

EDOARDO TERRA

AUTOMATION · COMPLIANCE · DATA · FINANCE

Ideas turned into systems.

A focused archive of professional, academic and independent projects. Each entry explains the operating problem, the design logic and the value the work was intended to create — across automation, compliance, data, finance, strategy and digital products.

ARCHIVE	23 documented builds · 22 detailed in this dossier
DOMAINS	Professional · Academic · Independent
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OVERVIEW / PROJECT REGISTRY

The archive at a glance.

The registry connects professional, academic and independent builds. Professional systems come from real workflows in energy and banking; academic research spans quantitative finance, regulation, supply chains and strategy; independent builds combine product design, fintech and Python-based quantitative research.

PROJECT DOMAINS

01 / Systems	Automation + workflow
02 / Controls	Compliance + governance
03 / Intelligence	Data + analytics
04 / Models	Finance + research

REGISTRY

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01 / PROFESSIONAL

Operational systems

Projects developed around real workflows in energy and banking: automation, reconciliation, compliance evidence, reporting, process mapping and portfolio governance.

8 PROJECTS

01 – Q8 • AUTOMATION

Letters of Contestation Automation Workflow

Q8 / Sales Support & Operations • 2025–present • Q8-CON-01

CONTEXT / CHALLENGE

The starting point was a fragmented operational sequence in which information could arrive through different channels, be interpreted manually and then be copied into reporting, correspondence and follow-up activities. The project treats the contestation letter not as a single document, but as the final output of a wider process involving data quality, classification, ownership, approvals and communication traceability.

DESIGN / APPROACH

The workflow was designed around structured intake, a common signal taxonomy and a controlled hand-off between front-office and back-office users. Microsoft Forms and Excel provide a consistent entry layer; Power Automate coordinates routing and document preparation; SharePoint supports evidence and version control; Word templates and Outlook translate the structured record into an operational communication. Power BI then turns process outputs into a view of volumes, categories, status and bottlenecks.

PURPOSE / VALUE

The intended result is a faster and more auditable process in which each case can be followed from initial signal to final communication. Beyond reducing repetitive work, the project establishes a reusable operating model: common data, clear responsibilities and a measurable workflow that can be improved over time rather than managed through isolated files and inboxes.

STACK	Power Automate	Power BI	Microsoft Forms	Excel	SharePoint
	Word templates	Outlook			

02 – Q8 • FINANCE CONTROL

Invoice Progressivity Control & SAP/Siebel Reconciliation

Servizi e Gestione Italia / Kuwait Petroleum Italia • 2025–present • Q8-FIN-02

CONTEXT / CHALLENGE

Invoice-progressivity control requires consistency across systems that were not created as a single analytical environment. Extracts from SAP and Siebel may represent different moments of the same commercial process, so the real challenge is not merely comparing two lists: it is defining the rules that make differences meaningful and distinguishing timing effects from genuine anomalies.

DESIGN / APPROACH

The project combines structured extracts, Power Query transformations and VBA-supported controls to create a repeatable reconciliation chain. Records are normalised before comparison, progressivity rules are applied consistently and exceptions are isolated for review. The design also considers how results should be communicated, so that the control does not end with a technical output but produces an operationally usable exception list and follow-up trail.

PURPOSE / VALUE

The project is intended to reduce manual verification while strengthening the reliability of financial controls. Its broader value lies in converting tacit knowledge into explicit logic: the reconciliation becomes

reproducible, easier to audit and less dependent on individual interpretation, while exceptions receive attention in a more targeted way.

STACK Excel · VBA / Macros · SAP · Siebel · Power Query · Outlook

03 — Q8 · COMPLIANCE

UTF Register Closing End-to-End Digital Workflow

Q8 / Operations · 2025-present · Q8-UTF-03

CONTEXT / CHALLENGE

Register closing is a compliance-sensitive process with a number of small but interdependent activities: collecting documents, completing checks, preparing formal communications, tracking submissions and retaining evidence. When these steps are distributed across folders, spreadsheets and email, the risk is not only inefficiency but also incomplete traceability.

