

MERCURY PARTNERS ACADEMY



Connect with top
professionals & find a job



mercurypartners.net



[Mercury Partners Academy](https://www.linkedin.com/company/mercury-partners-academy)



academy@mercurypartners.net



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[academy_mercurypartners](https://www.instagram.com/academy_mercurypartners)



[Mercury Partners Academy](https://www.youtube.com/channel/UCMercuryPartnersAcademy)

COMPANY PROFILE

Mercury Partners Academy

Mercury Partners Academy (MPA) is the **unique London based educational & employment platform in finance** aimed at **students and young talent**.

MPA combines **academic knowledge** with **real top industry expertise**.

Our Mission

- Promote practical financial education
- Enhance employability options for young talent

Our Goals

- To prepare you for success in life & the financial industry

Our Mantra

- Innovative
- International
- Inspirational



Scan Me

Internships

Learn new skills at MPA in an International environment & enhance career opportunities!

Practical financial education

MasterClass in Investment management
Our social media offering on financial markets

MPA'S OFFER

Career opportunities/advice

Employment opportunities & career advice from our top market professionals!

Events & Networking

Meet top professionals from leading international firms in our events!

Our teams:

Nothing important, innovative or useful can be done by a sole individual.

MPA strongly believe and promote a **team culture**.

Under the guidance of MPA's CEO & Founder **Marcello Zanardo**, you will be able to apply your knowledge whilst learning new skills.



Our **organisation** (divided in 4 teams) is young, international, innovative and united by our culture & mission: **develop & connect young talents to the financial industry**.

**Financial /AI
Team**

HR Team

Marketing Team

**Digital Marketing/
Editorial Team**

Our core Products



Spot the Market (STM)

- Weekly analyses of **financial markets published on Mondays.**
- **STM** analyses the weekly/YTD performance of **main asset classes**, equity indexes, stocks and news-flow/economic appointments impacting the markets.
- STM's main sections are: **asset classes main performance, winners & losers, equity sector performances, the business week in 6 stocks, the week ahead.**
- STM breaks down **financial markets into a simple/structured format, to keep learning financial markets dynamics.**



Spot the Sector (STSE)

- Learn the 11 **Equity sectors** in 11 weeks, published on **Wednesdays.**
- "Spot the Sector" is a dive into each equity sector structure (1 sector every week).
- It starts from the **sector's definition, structure (main components), characteristic (value, growth, yield) and performance** vs the world equity market.
- STSE is a must for **every investor wishing to create a well balanced portfolio.**



Spot the Stock (STS)

- Learn the **biggest stock of each equity sector, out on Fridays.**
- **STS starts from the stock's history and business mix, moving on to financial ratios**, like profit margins and per-share metrics. It also covers growth trends, leverage and liquidity, performance specifics such as returns, and dividend details, providing a comprehensive view of each stock.
- **STS is a must for every investor** wishing to learn the biggest stocks and create a well balanced portfolio.

Financial - AI Team



Job Description

The candidate will be engaged in **various activities** including:

- Preparing materials for our weekly videos/posts (**Spot the Markets, Spot the Sector, Fixed Income Markets...**) and for all financial contents on our Social Media;
- Financial Markets' data collection/organisation from various sources (magazines, brokers' research, Bloomberg and other platforms);
- Preparation of both single stock, industry & thematic research;
- Managing our financial market database (Investing.com, ETF.com, Bloomberg);



Required Skills

- **Must have skills:** Good level of Microsoft office package; financial platforms (Bloomberg, Investing.com) and basic/good knowledge of Canva. Machine learning and AI applied methodologies is a PLUS;
- **Academic Background:** Financial subjects: a mathematical background is a plus if combined with Basic understanding of Financial Markets. Knowledge of main valuation methods to value stocks/markets (P/E, P/Book, Moving averages). Basic knowledge of financial accounting.
- **Other skills:** Good level of English (written); Analytic abilities (process a large amount of data and translate it into measurable results); Quantitative mindset; Effective Communication: ability to present results in a clear and simple way to non-technical audiences. Team work skills.

