

# QTEM

## ANNUAL 2022

## 2023 REPORT



Quantitative  
Techniques  
for Economics  
and Management



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## WELCOME



**BRUNO  
VAN POTTELSBERGHE**

QTEM CHAIR

Solvay Business School of  
Economics and Management

**As QTEM concludes its 10<sup>th</sup> year** – for which we celebrated with cake and champagne last September 2022 – I am pleased (and proud) to highlight some of the results of our members' dedication, our students' ambitions, and our network's relevance in the rapidly evolving world of data analytics – the details of which can be found in the following pages. This past year saw a great surge and increase in our Academic Partner university rankings in both the Financial Times and Quacquarelli Symonds (QS) rankings: congratulations to all members in your university and school rankings; something we are consistently proud of, a network of quality and high standards.

Rich and global educational experiences are developed for all QTEM students to deep dive into analytics and create profound business solutions in a world where data is leading. "Translators" are needed to ensure the deep insights that are generated are understood and applied to the development and impact of organizations. Alongside these qualities, effective leaders possess a repertoire of skills that enables them to inspire, influence, and take appropriate risks.

When considering this continued interest, coupled with the remarkable participation of our Corporate Partners in the QTEM Data Challenge (QDC), the addition of two new Corporate Partners, Keyrock and Engie, the addition of Rabat Business School as our newest Academic Partner, and the fact that 92% of QTEM graduates are employed within three months of graduating, the case for QTEM is clear. Data is driving business, and our graduates have the skills and experience to step into their careers and future, including, given the necessary experience, at the most demanding corporate level.

