



## Curriculum Vitae Europass

### PERSONAL INFORMATION

Name **Garibbo Vittorio Maria**  
Nationality  
Date of Birth  
Sex

### SUMMARY

I am a Post-Doctoral Researcher in Sustainable Development and Climate Change, with a background in Business Administration (graduating with top honors) and professional experience in management control and business analysis in multinational corporations. My research examines how firms design strategies, processes, and collaborative structures to advance the sustainability transition while maintaining or enhancing their competitive position.

My work develops along two complementary streams. The first focuses on the firm as the primary unit of analysis, investigating how companies shape the evolution of sustainability-oriented markets - such as the emerging green hydrogen ecosystem - through value creation and capture, market-shaping actions, and interorganizational relationships. This research seeks to deepen our understanding of how firms can act as catalysts for low-carbon business ecosystems while supporting both market development and competitive advantage.

The second stream explores consumer responses to low-carbon products, with particular attention to antecedents of purchase decisions and behavioural dynamics. These studies aim to identify the levers available to firms and policymakers to accelerate the scale-up of sustainability-oriented markets.

Overall, my research employs both qualitative and quantitative methods to analyse firm-level strategies and consumer behaviour toward green technologies. I aim to contribute to sustainability management by offering theoretically robust and practically relevant insights that help organisations align environmental goals with strategic and economic priorities.

### CURRENT RESEARCH APPOINTMENTS

Dates November 2024 - Present  
Name of the company/city **Scuola Superiore Sant'Anna – Pisa, Italy**  
Type of company/sector Centro Interdisciplinare Sostenibilità e Clima  
Occupation or position held **Postdoctoral Fellow**

## WORK EXPERIENCE

Dates	January 2020 – December 2021
Name of the company/city	<b>iliad Italia S.p.a.</b> – Milan, Italy
Type of company/sector	Telecommunication Company
Occupation or position held	<b>Senior Business Analyst</b> in Strategy department
Dates	January 2017– December 2019
Name of the company/city	<b>Sky Italia S.r.l.</b> – Milan, Italy
Type of company/sector	Media and Telecommunication Company
Occupation or position held	<b>Business Controller</b> in Finance department
Dates	April 2016 – October 2016
Name of the company/city	<b>Manufactures Dior S.r.l</b> – Florence, Italy
Type of company/sector	Luxury Fashion Company
Occupation or position held	<b>Junior Production Planner</b> in Production Planning department
Dates	May 2015 – April 2016
Name of the company/city	<b>Fox Networks Group S.r.l.</b> – Rome, Italy
Type of company/sector	Media and Telecommunication Company
Occupation or position held	<b>Junior Controller</b> in Control Planning and Management Reporting department

## INTERNATIONAL EXPERIENCES

Date	04/2024 – 08/2024
Experience	<b>PhD Visiting Candidate, Católica Lisbon School of Business and Economics, Digital + Sustainable Innovation Lab, Lisbon, Portugal</b>
Date	November 2023
Experience	University Delegate at <b>United Nation Climate Change Conference, COP28 Dubai, United Arab Emirates</b>
Date	April 2019
Experience	<b>Market Analyst representing the Italian division of Sky during negotiations between Sky Group Ltd and The Walt Disney Company, Sky UK, London, UK</b>
Date	08/2012 – 02/2013
Experience	<b>Erasmus Project, Hanze University of applied Sciences</b> of Groningen, School of Marketing and Management. <b>Groningen, Netherland</b>

## EDUCATION

Dates	2022 – 2025
Name/type of organisation	Scuola Universitaria Superiore IUSS Pavia & Scuola Superiore Sant'Anna
Title of qualification awarded	<b>PhD Sustainable Development and Climate Change</b> Finale grade: Ottimo
Dates	2014-2016

Name/type of organisation	University of Pisa
Title of qualification awarded	<b>Master's degree in Strategy Management and Internal Control</b> Final grade: <b>110/110 cum Laude</b>
Dates	2015-2016
Name/type of organisation	University of Pisa
Title of qualification awarded	<b>Master Specialization in Auditing, Finance and Control</b> Final grade: <b>30/30</b>
Dates	2010-2013
Name/type of organisation	University of Pisa
Title of qualification awarded	<b>Bachelor's degree in business administration</b> Final grade: <b>106/110</b>