DESIGN / APPROACH

The workflow maps the full process from preparation to archival. Excel and structured checklists support operational validation; Power Automate coordinates reminders and status changes; SharePoint provides a controlled repository; Outlook and PEC remain the formal communication layer; VBA supports repetitive preparation activities where appropriate. The project gives particular attention to ownership and evidence, so that each closing can be reconstructed without relying on memory.

PURPOSE / VALUE

The desired outcome is a controlled digital process with fewer manual transitions, clearer responsibilities and stronger visibility over pending actions. The same design principles can also be reused for other recurring compliance workflows in which formal submissions, deadlines and documentary evidence must remain aligned.

STACK Excel · Power Automate · SharePoint · Outlook / PEC · VBA · Digital workflow mapping

04 — Q8 · ANALYTICS

Commercial Operations Reporting & Process Visibility Dashboard

Q8 / Sales Support & Operations · 2025-present · Q8-ANL-04

CONTEXT / CHALLENGE

Operational teams often generate large quantities of data without gaining a shared view of what requires attention. Individual files may explain a single activity, but management needs a coherent picture of workload, status, recurring signals and bottlenecks. The project addresses the gap between data production and operational decision-making.

DESIGN / APPROACH

The reporting layer consolidates workflow outputs and operational datasets through Power Query and structured Excel models before presenting them in Power BI. The design focuses on practical questions: what is pending, where delays accumulate, which categories recur, who owns the next action and how the process is evolving over time. Visual hierarchy is used to separate monitoring indicators from diagnostic detail.

PURPOSE / VALUE

The dashboard is intended to become a common reference point for operational conversations. Instead of using reporting as a retrospective description, the project positions it as an active governance tool that supports prioritisation, escalation and continuous process improvement.

STACK	Power BI	Power Query	Excel	SharePoint	Data modelling
Dashboard design					

05 – ICCREA · REPORTING

JST Reporting Automation Workflow

Gruppo BCC Iccrea · 2024-2025 · ICCREA-REP-01

CONTEXT / CHALLENGE

Recurring banking reporting can involve multiple process owners, different submission formats and a high dependence on manual consolidation. The complexity is created less by any single file than by the coordination problem: knowing what has arrived, what is still missing, whether the information is complete and who must act next.

DESIGN / APPROACH

The project defines a structured collection and monitoring model using Excel, Smartsheet, Power Query and Power BI. Inputs are standardised, ownership is made visible and status logic is separated from the reporting content itself. Automation features support reminders and workflow progression, while the dashboard layer provides a consolidated management view of deadlines and completion.

PURPOSE / VALUE

The intended benefit is a more traceable reporting cycle with less repetitive follow-up and fewer opportunities for inconsistent consolidation. It also creates a clearer basis for governance, because delays and dependencies can be discussed through a shared view rather than reconstructed from email exchanges.

STACK	Excel	Power Query	Power BI	Smartsheet	Smartsheet automations
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06 – ICCREA · CREDIT

Commercial Credit Checklist Digitalisation

Gruppo BCC Iccrea · 2024-2025 · ICCREA-CRED-02

CONTEXT / CHALLENGE

Credit-process checklists are effective only when required steps, evidence and accountability are applied consistently. A static checklist can record completion, but it may not provide enough visibility into missing evidence, ownership, sequencing or repeated exceptions across cases.

DESIGN / APPROACH

The project converts the checklist into a structured digital framework. Forms and Smartsheet capture required information, automation supports follow-up and progression, Excel provides flexible control logic and Power BI offers an aggregated view of execution. The model is designed to preserve the discipline of a control checklist while adding traceability and management visibility.

PURPOSE / VALUE

The desired result is more consistent control execution and a simpler review process. By standardising what must be collected and how completion is recorded, the project supports stronger governance without adding unnecessary complexity for users performing the operational work.

STACK	Smartsheet	Smartsheet automations	Microsoft Forms	Excel	Power BI
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07 — ICCREA · MAPPING

As-Is / To-Be Process Survey and Mapping Tracker

Gruppo BCC Iccrea · 2024-2025 · ICCREA-PROC-03

CONTEXT / CHALLENGE

Process redesign depends on reliable information about how work is actually performed. Workshops alone can produce partial or inconsistent pictures, especially when different teams describe the same process from their own perspective. The project addresses the need for a structured evidence base before proposing a future-state model.