HR Team



Job Description

The candidate will be engaged in **various activities** including:

- Managing the selection process of new interns and their training;
- Project management/coordination among teams
- Managing relationships with existing and new stakeholders (Universities, Career centers, students' clubs/associations);
- Providing internal and external feedback on MPA activities;
- Implementing MPA' s HR guidelines and policies in various teams.



Required Skills

- **Must have skills:** Excellent level of English (written and spoken); Excellent interpersonal, negotiation and conflict resolution skills (HR skills); Excellent communication and organizational skills; Ability to prioritize tasks and organize them across teams; Ability to act with integrity, professionalism and confidentiality.
- **Software:** Microsoft Office Package and similar to update our database; Different communication platforms to maintain ongoing communication with the teams & external members.
- **Academic Background:** HR / Sociology / Psychology and Human sciences;

Marketing Team



Job Description

The candidate will be engaged in **various activities** including:

- Creating new and managing existing relations with MPA's stakeholders (Universities, Career Centers, students' clubs, financial companies);
- Organizing and implementing video calls, meeting, events, webinars with existing clients and prospects;
- Develop and implement marketing strategies;
- Manage our clients database and develop digital campaign and web measurement strategies;
- Creating dashboards, data visualizations, campaign and website performance reports.



Required Skills

- **Must have skills:** Excellent level of spoken and written English; Very strong presentation skills: we are looking for someone who knows how to communicate effectively with our stakeholders (students, clients and Institutions) to promote the Academy and its mission; Excellent marketing skills & interpersonal skills.
- **Academic background/Skills:** Sales and Marketing or related fields; Communication strategies.
- **Software:** Great ownership of main communication platforms (Zoom, Teams...), Microsoft Office package to analyze and update data; Experience with analytical and reporting tools; Good knowledge of digital marketing platforms across social networks.

Digital Marketing - Editorial Team



Job Description

The candidate will be engaged in **various activities** including:

- Managing content & contacts on our Social Media: LinkedIn, Instagram, TikTok, YouTube, Facebook, X;
- Plan and implement strategies for increasing n. of followers and clients;
- Managing all aspects of our website (WordPress): Blog, content, educational platform, other;
- Creation, analyses and posting of new content. This involves video editing, graphic design & mastering of new technologies.
- Develop digital campaign and web measurement strategies;
- Manage requests, Q&A, classes, MC inscriptions, webinars;



Required Skills

- **Must have skills:** Excellent understanding (proven experience) of all/some social media platforms. Video editing abilities; Good knowledge of graphic software (Canva, Figma, Photoshop); Knowledge of WordPress/website is a big plus.
- **Academic background:** Digital Marketing & Communication or related studies; Graphic Designs, Social Media Management.
- **Other skills:** Very good level of English (written and spoken); Excellent interpersonal and collaboration skills; Combining creative skills with organizational and time-management skills; Ability to communicate complex information in an easy-to-understand format and to work in a team.

Benefits & Internship modalities

MasterClass

Free attendance to our **MasterClass in Investment Management** with a certificate

Networking

Introduction to many **Financial Institutions** and leading market professionals

Free attendance to our **events with industry leaders**

Networking with different stakeholders from different background

Employability

Recommendation letter signed by CEO & Adj. Professor Marcello Zanardo

Possible **employability options** via MPA or its financial partners



The Internship is **NOT remunerated**



Remote / hybrid Internship



Our internships run for **3 months** (FT- some flexibility - part time)



Scan Me to fill our Internship Questionnaire



Click Here to contact us by email

AMBASSADORS' BENEFITS:

- **Free access** to our **MasterClass in Investment Management** taught by top market professionals.
- **Networking** with **top firms** & MPA's stakeholders (governments, financial companies, business schools).
- Enhancement of **personal knowledge & brand** via our platform and network.
- **Financial incentives.**