## AWARDS

- 2025 Mention award for the best short paper at SIMA management conference
- 2024. Erasmus+ Traineeship Scholarship
- 2021. PhD Scholarship, PhD Sustainable Development and Climate Change, CU2-B08
- 2015. Inps & Università di Pisa scholarship to attend the Master's program in Auditing, Finance, and Control
- 2012. Erasmus Studio Scholarship

## RESEARCH PROJECT AND ACTIVITIES

Type of Project	<b>Collaboration with Automobili Lamborghini SPA</b>
Dates	February 2025 – July 2025
Funding	<b>Automobili Lamborghini SPA</b>
Title	N/A
Principal subjects/occupational skills covered	<p><u>Research</u>: The project aimed to support a comprehensive assessment of the company's value-chain emissions to identify actionable carbon hotspots.</p> <p><u>Activities</u>: Working onsite with the corporate sustainability department for six months, I conducted an in-depth analysis of a specific production line to systematically map Scope 1, 2, and 3 emissions. The resulting framework was designed to serve as a replicable case study for other production lines.</p> <p><u>Results</u>: The collaboration identified supply-chain emissions as the area with the highest and fastest improvement potential. A model was developed linking each component of the production line to its carbon footprint, suppliers, and intervention levers. Through cross-departmental engagement, this model is now used to guide future component substitutions, balancing cost, technical feasibility, and emissions reduction impact.</p>
Type of Project	<b>Project PRIN: Progetti di Ricerca di Rilevante Interesse Nazionale</b>
Dates	2021- 2024
Funding	<b>Ministero dell'Università e della Ricerca</b>
Title	<i>"Technical, Environmental and Socio-Economic study of power-to-fuel solutions for a sustainable path towards a green future: achieving 80% renewable electric energy and 40% renewable primary energy supply within the next two decades".</i>
Principal subjects/occupational skills covered	<p><u>Research</u>: The project focuses on developing scenarios to enhance the generation of renewable electricity, with a particular emphasis on the role that power-to-gas (P2G) solutions (i.e. hydrogen, ammonia, urea etc..) can play in energy storage and <i>decarbonization of hard to abate industry</i>.</p> <p><u>Activities</u>: My contribution, in line with the tasks assigned to my team, includes: (i) identifying the stakeholders involved in the production and consumption processes of P2G solutions; (ii) enriching the energy scenarios through validation from economic, environmental, and social perspectives (LCA; LCC); (iii) conducting an analysis of technology adoption based on the behaviour of investors and consumers,</p>

	exploring the technical and non-technical factors influencing the diffusion of the proposed new technologies. <u>Results:</u> The results of this research provided strategic proposals at the national level to increase renewable energy production in a way that maximizes emission reductions across the country's entire system. In this regard, energy-intensive industries currently classified as <i>hard to abate</i> are presented, showcasing how they can embark on a path toward <i>decarbonization</i> through the use of power-to-gas energy carriers.
Type of Project	<b>Project MAMER IT-PNR</b>
Dates	2021- ongoing.
Funding	<b>Ministero dell'Università e della Ricerca</b>
Title	<i>"Development and socio-technical-economic-environmental assessment of innovative materials for exploiting renewable energy sources".</i>
Principal subjects/occupational skills covered	<u>Research:</u> The research aims to develop and optimize devices for wind and wave energy conversion. <u>Activities:</u> My contribution to this project includes: (i) identifying key stakeholders for a new or restructured supply chain to facilitate the scale-up of these technologies; (ii) assessing the skill and knowledge requirements necessary to support the creation of a dedicated supply chain; (iii) defining the environmental and economic impacts (LCA and LCC) associated with the development of these technologies. <u>Results:</u> The final outcomes of this project will enable the integration of underdeveloped renewable energy sources into the analysis of the current national energy mix. By conducting a comprehensive analysis of potential actors involved, we will identify <i>industrial symbiosis opportunities</i> aimed at increasing <i>renewable energy penetration in hard-to-abate sectors</i> , ultimately promoting their decarbonization.
Type of Project	<b>Project Critical Raw Material in collaboration with ADACI association</b>
Dates	2023- ongoing
Funding	<b>ADACI - Associazione Italiana Acquisti e Supply Management</b>
Title	<i>"Supply Chain Management in the Energy Transition Process: Skills and Competitive Strategies for the Procurement of Critical Raw Materials"</i>
Principal subjects/occupational skills covered	<u>Research:</u> This project focuses on the management of supply chains in the energy transition, specifically regarding the procurement of critical raw materials (CRMs). <u>Activities:</u> As a coleader of this project, I explore the challenges and strategies needed to secure CRMs, and the related skills required by supply chain managers in this dynamic market. <u>Results:</u> The analysis provides strategic recommendations for developing a robust and agile business framework to navigate uncertainties in CRM supply chains. The study also seeks to inform policymakers and strengthen industry discussions on sustainable transitions.
Type of Project	<b>Project Sustainable transition into Italian service sector in collaboration with Quadrifor</b>
Dates	2022 - 2023
Funding	<b>Quadrifor association - Istituto Bilaterale per lo Sviluppo della Formazione dei Quadri del Terziario</b>
Title	<i>"La sostenibilità nel settore terziario: stato dell'arte, prospettive di crescita e posizionamento strategico delle imprese"</i>
Principal subjects/occupational skills covered	<u>Research:</u> This project aims to understand how environmental, social, and governance (ESG) principles are interpreted within the Italian service sector. By identifying current macro trends, the most exemplary companies, and the average levels of ESG implementation, it outlines the key gaps that still exist in this market segment and related opportunities. <u>Activities:</u> As a coauthor of this report, I contribute to unravel the global sustainability trends in the Italian service sector, followed by a series of case studies reflecting the Italian context. <u>Results:</u> This monography highlights companies' challenges and best practices providing the reader with a comprehensive understanding of this topic looking forward to engaging new actors toward the adoption of sustainable practices and strategies.