# THE QTEM BOARD



**MICHAELA  
RANKIN**



**BRUNO  
VAN POTTELSBERGHE**



**MICHELLE  
SISTO**

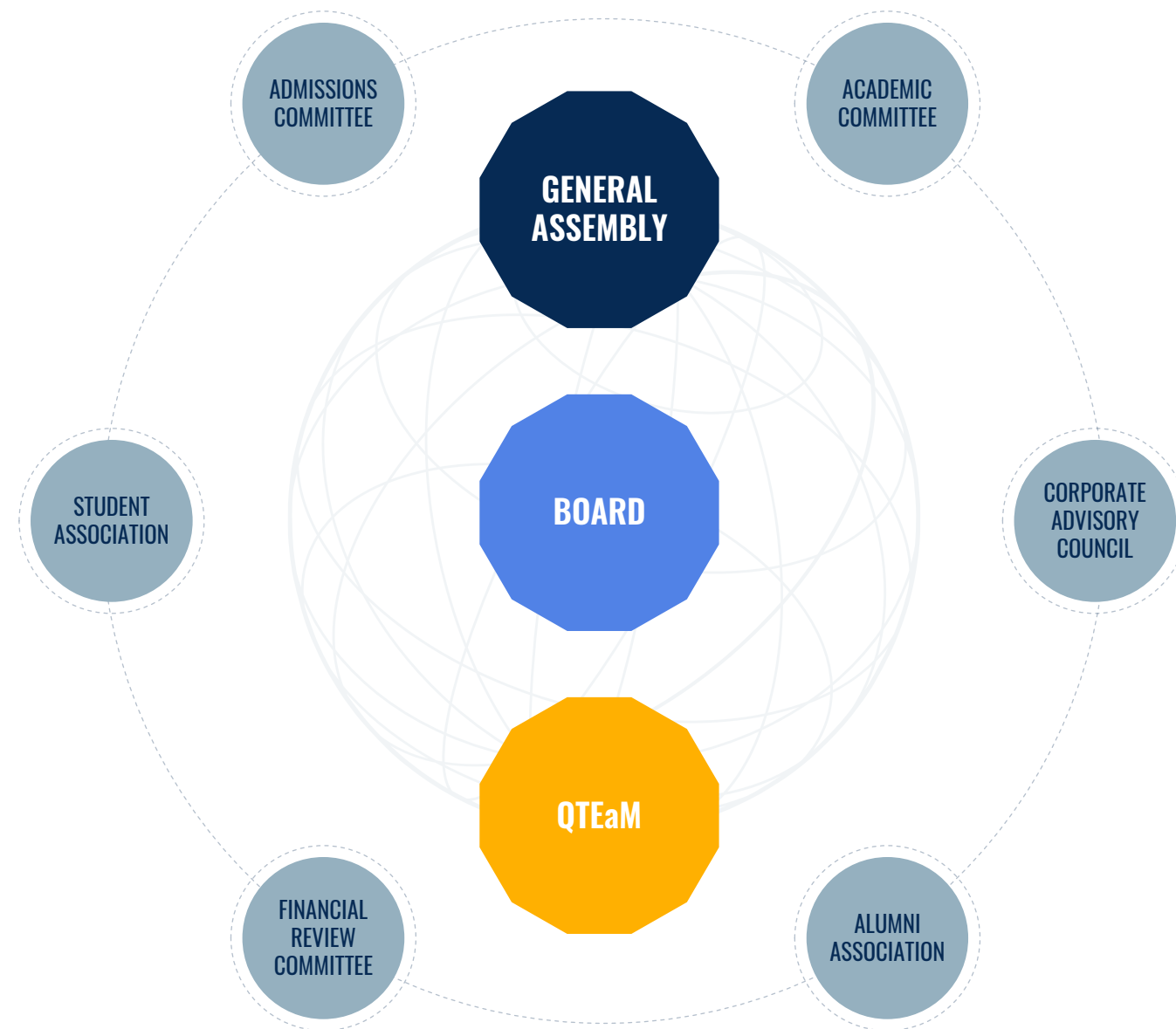


**JEAN-PHILIPPE  
BONARDI**



**FEDERICO  
PASIN**

# HOW WE WORK





# QTEM 2022-2023 BY THE NUMBERS

  
**236**  
ALLOCATED  
DESTINATIONS






      60%  
MEN  
**NUMBER OF  
ENROLLED STUDENTS**  
**466**     40%  
WOMEN

**14**   
**CORPORATE  
PARTNERS**

**2**   
**SOCIAL  
PARTNERS**

**23**   
**ACADEMIC  
PARTNERS**

**NUMBER OF  
ALUMNI**   
**588** 


**50%**     
**MEMBER UNIVERSITIES  
WITH TRIPLE CROWN ACCREDITATION**

**11**   
**STUDENT  
CLUBS**

**16**   
**COUNTRIES  
WHERE YOU'LL FIND QTEM**

**4**   
**CONTINENTS  
WHERE YOU'LL FIND QTEM**



**3**   
AVERAGE NUMBER OF  
**LANGUAGES**  
QTEM STUDENTS SPEAK

**6**      
**CENTRAL  
QTEM MEMBERS**  

 **QDC  
PARTICIPANTS**  
**138** 

HEY, DON'T FORGET TO FOLLOW US!

 **1,174**  
**FACEBOOK  
FOLLOWERS**

 **650**  
**INSTAGRAM  
FOLLOWERS**

 **2,220**  
**LINKEDIN  
FOLLOWERS**

# QTEM

## Student Association (QSA)



**MATTEO DURANTE**

QTEM STUDENT ASSOCIATION  
GLOBAL PRESIDENT

Luiss Guido Carli University

Thanks to the dedication and efforts of the outgoing Board, **the seventh year of the QTEM Student Association (QSA)** was indeed a pivotal one for the QSA. The past Board made a masterful job of driving the association towards a bright new direction while pursuing the values of excellence and international engagement.

This past year was characterized by the first QSA international event held in Frankfurt. This was not only a chance to feel the concreteness of the network from the professional perspective with the Moody's and Morgan Stanley workshops, but on the personal side as well, having the opportunity to debate and share ideas with people from different parts of Europe and beyond. This, jointly with the work of the local club, helped to build an identity and a purpose for the QSA, enhancing the QTEM experience.

The Association grew from the operational standpoint too, creating a first backbone community that could easily help incoming and local students to connect and keep in touch with QTEM and QSA. The fundamentals for a channel to connect with Alumni have been set, a resource we believe could facilitate access to the business world and grasp the full QTEM prestige. This was all done with a systematic social media activity that contributed to the awareness of the QSA.

As a new member of the QSA Executive Board, I shall be delighted to continue to further shape the association. My ambition is to further increase the presence of the QSA and extend the widespread reach of the association with not only single events but also some consistent continuing initiatives.