DESIGN / APPROACH

A survey and tracking framework collects process steps, pain points, volumes, dependencies, systems and ownership in a comparable format. Microsoft Forms supports distributed collection, while Smartsheet and Excel organise the information for validation. Power Query and Power BI then help identify recurring themes and support the transition from individual observations to an as-is map and prioritised to-be opportunities.

PURPOSE / VALUE

The project is designed to make process redesign more transparent and less opinion-driven. It creates a shared source of information that can be reviewed with stakeholders, linked to measurable problems and used to define improvement priorities with clearer rationale.

STACK Microsoft Forms · Smartsheet · Excel · Power Query · Power BI

08 — ICCREA · KPI

Process Performance and Risk Monitoring Dashboard

Gruppo BCC Iccrea · 2024-2025 · ICCREA-KPI-04

CONTEXT / CHALLENGE

Improvement initiatives can lose momentum when status, operational risk and ownership are tracked separately. Decision-makers need a concise view that distinguishes routine progress from issues requiring intervention, while process owners need enough detail to understand what action is expected.

DESIGN / APPROACH

The dashboard combines workflow status, completion trends, risk indicators and action ownership through a Power BI model supported by Power Query, Excel and Smartsheet data. Measures are structured to move from portfolio overview to initiative-level diagnosis. The visual design prioritises exceptions, overdue actions and emerging bottlenecks rather than presenting every available metric with equal weight.

PURPOSE / VALUE

The intended outcome is faster and more focused governance. By creating a single visual language for progress and risk, the project supports earlier corrective action and more productive discussions between project owners, process teams and management.

STACK Power BI · Power Query · Excel · Smartsheet · KPI modelling

02 / ACADEMIC

Applied research

Research and coursework connecting quantitative finance, regulation, supply chains, strategy and international business with practical analytical frameworks.

11 PROJECTS

10 — SAPIENZA · AI

Deutsche Bank — Sentiment Analysis in the Banking World

Sapienza University of Rome · A.Y. 2022/2023 · SAPIENZA-AICM-01

CONTEXT / CHALLENGE

Banking stress is shaped by both fundamentals and perception. During periods of uncertainty, negative news, market narratives and investor behaviour can reinforce volatility, making it useful to examine how sentiment moves alongside equity prices and broader indices rather than looking at price changes in isolation.

DESIGN / APPROACH

The project studies the fall in Deutsche Bank shares within the wider context of banking-sector stress. Market data, correlations and visual analysis are used to compare the bank's performance with relevant benchmarks and to interpret how negative sentiment may have interacted with volatility. The work is structured as an applied market-analysis exercise rather than a purely theoretical discussion.

PURPOSE / VALUE

The project demonstrates how sentiment can be incorporated into financial interpretation and risk monitoring. Its value lies in connecting narrative information with observable market behaviour, while remaining careful not to treat correlation as proof of causality.

STACK	Microsoft Excel	Market data analysis	Correlation analysis	Sentiment analysis
	Data visualisation			

11 — SAPIENZA · FINTECH

Robo-advisors — A Study on Robo-Optimization

Sapienza University of Rome · MSc coursework · SAPIENZA-IBCM-02

CONTEXT / CHALLENGE

Robo-advisory promises scalable and consistent portfolio guidance, but automated recommendations still depend on model assumptions, user inputs and regulatory constraints. The project examines the tension between efficiency and model risk rather than treating automation as automatically superior to human advice.

DESIGN / APPROACH

The analysis combines a review of robo-advisory platforms with Python-based portfolio allocation. Markowitz optimisation and comparative scenarios are used to explore how automated logic translates risk preferences into portfolio weights. The work also considers bias, data limitations, suitability questions and the difference between mathematical optimisation and a complete advisory relationship.

PURPOSE / VALUE

The project provides a balanced view of AI-assisted financial advice. It shows where automation can improve productivity and consistency, while identifying the controls and human judgement required when models are applied to real investor objectives.