WHAT YOU MUST DO

- **Get familiar with our culture/products & subscribe to all MPA's socials;**
- **Promote MPA to your personal network & associations** (alumni, students clubs..)
- **Repost, comment & engage with our followers/non-followers also collecting their feedback;**
- **Organise events & represent MPA.**
- **Key matrix: n. of followers brought; quantity/quality of type of engagement**

○ ○ ○ ○ **MPA'S SOCIAL MEDIA OFFERING** ○ ○ ○ ○

Spot the Markets, Spot the Sector, Spot the Stock

&

Special industry guests: Macro & the Markets, Fixed Income MArkets

- MPA is present on **all main social media** (Linkedin, Youtube, Instagram, TikTok and Facebook) with professional **tailored content**.
- MPA and his guests from the financial industry post reliable, practical and easy to understand market analyses on MPA's **social media**.
- Our formats change according to the **social media**:
 - **Extensive video**: Youtube and Linkedin
 - **Short video**: Tiktok and Facebook
 - **Recap post**: Instagram and Facebook

MPA's weekly content offering



Only on MPA's social media

SPOT THE MARKETS

Weekly analyses of financial markets!

Every Monday

PILLS OF FINANCE

Facts/figures on a trending topic in finance!

Every Tuesday

SPOT THE SECTOR

Learn the 11 Equity sectors in 11 weeks!

Every Wednesday

POINT OF VIEW

MPA's selection of a relevant financial topic on the week!

Every Thursday

SPOT THE STOCK

Learn the biggest stock of every equity sector!

Every Friday

+ episodes with special guests:

Macro & the Markets
Fixed Income Markets

REGULAR MARKET UPDATES BY TOP PROFESSIONALS



Marcello Zanardo

Founder and
CEO of MPA
Adjunct Professor at
Ca' Foscari University,
Venice

Spot the markets



Brunello Rosa

CEO and Head of
Research at Rosa &
Roubini Associates

**Macro and the
markets**



Francesco Castelli

Head of Credit
Strategy,
Banor Capital
Limited

**Fixed Income
markets**

Our latest update:

USA elections analyses: Implications for markets & geopolitics

OUR EVENTS - TOP FIRMS & UNIVERSITIES ○ ○ ○ ○

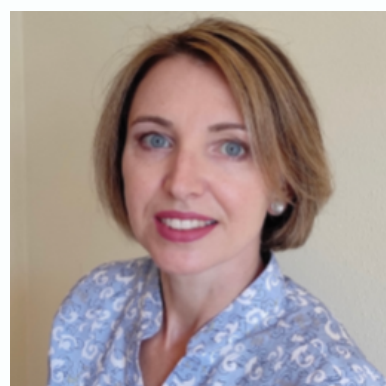
- Events are aimed at connecting **students with financial forms to promote practical financial education, career guidance & employability options.**
- Events are held in person and online: **students can participate remotely** via online platforms (Zoom, Teams, others).
- Important and engaging topics with a global perspective: our latest event held at **City University of London** and **Bayes Business school** was aimed at increasing students' employability in the Financial Industry.
- At the end of the presentations, **panel discussions** take place with our financial experts.

The Masterclass in Investment Management

A Masterclass in Investment Management, offered in a hybrid form, was created by **Marcello Zanardo** together with **eight market veterans** working for leading financial institutions including:



Some of the tutors



ELISABETTA LEONI
Senior Investment Director
AUSTRALIANSUPER



FRANCESCO SEDATI
Head of Equities
EURIZON CAPITAL
(INTESASANPAOLO)



STEFANO NORA
(Formely)
Financial Sector Analyst
Global Equity PM
PICTET ASSET MANAGER

MPA's Tutors & Guests

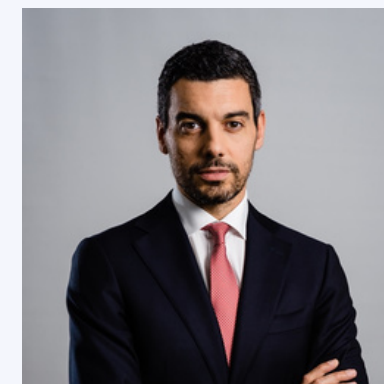
All our tutors & guests work for leading investment institutions!