# QTEM STUDENTS AROUND THE GLOBE

The remarkable spirit and talent of QTEM students connecting around the world is present in the images below. This year, the QSA have been active in organizing various events (online and in person), including the first Student International Meeting that welcomed around 50 students and alumni of the network to the Goethe University in Frankfurt. We look forward to the next Student International Meeting next year in the hope to make it an annual event focused on the cohesion of the student and alumni community. QTEM had the pleasure of hosting the Annual Event and Graduation in Porto, a bigger event that welcomed around 300 participants – it was a joy to see and celebrate the 2022 Samantha Cristoforetti cohort! We look forward to more fun events and experiences together that make the QTEM journey one that informs and inspires.

## STUDENT INTERNATIONAL MEETING



## MEET THE 2022 SAMANTHA CRISTOFORETTI COHORT



## STUDENTS AROUND THE GLOBE

MILAN



OSLO



PARIS



TOKYO



MUNICH



LAUSANNE



NICE



EXETER



# THE GLOBAL BUSINESS ANALYTICS CHALLENGE (GBAC)

## GBAC BY THE NUMBERS

The Global Business Analytics Challenge (GBAC) is successfully growing and evolving. Thanks to the collaboration of Corporate Partner Reacfin and QTEM alumnus Loik-Mael Nys for their continued dedication and efforts to provide QTEM students with online training and workshops that are crucial for students to develop a shared knowledge base, learn digital tools, and enhance their soft skills: all necessary not just for the QTEM Data Challenge (QDC) but for subsequent careers.

155 h

AVERAGE AMOUNT OF TIME  
SPENT ON GBAC



138

NUMBER OF  
GBAC PARTICIPANTS



36%

PERCENTAGE OF FEMALE  
STUDENTS



19

NUMBER OF UNIVERSITIES  
REPRESENTED



29

NUMBER OF NATIONALITIES  
REPRESENTED



69%

PERCENTAGE OF PARTICIPANTS  
STATING GBAC WILL HELP THEIR  
CAREER



40

NUMBER OF  
ALUMNI COACHES



3.6

AVERAGE NUMBER OF  
UNIVERSITIES REPRESENTED IN  
EACH TEAM



1,898 km

NUMBER OF AVERAGE KM  
SEPARATING EACH TEAM  
MEMBER



LOÏK-MAËL  
NYS

QTEM Soft Skills  
Instructor



QTEM alumnus from  
graduating cohort 2017

**QTEM is a long-lasting story, starting in 2015 when I followed the program journey during my Master's Degree.** After graduating and completing the QTEM program, I started to coach dedicated QDC teams for 3-4 years. It was a great pleasure helping these teams tap into their full potential. Hard skills were typically not the issue, since QTEM students tend to excel at playing with quants and data. Yet, insufficient soft skills undermined the quality of their work. Unmastered communication skills impacted the precision and nuances of the insights generated. As a result, the lack of a clear storyline blurred the understanding of the work and its output

This observation is the essence of why I decided to create interactive workshops, designed to enhance communication skills, as a supplement to the QDC preparation. Mastering how to structure communication, translating findings into actionable insights, story-lining a report, and pitching publicly are fundamentals in a professional environment (preparing interviews, reporting as data analyst, pitching to investors, etc).

So how does this new offering further elevate the QTEM learning journey? Simple: due to the ongoing technological boom, successful workers of tomorrow will have to deal with a new paradigm: the more complexity in the background/backend, the greater the simplicity needed for the end-user. Generative AI is built upon billions of parameters, while the user interface should be intuitive enough for a 5-year-old to use it. The more tech and data will underpin all we do, the more simplicity will become the ultimate sophistication. Outstanding performers able to navigate this complexity will be able to work collaboratively in teams, communicate effectively and master quants as easily as their mother tongue. In my view, QTEM is a top-tier talent incubator, offering students this future-proof skillset to positively impact tomorrow's people, businesses, and society.



## LAST YEAR QDC WINNERS

Last year's QDC saw two competitions: **the 2022 Q8 Customer Insight Challenge and the British Red Cross Vulnerability Survey Challenge**. Four teams composed of three or four students from around the globe, presented their analyses and insight on anonymized data to a panel jury of academic and corporate experts at the Porto Annual Event. Congratulations to the winning teams!