STACK Python · pandas · NumPy · Matplotlib · Markowitz optimisation · Allocation model

12 – LUISS · REGULATION

Recovery Prospectus and Prospectus Regulation

LUISS Guido Carli · A.Y. 2021/2022 · LUISS-MLR-01

CONTEXT / CHALLENGE

Capital-market regulation must protect investors without making access to funding unnecessarily slow or expensive. This balance became particularly relevant in stressed market conditions and in the regulatory divergence that followed Brexit.

DESIGN / APPROACH

The project compares EU and UK prospectus frameworks, examines the role of the EU Recovery Prospectus and uses regulatory sources and market information to understand the policy trade-offs. The analysis connects legal requirements with their practical financial consequences for issuers, investors and market efficiency.

PURPOSE / VALUE

The work develops an integrated legal-financial perspective. Rather than discussing regulation as a list of rules, it evaluates how disclosure, proportionality and speed of issuance influence confidence and access to capital during periods when markets require both protection and flexibility.

STACK PowerPoint · Word · Excel · Regulatory research · ESMA / CONSOB data

13 – LUISS · QUANT

Portfolio Optimisation, PCA and Efficient Frontier

LUISS Guido Carli · A.Y. 2021/2022 · LUISS-QMF-02

CONTEXT / CHALLENGE

Portfolio construction requires decisions under uncertainty, where historical returns, covariance and constraints can produce unstable or difficult-to-interpret allocations. The project explores how quantitative techniques can support those decisions while making their assumptions visible.

DESIGN / APPROACH

Python is used to obtain and prepare market data, estimate risk-return relationships, apply principal component analysis and construct efficient frontiers. Scenarios with and without short-selling constraints allow the analysis to compare theoretical flexibility with more realistic portfolio rules. Visualisation is used to explain the relationship between diversification, factor structure and portfolio choice.

PURPOSE / VALUE

The project translates financial theory into an executable analytical workflow. It demonstrates not only how to calculate an efficient portfolio, but also how modelling choices and constraints change the result and therefore must be interpreted rather than accepted mechanically.

STACK Python · pandas · NumPy · yfinance · scikit-learn PCA · SciPy · Matplotlib

14 — ÖREBRO · SUPPLY CHAIN

RFID Technology and Lean Supply Chain Strategy

Örebro Business School · Jan 2021 · OREBRO-SCM-03

CONTEXT / CHALLENGE

Lean supply chains aim to reduce waste and improve flow, but they also depend on timely and accurate information. RFID can increase visibility, yet its value depends on process integration, adoption costs and the ability to convert tracking data into operational decisions.

DESIGN / APPROACH

The project reviews peer-reviewed research on RFID and maps the technology against lean supply-chain objectives. It considers visibility, inventory accuracy, process speed and waste reduction, while also examining integration conditions and organisational barriers. The analysis avoids treating the technology as a standalone solution and instead places it within a wider operating model.

PURPOSE / VALUE

The work clarifies when RFID adoption can support lean performance and when it may add complexity without sufficient benefit. It develops a structured way to evaluate technology through process needs, implementation conditions and expected operational value.

STACK	Word	Literature review	Peer-reviewed sources	Lean framework	RFID
	process mapping				

15 — ÖREBRO · LOGISTICS

The Impact of COVID-19 on the Supply Chain

Örebro Business School · Dec 2020 · OREBRO-LOG-02

CONTEXT / CHALLENGE

The COVID-19 crisis disrupted production, transportation and demand simultaneously, exposing the vulnerability of globally distributed supply chains. The project examines how a health emergency became an operational and economic shock across multiple layers of logistics.

DESIGN / APPROACH

The analysis draws on logistics frameworks, institutional sources and case evidence to describe interruptions in transport flows, supplier continuity and market access. It considers the interaction between concentration risk, limited visibility, inventory strategies and the need for rapid adaptation during a period of exceptional uncertainty.

PURPOSE / VALUE

The project frames resilience as a design question rather than a temporary response. It highlights why continuity planning, diversified sourcing, information visibility and flexible logistics models became central strategic issues for organisations operating across borders.

STACK	Word	Literature review	Logistics frameworks	World Bank / IFC sources
	Case analysis			

16 — ÖREBRO · MARKETING

Globalisation Strategies and B2B Export Channel Alliances

Örebro Business School · Oct 2020 · OREBRO-GM-06

CONTEXT / CHALLENGE

International growth requires more than choosing a new market. Born-global firms and technology companies must build relationships across cultural and institutional differences, where trust and commitment influence whether an export alliance can operate effectively.

