



Anna's
STORY

Anna's STORY

LEVEL
20

My name is Anna Silvestri and I am an Investment Associate at Jacobs Holding. At Jacob's we invest 300-500 million equity tickets in control/co-control situations in healthcare, consumer and services.

Born and raised in Italy, I worked in banking and consulting before transitioning into private equity.

My first experience in PE was through an internship during my MBA, which I found incredibly rewarding and ultimately led me to pursue it full-time.

I highly recommend an internship in the field to anyone considering this career path – it's a great way to test if it's the right fit!

Anna's STORY

LEVEL
20

What motivated you to pursue a career in private equity?

Firstly, the entrepreneurial aspect of private equity was attractive to me. I grew up in an entrepreneurial family, and the ability to shape businesses and drive value creation has always fascinated me.

Secondly, the opportunity to constantly learn. Private equity requires deep curiosity—you explore different industries, analyse various business models, and approach due diligence like an explorer, solving problems and uncovering insights every day.

Finally, the people! You work alongside incredibly smart individuals—both as colleagues and within portfolio companies. This is a people-driven industry, much more than some might realize.

Anna's STORY

LEVEL
20

Did you have a good awareness of what Private Equity was prior to joining the industry? Did you have any misconceptions of the industry before joining?

I first became aware of private equity during my studies. I was fortunate to have an excellent professor for my private equity class, who not only sparked my interest in the field but also persuaded me to write my master's thesis on the topic. His insights and guidance played a key role in my decision to pursue a career in the industry.

Before joining, I had some misconceptions—like many, I initially thought private equity was purely about financial engineering. However, I quickly realized that it's much more than that. It's about strategy, operational improvements, and working closely with management teams to drive long-term value.

Anna's STORY

LEVEL
20

What interests you about investing in healthcare, consumer and services as you do?

I manage a portfolio operating in the education space and one in the healthcare sector. What I find most compelling about these industries is their direct and meaningful impact on people's lives. Education shapes future generations, while healthcare improves quality of life and well-being. Investing in these spaces allows me to contribute to businesses that drive positive change, while also navigating the unique challenges and opportunities these sectors present.

We focus on Europe, and while I've worked on deals across all major countries in the region, I spend most of my time on transactions in Southern Europe. This market presents unique opportunities and challenges, requiring a deep understanding of local business dynamics, regulatory environments, and cultural nuances.

Anna's STORY

LEVEL
20

Private equity is extremely competitive – how have you approached career opportunities when they've arisen?

I approach career opportunities with a combination of readiness and strategic thinking.

Given how competitive the industry is, I focus on continuously developing my skills and building strong relationships. For example, I recently took a course on how AI is impacting the alternative investments industry. When opportunities arise, I make sure to evaluate them also on how they align with my long-term career goals.

Additionally, I try to remain flexible and open to new challenges – this approach has helped me to take advantage of opportunities that might have otherwise passed by.

Anna's **STORY**

LEVEL
20

I'm fortunate to work with a group of supportive colleagues who value diverse perspectives. I believe that increasing representation will benefit both the firms and the investments we make.

Anna's STORY

LEVEL
20

What advice would you give to women who want to move into a role in private equity? What skills or experiences are most important to succeed in the industry?

My advice would be to be confident in your abilities and pursue the opportunities that excite you, even if you don't feel fully ready.

Of course analytical thinking, and financial modelling are important, but what truly sets people apart is the ability to think critically, solve problems creatively, and communicate effectively. Also, don't underestimate the importance of emotional intelligence – building relationships, managing conflicts, and working collaboratively are vital to success in the industry.

Anna's STORY

LEVEL
20

Do you have any advice for networking? How can you grow your network before getting into the industry?

Networking is about building genuine relationships rather than just making contacts.

My advice would be to seek out opportunities to meet people within the industry. For example, I try to attend conferences and events but also more informal gatherings whenever I can.

Even before entering the industry, you can start building your network by joining students clubs, connecting with professionals on LinkedIn, and reaching out to people you admire.

Anna's STORY

LEVEL
20

What are some of things you're most proud of achieving in your career?

Honestly, the thing I'm most proud is that I wake up every day feeling genuinely happy with my job.

It's incredibly fulfilling to be in a role where I feel challenged, motivated, and aligned with my values. For me, that sense of fulfilment and purpose is the greatest achievement.