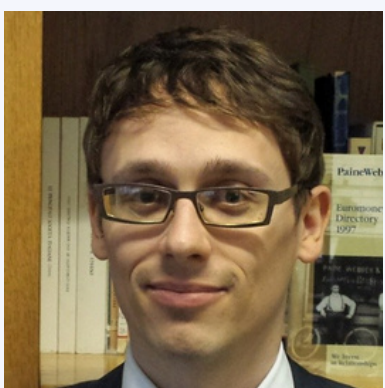
FRANCESCO SANDRINI
Global Head of Multi Asset
Strategies CIO at
AMUNDI



FRANCESCO CASTELLI
Head of Credit Strategy at
BANOR CAPITAL LIMITED



LUCA GIORGI
Managing Director
Head of iShares and Wealth
Southern Europe at
BLACKROCK



LUCA COLUSSA
Head of Equity Factor
Investing SGR
**GENERALI ASSET
MANAGEMENT**



SILVIO OLIVERO
Member of the Investment
Committee
GiottoCellinoSim S.p.A.



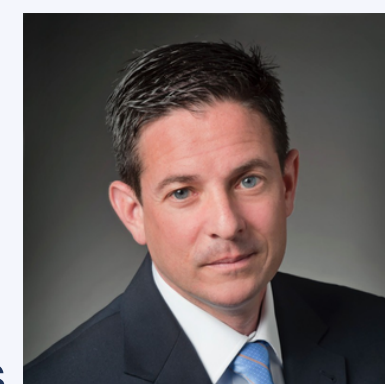
BRUNELLO ROSA
CEO and Head of
Research Rosa & Roubini
Associates



SALVATORE BRUNO
Head of Active Management &
Deputy Head of Investment
SGR **GENERALI ASSET
MANAGEMENT**



**MARINA MARCHAND
(CFA)**
**UK PENSION FUND
MANAGER**
Investment Analyst Equities



CHAD MORGANLANDER
Senior Portfolio Manager
**WASHINGTON
CROSSING ADVISORS
(STIFEL)**

Thank you

For delivering an outstanding talk on how to:
"Increase students' employability in the financial industry"
 at City, University of London and Bayes Business School



Stefano Nora
 Financial Sector Analyst
 Global Equity PM
 Pictet Asset Management



Philipp Haggard
 Specialist sales on financials
 KBW/Stifel



Brunello Rosa
 CEO and Head of Research
 Rosa & Roubini Associates



Marcello Zanardo
 Founder/CEO of Mercury Partners Academy
 Adjunct Professor at
 Ca' Foscari University in Venice

Follow us on:

For similar events, write to us: academy@mercurypartners.net

Some of our latest events featuring guest speakers and corporations



Ca' Foscari University of Venice

Department of Economics



Associazione laureati di Ca' Foscari

THANK YOU ALL FOR PARTICIPATING TO OUR ROUND TABLES AT CA' FOSCARI UNIVERSITY! STUDENTS LOVED IT!

Josef Portelli



Adrian Borg,
 Matthew Farrugia



Mirko Sanna



Vania Serena



Fabrizio Ferrario



David Karni



Simone Chelini



Lucio De Gasperis



Fabrizio Simonini



Moderator: Marcello Zanardo, Adj. Professor, Department of Economics, Ca' Foscari University of Venice and CEO & Founder of Mercury Partners Academy

For more info: Marcello Zanardo marcello.zanardo@unive.it

WE INVITE YOU TO JOIN OUR COMMUNITY AND EXPERIENCE THE MPA DIFFERENCE!



Marcello Zanardo

CEO & Founder - Mercury Partners Academy
Adj. Professor - Ca' Foscari University Venice

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THANK YOU

*We look forward to working
with you!*



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