH DEVELOPMENT INITIATIVE**

**New York, NY**

*Associate*

*2000*

- Developed, fund-raised, and implemented a venture capital training program, which promoted VC investments in major South American business schools.

**IFT INTERNATIONAL****New York, NY****Treasury Department Officer**

1999–2000

- Performed budget analysis and evaluated foreign currency exchange; reported daily to the VP on current market conditions and internal financial operations.

**BARING ASSET MANAGEMENT****London, UK****Associate**

1998

- Performed daily analysis of main economic indicators of emerging markets, reported to institutional clients, maintained statistical database, oversaw stock reconciliation.

MEDIA AND COMMUNICATION EXPERIENCE

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**BUSINESS DAILY****Nairobi, Kenya****Business Reporter**

Summer 2007

- Reported on informal economy of Kibera, Nairobi's largest slum.

**FILM EDITOR AND PRODUCER****New York, NY**

- Boynton Films, Film Editor
- Hybrid Films, Film Editor
- Big Mouth Productions, Associate Producer

2002–2005

EDUCATION

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**HARVARD UNIVERSITY, John F. Kennedy School of Government****Cambridge, MA****Master in Public Administration in International Development (MPA/ID)**

2008

- Trained in private sector growth and regional economics. Specialized on entrepreneurship and competitiveness (Profs. Dani Rodrik and Michael Porter).
- Final thesis on Italian South/North 50% income level gap, analysis conducted through product space and household surveys (Advisor: Prof. Ricardo Hausmann).
- Recipient of Ruffolo Fellowship in Sustainability Science.

**UNIVERSITY OF MODENA, Department of Economics****Modena, Italy****Bachelor of Science in Economics (Laurea in Economia Politica) – GPA: 3.7/4.0**

1998

- Final thesis on 1<sup>st</sup> microeconomic analysis of “fair trade,” complemented by case study on coffee sector in Mexico.

**VRIJE UNIVERSITEIT, Department of Economics****Amsterdam, The Netherlands****Visiting student**

Spring 1996

- Conducted research on network analysis and European airspace deregulation.

LANGUAGES, COMPUTER AND ACTIVITIES

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- **Languages:** Perfectly fluent in written/spoken English and Spanish. Good knowledge of French. Native language: Italian.
- **Econometrics:** Extensive experience with STATA and Excel.
- Served the **Italian Army** (August 1998-August 1999), performed strategic work for the Vice-Commander of 1<sup>st</sup> Defense Force Command.
- **Activities:** Competitive fencer (épée): best result in 1991, classified 17<sup>th</sup> in the Italian national championship.