DESIGN / APPROACH

The project reviews academic work on internationalisation and applies cross-cultural frameworks to B2B export-channel relationships. It examines how cooperation, communication and expectations may change across markets and how those differences affect alliance design and market-entry decisions.

PURPOSE / VALUE

The work connects strategy with relationship management. It shows that a strong product or technology is not sufficient on its own: international performance also depends on how partners coordinate, share risk and build trust over time.

STACK Word · Academic article review · Hofstede framework · B2B alliance analysis · Cross-cultural analysis

17 — ÖREBRO · B2B**Business Consultants for Datacorp**

Örebro Business School · Oct 2020 · ÖREBRO-B2B-04

CONTEXT / CHALLENGE

Datacorp's case presents a network of distributors, suppliers and other business actors whose relationships are shaped by different levels of power and dependence. The core problem is understanding how those relationships affect communication, trust and strategic control.

DESIGN / APPROACH

The project maps the B2B network and analyses the position, interests and dependencies of the main actors. Power-dependence logic is used to identify where relationships may become unbalanced and where governance or communication mechanisms require improvement. Findings are translated into a consulting-style presentation rather than remaining only as academic analysis.

PURPOSE / VALUE

The project demonstrates how network structure influences business performance. It develops the ability to move from a complex case narrative to a clear relationship map and then to practical recommendations for managing strategic partners.

STACK PowerPoint · Word · B2B network analysis · Power-dependence mapping · Case presentation

18 — ÖREBRO · CSR**H&M — Ethical and Sustainable Responsibilities**

Örebro Business School · Sep 2020 · ÖREBRO-IM-01

CONTEXT / CHALLENGE

Global fashion supply chains create a persistent tension between cost, speed, commercial growth and social responsibility. Public commitments to sustainability must be evaluated against the practical governance of suppliers, labour conditions and accountability across multiple countries.

DESIGN / APPROACH

The project uses CSR frameworks and academic sources to examine H&M as a multinational case. It considers the relationship between brand objectives, supply-chain structure and ethical responsibilities, focusing on how commitments are translated into standards, monitoring and stakeholder expectations.

PURPOSE / VALUE

The analysis avoids reducing sustainability to communication. It frames responsible business as an operational governance problem and highlights the importance of measurable controls, transparency and alignment between commercial incentives and social commitments.

STACK Word · Literature review · CSR frameworks · Case analysis · Academic sources

19 — ÖREBRO · STRATEGY

Alibaba vs Tencent — China's M-Commerce Space

Örebro Business School · 2020 · ÖREBRO-GM-05

CONTEXT / CHALLENGE

China's mobile-commerce market is shaped by platform ecosystems rather than isolated products. Alibaba and Tencent compete through payments, social networks, partnerships and complementary services, making competitive advantage a question of ecosystem position and user behaviour.

DESIGN / APPROACH

The project analyses the two companies through a strategic case framework, comparing their assets, partnerships and routes into mobile commerce. Attention is given to how existing platforms create distribution advantages and how ecosystem design can influence customer acquisition, retention and cross-service integration.

PURPOSE / VALUE

The work develops an understanding of platform competition in digital markets. It shows why conventional product-by-product comparisons may be insufficient when firms compete through interconnected services, data and network effects.

STACK Word · Case analysis · Market research · Competitive strategy framework · Platform analysis

20 — ÖREBRO · BRAND

Case Seminar — Global Brand Competitiveness

Örebro Business School · 2020 · ÖREBRO-GM-07

CONTEXT / CHALLENGE

Global brands must preserve a recognisable identity while adapting to markets with different customer expectations, competitive structures and institutional conditions. Strategic alliances can support local access, but they can also complicate control and positioning.

DESIGN / APPROACH

The case seminar examines international competitiveness through brand positioning, market clusters and alliance frameworks. The analysis considers which elements of a brand should remain standardised and where local partnerships or adaptation may strengthen market relevance.

