

WORK EXPERIENCE

A WORD ON MYSELF

With a background in **Innovation Management and Sustainability**, my professional experience brought me to apply my research & scouting skills and my analytical capabilities toward **identifying innovative (digital) solutions to overcome BUS' problems** or penetrate new markets.

I specialized in **Open Innovation for Sustainability and Decarbonization** in the **Energy** Industry, and I worked on **corporate intrapreneurship and venture building initiatives**.

In my daily job I am driven by **curiosity, openness** and by a deep love for **innovations in the sustainable as well as industrial domain**.

Alongside that, I always care to be pragmatic and **efficient** so to **bring results in a timely manner**.

I root my actions on the values of **communication and collaboration**, having a natural tendency to challenge (corporate or interpersonal) silos.

Fincantieri SPA - Milano

Open Innovation, Ecosystems & Hubs Expert (*Apr 2025 – Present*):

I work in the Open Innovation unit of the Corporate Innovation Department, catering for external (non conventional) solution & startups scouting to answer business needs identified across the Group's Business Lines and subsidiaries. Also, I oversee the collaborations with academic and research entities to enrich Fincantieri Group's Research & Innovation agenda, ensuring that collaborative research projects are selected and designed to be consistently aligned with industrialization goals.

Cariplo Factory - Milano

Innovation Manager (*Nov 2023 – Mar 2025*):

As Innovation Manager, I catered for the PMO of Open Innovation and Corporate Venture Building (CVB) projects for some of the most relevant corporate clients of the company in the Energy industry. More specifically, I acted as Key Account Manager for the Open Innovation team of the main Gas retailer in Italy, supporting them with scouting services, Intrapreneurship programs and Innovation culture workshops. I was Project Manager of and entrepreneurial upskilling & incubation initiative taking place in Congo Republic and for a CVB stream, both promoted by the leading O&G company in Italy.

Doctolib Italy - Milano

Operations Excellence Associate (*Apr 2023 – Nov 2023*):

I used to improve efficiency of post-sales teams by proposing incentives schemes and establishing performance monitoring KPIs, while ensuring user satisfaction and traction. This implied collaborating with multiple teams to enable change management.

Go To Market Strategy Associate (*Mar 2022 – Mar 2023*):

I was in charge of steering the GTM strategy to penetrate the Dental market: I used to analyze target users' pain-points and value drivers to refine Unique Selling Points as well as the pricing, while monitoring competitors and scouting partnerships opportunities.

Eni Spa - San Donato Milanese, MI

Open Innovation Specialist (*Jan 2019- Mar 2022*):

In the Digital Strategy, Innovation and Demand Management Team I was focused on applying Open Innovation for decarbonization and energy transition goals, by searching innovative digital/IoT solutions internationally to propose to internal stakeholders to speed up the attainment of strategic goals. I worked on the launch of Innovation challenges with innovation brokers and I supported as Project Manager some Proof of Concepts within Eni's industrial environment.

Startup Acceleration Associate in Eni Joule (*Feb 2020- Mar 2022*):

I worked on the incubation / acceleration of sustainability ventures by evaluating project proposals and by curating the assessment of Circularity & Social Impact potential, delivering coaching documents and sessions to help ventures in delivering their value proposition to potential investors.

The European House Ambrosetti - Milano

Business Analyst (*Oct 2017 – Dec 2018*):

In the Business Acceleration Practice I worked on Open Innovation & Intrapreneurship programs to promote innovative skills among corporate employees working with Design Thinking and Lean Startup tools. For the Sustainability Practice I worked on materiality assessments and scenario analyses according to international reporting standards.

U-Hopper - Trento

Business Development intern (*Jun 2016 - Sept 2016*):

I worked to identify and validate new target segments for a new digital product by working with prospect clients on their pain-points and expectations. My work implied building the business model for the solution by testing business assumptions by means of the Javelin Board's Experiment and Lean Launchpad's tools.

LANGUAGES

- **Italian:** mother tongue
- **English:** advanced (C1 level)
- **French:** basic (B1 level)

IT SKILLS

- Ms Office (Word, Excel, PowerPoint) - mastered
- GoogleSuite - mastered
- ECDL certification
- Salesforce - basic usage
- Stata - intermediate usage

ADDITIONAL ACTIVITIES

- 2024/08 – Present: **Tutor for the Management & Entrepreneurship labs** for the NEST college in Trento
- 2019/11: Paper ‘**Open Innovation as Enabling Paradigm to Empower Digital Transformation in Oil & Gas Organizations**’, presented at *Abu Dhabi International Petroleum Exhibition and Conference*
- 2019/10: Contributor (author of 2 chapters) into Piccaluga, A., Di Minin, A. & Marullo, C. (2019). ***Il gioco degli opposti: Storie di innovazione italiana*** - EGEA spa
- 2017-2019) Writer for the **blog ‘#Fuoriclasse’** for Nòva, Il Sole 24 Ore online

EDUCATION

- 2012–2018: Scuola Superiore Sant’Anna di Pisa - **Master Diploma as Honor Student in Economics & Business Administration** (100/100): *the School, upon a national-level selection, allows 50 students per year to take part into a high-quality course of studies parallel to the ones in the main University and to access additional education and internship opportunities*
- 2015–2017: Università di Trento jointly with Scuola Superiore Sant’Anna - **Master Degree in Innovation Management** (110/110 cum Laude)
- 2012–2015: University of Pisa - **Bachelor Degree in Business and Administration** (110/110 cum Laude and “Encomio”)
- July14: **London School of Economics – Summer School “MG250: E-business in the digital age”** (Final grade: A)
- 2007–2012: Liceo Scientifico Federico Enriques Livorno - **Maturità Scientifica, indirizzo PNI** (Piano Nazionale Informatica) (100/100 cum laude)