



## SFI Knowledge Catalyst — Connect with Students Impact Story

# A Great Deal

**Credit Suisse was in need of support in the area of market management and regulatory initiatives for Latin America. So they took a chance on SFI student Diego Fuentes—and were more than pleasantly surprised.**

### Challenge

"At the beginning of 2015 we were in a difficult situation," say Luca Bernasconi and René-Michel Jost, from Credit Suisse Private Banking Latin America in Zurich. "We had many time-critical projects for our markets, but limited resources. A colleague suggested we hire a Master's student through Swiss Finance Institute (SFI) to help out. It wasn't something we had much experience with, and—to be honest—we were a bit skeptical. But ultimately we thought the added support could only be beneficial."

### Solution

Through the SFI Knowledge Catalyst, they were connected with student Diego Fuentes—and brought him into the team. Diego turned out to be a perfect match. He had the skills needed to handle the highly technical, data-heavy Latin American region tax and market management tasks the team was facing. He also spoke five languages, was a real self-starter, and proved popular with his colleagues. "Diego fit in so quickly here, most people didn't realize he was a student. We soon started giving him extra, more difficult assignments," says Bernasconi.

### Results

What began with a certain degree of trepidation ended up being a success. Fuentes's contract was extended, and in April 2016 he will take up a permanent position in the framework of Credit Suisse's Career Starter program. It has also been a two-way street. At Credit Suisse, Fuentes was able to work on challenging projects and to find a mentor and receive coaching regarding his Master's thesis. Credit Suisse, meanwhile, gained access to a talented student—soon to become a talented employee—to help support its business. "We really enjoyed working with SFI," adds Bernasconi. "That they could provide us with someone of Diego's competency was beyond our expectations."



**"Diego is not afraid to ask questions; but he is also not afraid to challenge us on things. I wonder sometimes who is learning from whom!"**

Luca Bernasconi, Regulatory and Tax Initiatives, Credit Suisse AG.

### SFI Knowledge Catalyst

The Knowledge Catalyst is a three-way project between a Master's or PhD student, a corporate partner, and a supervising SFI professor. Students are selected to conduct research projects for companies while being supervised by a dedicated member of SFI's academic faculty.

### Contact

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