PURPOSE / VALUE

The project develops a structured approach to international brand decisions. It connects high-level strategy with practical questions about market entry, partnership selection and the balance between consistency and local responsiveness.

STACK Word · Case-study method · Strategic alliance framework · Brand positioning analysis · Market-cluster analysis

03 / INDEPENDENT

Products & experiments

Independent work combining product thinking, fintech, climate technology, market intelligence and Python-based quantitative research.

3 PROJECTS

21 — HACKATHON · FINTECH

Visa Climate Tech Hackathon — Sustainability Concierge

Visa Climate Tech Hackathon · Final Deck · STANDALONE-VISA-01

CONTEXT / CHALLENGE

Households may want to make more sustainable energy choices but often face fragmented information, complex provider comparisons and limited visibility over how consumption or bills change. The challenge was to design a service that could make those decisions easier without undermining privacy or trust.

DESIGN / APPROACH

The concept proposes a consumer-facing sustainability concierge within the Visa ecosystem. The project combines market research, scenario analysis, a chatbot interaction model and a Figma demonstration to explore provider comparison, home-energy insights and monitoring of changes in bills or consumption. A KPI framework and PESTLE analysis are used to test desirability, feasibility and wider market conditions.

PURPOSE / VALUE

The intended service connects climate objectives with a practical consumer benefit: clearer choices and potential household savings. The project also recognises that adoption depends on transparent data use, credible recommendations and an experience simple enough to fit into everyday financial behaviour.

STACK	PowerPoint	Figma demo	Chatbot concept design	Market survey	KPI
framework	Scenario analysis	PESTLE	API / open-banking concept		

22 — VENTURE · FOUNDER

HireWatch.eu — European Hiring Intelligence Platform

Founder & builder · Independent digital venture · 2026 · STANDALONE-HIREWATCH-02 · hirewatch.eu

CONTEXT / CHALLENGE

Candidates invest substantial time in recruitment processes while having limited information about how an employer actually communicates, provides feedback or handles salary transparency. Existing employer-review formats rarely isolate the hiring journey itself, leaving a specific information asymmetry before an application is submitted.

DESIGN / APPROACH

HireWatch.eu was conceived and built as a candidate-first intelligence platform. The work covers product positioning, information architecture, company pages, anonymous report design, a candidate-experience taxonomy and signal logic around interview speed, ghosting risk, feedback quality, clarity and fairness. The platform is framed as a hiring radar: its purpose is to structure repeated signals rather than reproduce unorganised comments.

PURPOSE / VALUE

The long-term objective is to create a free and transparent market-intelligence layer for European recruitment. For candidates, this can support better allocation of time and more informed application decisions. For employers, aggregated signals can expose recurring weaknesses and encourage more accountable hiring practices. As an independent venture, the project also combines product design, research, data structure and public communication in a single end-to-end build.

STACK Web platform · Company database · Anonymous reports · Signal scoring ·
Ranking logic · Candidate-experience taxonomy · EU market intelligence · Community
feedback loop

23 — RESEARCH · QUANT

Market Analytics & Option Pricing Research Portfolio

Python-based research · QR-MKT-01

CONTEXT / CHALLENGE

Quantitative models provide a disciplined way to interpret markets, but theoretical prices and statistical relationships do not always align with observed behaviour. The research stream explores that gap across volatility, market statistics and option pricing.

DESIGN / APPROACH

Python-based notebooks and datasets are used to prepare market data, estimate statistical relationships, implement pricing logic and compare model outputs with market observations. pandas and NumPy support data preparation, statsmodels and scikit-learn support analysis, and Plotly is used where interactive visualisation improves interpretation.

PURPOSE / VALUE

The portfolio is designed to demonstrate the complete analytical chain: obtaining data, defining assumptions, implementing a model, testing results and explaining discrepancies. Its emphasis is not only on producing a number, but on understanding what the model captures, what it omits and how market conditions influence the difference between theory and observation.

STACK Python · pandas · NumPy · statsmodels · scikit-learn · Plotly ·
CSV market data

END OF PROJECT ARCHIVE

This dossier documents the operating problem, design logic and intended value of each build. The complete CV and the live project lab remain available online; the focus here is intentionally on the projects themselves.

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