**JONAH SELLNER**  
TUM



**LAETITIA PELLEGRINI**  
EDHEC BUSINESS SCHOOL



**MIGUEL OLIVEIRA**  
FEP-U.PORTO

COACHED BY:



**LAURA BRUNO**  
LUISS GUIDO CARLI UNIVERSITY



**DOMINIC ZIMMERMAN**  
GOETHE UNIVERSITY



**EDGAR PEREIRA**  
FEP-U.PORTO



**MIGUEL RODRIQUES DE SOUSA**  
HEC LAUSANNE



**SARA RUOZZO**  
POLITECNICO DI MILANO

COACHED BY:



**SANTIAGO VEINTIMILLA**  
POLITECNICO DI MILANO



**ELLIE RABARISON**  
HEC LAUSANNE



**CAROLINA OLIVEIRA**  
FEP-U.PORTO



**FEDERICO FICORILLI**  
LUISS

COACHED BY:



**MAXIME JAQUIER**  
HEC LAUSANNE



**FRANCESCO DI MARTINO**  
LUISS GUIDO CARLI UNIVERSITY



**XIAO BAI**  
WARWICK BUSINESS SCHOOL



**JIAYU LIU**  
TILBURG UNIVERSITY



**WILLIAM ERY**  
HEC LAUSANNE

COACHED BY:



**STEFANO SALVATORI**  
Q8

## THIS YEAR'S 2022-2023 QDC FINALISTS

*Cartier*

This year, we had the pleasure of our Corporate Partner, **Cartier**, providing the anonymized dataset for a full academic year. Students were challenged to "Dive into the Luxury Industry" and provide valuable and actionable insights to Cartier on their customers and repurchasing habits. Four finalist teams have been selected and will present their business solutions at the 2023 Annual Event in Brussels. We wish all the teams the best of luck in the finale.

### CTA TEAM



**TÚ VÙ**  
TILBURG UNIVERSITY



**CHLOÉ DEVOS**  
SOLVAY BRUSSELS SCHOOL



**ALEKSANDAR STOEV**  
GOETHE UNIVERSITY

COACHED BY:



**INÊS VEIGA**  
FEP-U.PORTO



**SANTIAGO VEINTIMILLA**  
POLITECNICO DI MILANO

### THE RETENTION RESEARCHERS



**LENA HERRMANN**  
GOETHE UNIVERSITY



**STAN VINKEN**  
TILBURG UNIVERSITY



**WEE CHUN LIM**  
EXETER UNIVERSITY

COACHED BY:



**FRANCESCO GIORDANO**  
LUISS GUIDO CARLI

### THE DATA HUNTERS



**LINA AMOUZOU**  
SOLVAY BRUSSELS SCHOOL



**GUILHERME PAULINO**  
FEP-U.PORTO



**ARNO CHAPPATTE**  
HEC LAUSANNE



**EDOARDO LONGO**  
TILBURG UNIVERSITY

COACHED BY:



**YUNMAN JIANG**  
BI NORWEGIAN BUSINESS SCHOOL

### SYNERGY TEAM



**CATALINA COZARIUC**  
UVA



**NICOLAS EON DUVAL**  
HEC LAUSANNE



**LOÏC RAMOISIAUX**  
SOLVAY BRUSSELS SCHOOL



**ENRICO MAROCCO**  
LUISS GUIDO CARLI

COACHED BY:



**PATRICE LÊ**  
HEC LAUSANNE

# QDC ALUMNI COACHES



**LU GUO**

SENIOR ASSOCIATE IN CONSULTING  
PWC NORWAY

QTEM alumnus from graduating  
cohort 2020

**An encouragingly high number of 40 QTEM alumni volunteered to coach QDC teams of which many are returning coaches from previous editions!** This is exactly what makes the QDC experience exceptional: the dedication and expertise of the growing alumni network. The QTEM alumni are well-placed to aid students in their personal, professional and QTEM development. Real-world learning looks like this, and we are grateful for the enthusiastic participation of these alumni.



How many times have you coached a QDC team?

have participated as a QDC coach for all semesters since Fall 2021, so four editions already.

LU



What was it about the QDC that made you want to become a coach?

To be honest, the biggest reason was that I myself enjoyed the challenge quite a lot. I wanted to convey this feeling and share my experience with others. From my point of view, this challenge should not just be about winning, but rather about finding who we are and how we work with others in an online global context. Also, the fact from only knowing each other virtually and becoming friends with like minded people is just the frosting on the cake!

LU



What traits do you think contribute to a winning team?

A team that is driven and motivated, bringing their thoughts together and spending the time in conquering the challenge as a team. It is built up by members that truly wish to work together, to actually see that they all have something to learn from one another and are eventually willing to do so.