## CONFERENCE/SEMINAR PRESENTATIONS

	Date	24-26 <sup>th</sup> June 2025
Conference / Workshop / Event		<b>NBM Conference, Global challenges – local responses: Scaling up local sustainability innovations and business models to address the SDGs, Reykjavik, Iceland</b>
	Role	Co-Author and Presenter of the working paper “A Control Point Perspective on Environmental Business Strategies: Companies’ Roles and Mechanisms in Shaping Sustainability-Oriented Markets.”
	Date	22-25 <sup>th</sup> June 2025
Conference / Workshop / Event		<b>EURAM 2025, Managing with Purpose, Firenze, Italy</b>
	Role	Co-Author of the working paper “Early-stage adoption of green vehicles: a behavioural reasoning theory perspective”
	Date	12-13 <sup>th</sup> June 2025
Conference / Workshop / Event		<b>SIMA Conference, Tertiarization &amp; sustainability New challenges for management in the digital era, Genova, Italy</b>
	Role	Co-Author and Presenter of the working paper “Control Points Perspective in Environmental Business Strategies: Corporate Roles in Shaping Sustainable Markets”
	Date	13-14 <sup>th</sup> June 2024
Conference / Workshop / Event		<b>SIMA Conference, Management of Sustainability and well-being for individuals and society, Parma, Italy</b>
	Role	Role: Co-Author of the working paper “Exploring the convergence between alliance management capabilities and relational view: sustainability-oriented collaboration in emerging green energy markets”
	Date	7 <sup>th</sup> June 2024
Conference		<b>Workshop, Associazione Italiana Acquisti e Supply Management, FUCINA 2024: tra “Panta Rei”, innovazione, sostenibilità e transizione energetica, Brescia, Italy</b>
	Role	Co-Author and Presenter of a working paper “Managing critical raw materials in energy transitioning supply chains: a Resource Dependence theoretical perspective on supply chain management capabilities”.
	Date	21 <sup>st</sup> March 2024
Conference		<b>Workshop, Business innovation for net zero, King’s College London, London, UK</b>
	Role	Co-Author and Presenter of accepted paper. Title: “Beyond Eco-innovation: activities and strategies to transform business model in hard to abate industries”.
	Date	2 <sup>nd</sup> February 2024
Conference		<b>Workshop Perugia University, Latent variable models: methodological and applicative developments for lifestyle and society, Perugia, Italy</b>
	Role	Role: Co-Author and Presenter of accepted paper. Title: “Forecasting sustainable innovative technology adoption: a comparison between two early-stage empirical approaches in automotive sector”.
	Date	30-06 <sup>th</sup> November 2023
Conference		<b>COP28 United Nation Climate Change Conference, Dubai, United Arab Emirates</b>
	Role	University delegate taking part to round table discussion listed below: <ul style="list-style-type: none"> <li>- IEA: Net Zero World – Accelerating global energy system decarbonisation</li> <li>- IEA: Value chains, technologies and business models to accelerate decarbonisation of industry</li> <li>- IEA: Towards resilient energy transitions in a changing climate</li> <li>- European Union: Local Green Deals: implementing the Green Deal Industrial Plan at local level</li> <li>- IRENA: Accelerating energy transition through project facilitation and partnerships</li> <li>- UNOSD and Green Hydrogen Organisation: Fast-tracking the energy transition through green hydrogen production</li> </ul>

