



**M.Sc. in Finance and Banking, 2014/2015**  
Department of Economics and Finance  
University of Rome “Tor Vergata”

**Meeting the Practitioners**

**BNP Paribas**

**Antonio TURCO**- Cardif Vita, *Head of Financial Planning & Control*

**Andrea Werner MONDAZZI and Giuseppe PAGNOZZI** – BNL, *Corporate Division – Marketing, Planning and Development*

April 17, 11:00am

Classroom S11 (2° Floor - Building Didattica)

**Antonio TURCO** graduated in Economics at Bocconi University in Milan. He is Head of Planning and Control in the Cost Management Department of BNP Paribas Cardif Italy. Antonio main responsibilities are in the area of providing effective financial control and leadership across the business, through his experience of leading planning, forecasting processes and business transformation, ensuring a strong grip on financial and management accounting. He joined Cardif Vita in 2010. Prior to that, He worked in the banking industry for Citigroup as Business Planning & Analysis Specialist, and for ING Bank as Financial Planning & Control Senior Analyst.

**Andrea Werner MONDAZZI** joined BNL in 2005 for an internship. After a short period in the Financial Markets trading desk, he worked for 5 years with the Cash Management Business Unit, as a Product Manager. Since 2012, he is part of the Marketing and Business development team, leading cost of risk budgeting and control, value generation metrics, risk adjusted pricing tools. He received a MBA from LUISS Business School in Rome and a M.Sc. in Economics from the University of Rome Tor Vergata.

**Giuseppe PAGNOZZI** joined BNL in 2007 for an Internship within the Luiss Business School MBA program. His first assignment was as Relationship Manager Assistant in the Naples branch covering Corporate Customers. Then he joined the Internal Audit function where he spent four and a half years. He is currently in charge of the product development and product portfolio maintenance for Corporate Clients. Shortly he will foster his experience as Responsible for the business development of International Clients' Italian Branches. He received an MBA at Luiss Business School and a M.Sc. in Economics from the University of Roma Tor Vergata.

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- \* Retail Banking & Services
- \* Corporate & Institutional Banking

Retail Banking & Services activity comprises two entities: International Financial Services and Domestic Markets.

**BNP Paribas Cardif Italy** ([www.bnpparibascardif.it](http://www.bnpparibascardif.it)) is the 7<sup>th</sup> insurance company in Italy (ANIA ranking 2013) and the 2<sup>nd</sup> domestic market after France, pioneer and leader in the retail bancassurance, it develops and distributes insurance products in Italy for Protection and Savings segments since 1989. The product range is distributed through three channels: Retail Banking, Partnership (banks, financial institutions, financial captive car and large retail organization) and Digital.

**BNL** ([www.bnl.it](http://www.bnl.it)) is one of Italy's major banking groups, with approximately 14.000 employees and about 2.5 million clients and is part of Domestic Markets entity. It offers a wide range of banking products and services, from the traditional to the most innovative, dedicated to different market segments: retail and private, small business, corporate and public administration.

*We believe it is our people who make us the bank for a changing world. We are committed to helping our people grow in the same way that we are committed to the growth of our clients and our company.*

*Come and meet our people on **April 17<sup>th</sup>**, at **Tor Vergata University***

*Get to know us by learning about the people working within BNP Paribas, listening to their stories and discovering career opportunities within the Group.*