



My name is Fabio Cantoro and I graduated from John Cabot University in May 2016 with a degree in **Business Administration** and a minor in **Economics**. I had just graduated when, thanks to **John Cabot University's Center for Career Services**, I started interning with both **Looking for Value (L4V)** and **yourCFO® Consulting group**. L4V is a small consulting firm, which provides Marketing, Management, and Compliance consultancy services to SMEs. yourCFO®, on the other hand, is a network that currently connects about 50 CFOs across Italy. These professionals offer temporary financial services thanks to their longstanding work experience with SMEs, Multinational Companies and Financial Institutions.

My Internship at L4V requires strong knowledge of Business Administration fundamentals such as strategic management, organizational behavior, consumer behavior, and corporate finance. In addition, the knowledge of English has been key to hold the position I have been appointed to. **At L4V I have to develop strategies and carry out analyses in order to write down the business plan of a 3-year project (Credits 4 Health), financed by the European Commission (EC) for a total €6M.**

On the other hand, **at yourCFO® I work as an actual consultant for GNResearch (GN), a multinational company which operates in Italy, France, and Luxembourg.** Here, I have built a management audit process, aimed at allocating costs between GN business units so as to provide the company top management with a clean breakdown of the company profitability. To this end, I constantly interact with GN top management and I work hand in hand with a managing partner of yourCFO®, Fabio Scognamiglio, who has been one of the most influential mentors to me so far. I am also helping GN salespeople price the company services through a model, which I engineered in cooperation with another yourCFO® partner, Alfonso Riccardi.

Thus far, **both internships have proved to be key to my professional development**, yet it has been quite challenging doing them simultaneously. My boss at L4V, Cristiano Panfili, has empowered me since the very outset with respect to the actions to be taken for the development and drawing up of Credits 4 Health business plan, which will soon be in the hands of an EC officer. This has boosted my self-confidence and it has strengthened something that Professor Simona Costagli used to tell me at the end of my Economics exams: “you will often have to give up on perfection because of time constraints.”

On the other hand, by working as a consultant for a fast-paced multinational company, I have realized that **it is extremely important to go beyond one's tasks and be ready to answer to the most unpredictable questions.** GN top managers usually ask me questions, whose answers require being 3 steps ahead of what its required by my tasks. Every day, I thank professors Stefano Arnone and Silvia Pulino as their teachings have been key to survive my weekly meetings with such stakeholders.

Both experiences require a lot of commitment. I would recommend L4V to the ones who feel particularly at ease working on individual projects within a friendly environment. I would recommend interning with a yourCFO® partner to those students who feel comfortable with engineering tailor-made solutions to the non-mainstream issues arising in the current business world on a daily basis.

Fabio Cantoro