



My Portfolio



Luigi FERNANDEZ ORTEGA

+33 7 78 54 02 83 | luigifernandez60@gmail.com | luigifernandez.com

After an exciting entrepreneurial experience in an early-stage AI FinTech, I'm now looking for a new challenge in Tech. With an engineering degree and a Master in Business from UC Berkeley, I'm seeking a project that genuinely inspires me, within a dynamic team where I can leverage my analytical mindset, strategic thinking, and hands-on execution skills to drive impact.

EDUCATIONAL BACKGROUND

UC Berkeley - Master 2

Business track: Entrepreneurship, Innovation, Venture Capital, Product Management, Climate Change

Berkeley, California

2023-2024

EDHEC Business School x SKK University - Master 1

Business track: Finance, Strategic Analysis, Marketing, Management, Negotiation, Data Analytics

Paris & Seoul

2021-2022

Centrale Lille Engineering School - General engineering degree

Multi-disciplinary track: mechanics, materials, computer science, multi-physics systems, civil engineering

Lille, France

2019-2022

Preparatory Classes for « Grandes Écoles » national exam • Jean-Baptiste Say (#1)

2-year advanced undergraduate studies in Maths/Physics

Paris, France

2017-2019

PROFESSIONAL EXPERIENCE

Receiptor AI (Early -Stage AI FinTech) – Growth & Operations Lead

- **Growth:** Multi-channel acquisition (paid ads, SEO/SEM, cold emailing, partnerships, referral)
- **Ops:** Built workflows & tools for Analytics, Growth Metrics, Finance, and Customer Management
- **Finance:** P&L and Cashflow models, budget and forecasts, Cost Monitoring, Investor Update
- **Product:** Pricing strategy, Product Roadmap, Market research, and Analytics tracking (Posthog)
- **Customer:** Product Demos, Sales Calls, Customer Success, and Customer Support

Global (Remote)

Sep.24 – Mar.25

Notch – Co-Founder (entrepreneurial initiative)

Platform enabling universities to manage their innovation ecosystems while equipping students with the tools and resources to navigate entrepreneurship with confidence.

Berkeley, California

Sep.23 – Jun.24

1 year

Cathay Innovation – VC Analyst Intern

- Deal flow management, start-ups sourcing, investment opportunities analysis in B2B SaaS, FinTech, Consumer, Digital Health, Energy/Mobility or Web3 field. Series A-B & Seed, Europe & LATAM
- Market studies and portfolio monitoring (financial & ESG reporting) for LPs relationships

Paris, France

Jan.23 – Jul.23

6 months

Impulse Partners (Innovation Strategy Consulting) – Analyst Intern

- Management of Incubation Platforms in ConTech, PropTech, Smart City.
- Start-ups coaching and organization of pitch session events (logistics, communication).
- Consulting missions, including a Due Diligence for an Industry 4.0 fund, a Cleantech sourcing for a waste treatment company, an Intrapreneurial portfolio restructuring

Paris, France

Jul.22 – Dec.22

6 months

Hermès Bijouterie – Operations Analyst Intern

Modeling and improvement of the operational process of the Product/Development division: interviews, flow management, improvement of tools, lean method.

Pantin, France

January 2020

1 month

Waterloop – Project leader (student initiative project)

Management of a team of 12 students in a project to design and build a closed-circuit shower prototype, successfully sold to Maisons & Cités. Unlocked budget: 8,000€. Partnerships with Evolsys.

Lille, France

Sep.19 – Feb.21

SKILLS & COMPETENCIES

Languages: French (Native), English (C1), Spanish (B2)

Modeling & Reporting: Microsoft Suite, PowerPoint, Excel

Programming & Data: Python, SQL, C++, Java

CRM & Sales Tools: HubSpot, Salesforce, Intercom

Product: Featurebase, Agile Method, Design Thinking, Canva, Figma

Design & Prototyping: SolidWorks, OnShape, Matlab

Growth: Ahrefs, Google Ads, Meta Ads, Lemlist, Phantombuster, LinkedIn, Buffer

INTEREST

Business & Finance: Startups, Real Estate, Investment, Geopolitics, Economy

Tech: FoodTech, UrbanTech, PropTech, Robotics, DeepTech, Climate, Energy

Creativity: Cooking, Music, Travel

Sports & Wellness: Krav Maga, Basketball, Meditation