LU



How has the GBAC and QDC added value to your current career?

It allows me to learn about how to guide others throughout a project and help them navigate in team environments, to really put myself in their shoes and understand their behavior.

LU



What would you suggest to a future coach?

Try your best to get engaged with the team, as early as possible, in whatever communication channels they prefer. This way, you are able to find out how the team likes to work and then adjust your coaching schedule/manners accordingly. Personally, I believe it helps if you are sincere and truly communicate with them why you yourself enjoyed the process. Then, you will find the coaching experience meaningful and rewarding, no matter the result.

LU

# LINKING QTEM STUDENTS TO THE CORPORATE PARTNERS

McKinsey  
& Company

SEMINAR ON GIVING AND  
RECEIVING FEEDBACK



amazon

VISIT TO A FULFILLMENT  
CENTER



Cartier

ONLINE WEBINAR AND CAREER  
OPPORTUNITIES



Reacfin

SEMINAR ON CLIMATE RISK  
ANALYSIS





# ALUMNI

## TOP REASONS FOR CHOOSING QTEM:

- 1  INTERNATIONAL EXPOSURE
- 2  ANALYTICAL LEARNING
- 3  HIGH SELECTION STANDARDS

## ALUMNI PER INDUSTRY:



- ★ 34% CONSULTING
- ★ 24% FINANCIAL SERVICES & BANKING
- ★ 16% CONSUMER GOODS & SERVICES
- ★ 11% INFORMATION TECHNOLOGY & SERVICES
- ★ 15% OTHER

75%

ALUMNI WHO FOUND A JOB BEFORE GRADUATING

92%

ALUMNI WHO FOUND A JOB WITHIN 3 MONTHS OF GRADUATING



# FROM THE CORPORATE ADVISORY COUNCIL PRESIDENT



**GIULIA LONGO**

MANAGER, TECHNOLOGY-ENABLED  
TRANSFORMATION TEAM,  
EY CONSULTING

QTEM alumna from graduating  
cohort 2017

**Academic year 2022-23 represented a year of growth for the QTEM Network**, as new Corporate Partners were welcomed in the Advisory Council showing their commitment to contribute in shaping the next leadership generation. In October 2022, the QTEM Annual Event was hosted in Porto with an impressive in-person participation of most of the Partners with the aim to discuss feedback and expectations to share with the QTEM General Assembly. This Council saw the most participants and was probably the most lively since I took up this role, proving that QTEM is developing a stronger network of partnerships thanks to their students' profiles and skills - increasingly attractive for firms and NGOs.

Corporate Partners continue also to organize QTEM-exclusive webinars and events and publishing job opportunities on the QTEM recruiting portal. Only this year, we had the "Giving and Receiving Feedback" webinar with McKinsey, the "Climate risk and how to help institutions manage that risk" session with Reacfin, and the "Understanding the use and importance of data at the Maison" event with Cartier. As we recently welcomed two new Corporate Partners as well, Keyrock and Engie, we are all looking forward to more exciting initiatives. In fact, to further underline the active Corporate Partners' commitment in QTEM, I am glad to mention that the GBAC used anonymized data from Corporate Partner Cartier in 22-23, while the 23-24 GBAC edition will use anonymized data from Keyrock. An actively continuing presence of Partners in the GBAC is a positive signal demonstrating the role of data in business and the relevancy of the QTEM program.

This is my final year as the President of the Corporate Advisory Council and I am happy to leave the role with a strong foundation upon which QTEM and its Partners, both Corporate and Academic, can continue to grow. Together we have built a strong legacy and an expansive network that can provide students with significant opportunities to grow in their career, and businesses with a large pool of talent coming from the QTEM program. During this role I have been passionate not only about finding the best ways for Corporates to interact with each other and with the Network, but also about supporting QTEM students and alumni to grow their careers and achieve their ambitions through QTEM. I am pleased that there are some visible, tangible results that show that this is happening. There is, of course, a lot more that QTEM and Corporate Partners can do together to continue to expand the Network, but I am confident that these relationships will continue to move from strength to strength in the years to come.



# ACADEMIC PARTNERS

# CORPORATE & SOCIAL PARTNERS



# CONTACT



LinkedIn




Facebook



Instagram



 Avenue Franklin Roosevelt, 50, P.O BOX CP 135  
1050 Brussels, Belgium