Date	29-30 <sup>th</sup> June 2023
Conference	<b>SIMA Conference, Rediscovering Local Roots and Interactions in Management, Bari, Italy</b>
Role	Co-Author and Presenter of accepted paper. Title: " <i>The role of business networks into the energy transition: A study on companies belonging to different sector creating ties to foster hydrogen economy</i> ".
Date	16 <sup>th</sup> June 2023
Conference	<b>Workshop EERA, ENERGY FOR THE FUTURE - Exploring not-technical factors for Energy Storage deployment, CIEMAT, Madrid, Spain</b>
Role	Role: Co-Author and Presenter of accepted paper. Title: " <i>The role of business networks into the energy transition: a study on business ties to foster hydrogen economy</i> ".
Date	12-14 <sup>th</sup> October 2022
Conference	<b>Workshop and Conference, Hydrogen Energy Summit &amp; Expo, BolognaFiere, Bologna, Italy</b>
Role	Round tables participant <ul style="list-style-type: none"> <li>- Business Models for the Use of Hydrogen in Industrial Sectors</li> <li>- Hydrogen Valleys and Territories</li> </ul>

## PUBLICATIONS / CONFERENCE PAPERS

- Garibbo, V.M., Rizzi F., Gigliotti M., Annunziata E., Frey M. (2025). "*Exploring consumer adoption of zero-emission vehicles: Integrating behavioural reasoning and construal level theory in early technology diffusion*" In **Journal of Cleaner Production**; DOI <https://doi.org/10.1016/j.jclepro.2025.146580>
- Garibbo, V.M., Bohnsack R., Rizzi F., Annunziata E., Frey M. (2025). "*Control Points Perspective in Environmental Business Strategies: Corporate Roles in Shaping Sustainable Markets*" In **Proceedings of the SIMA Conference**, Genova, Italy; DOI 10.7433/SRECP.SP.2025.01; ISBN 978-88-94-7136-7-1
- Garibbo, V.M., Gigliotti M., Rizzi F., Annunziata E., Frey M. (2025). "*Early-stage adoption of green vehicles: a behavioural reasoning theory perspective*" In **proceeding of the Euram Conference**, Florence, Italy; ISSN: 2466-7498; ISBN: 978-2-9602195-7-9
- Garibbo, V.M., Bohnsack R., Rizzi F., Annunziata E., Frey M. (2025). "*A Control Point Perspective on Environmental Business Strategies: Companies' Roles and Mechanisms in Shaping Sustainability-Oriented Markets*" In **Proceedings of the NBM Conference**, Reykjavik, Iceland; DOI 10.33112/JFKY7750
- Garibbo, V.M., Annunziata E., Rizzi F., Frey M. (2024). *Exploring the convergence between alliance management capabilities and relational view: sustainability-oriented collaboration in emerging green energy markets*. In **Proceedings of the SIMA Conference**, Parma, Italy; DOI 10.7433/SRECP.LP.2024.01; ISBN 978-88-947136-2-6
- Garibbo, V.M., Ghezzi F., Annunziata E., Rizzi F., Frey M. (2024). *Managing critical raw materials in energy transitioning supply chains: a Resource Dependence theoretical perspective on supply chain management capabilities*. In **Proceedings of the SIMA Conference**, Parma, Italy; DOI 10.7433/SRECP.SP.2024.01; ISBN 978-88-94-7136-5-7
- Garibbo, V.M., Annunziata E., Rizzi F., Frey M. (2023). *The role of business networks into the energy transition: A study on companies belonging to different sector creating ties to foster hydrogen economy*. In **Proceedings of the SIMA Conference**, 541–547, Bari, Italy; DOI

- Garibbo, V.M., Ghezzi F., Rizzi F., Annunziata E., (2024) *La sostenibilità nel settore terziario: stato dell'arte, prospettive di crescita e posizionamento strategico delle imprese*. (ISBN not available yet)
- Garibbo, V.M., (2016) *Il controllo di gestione come strumento di supporto al processo decisionale. Il caso FOX Networks Group Italy*. Sistema Bibliotecario di Ateneo UniPi

## PAPERS IN PROGRESS

Title	<b><i>Sustainability-Oriented Collaborations in Green Energy Markets Formation: A Configurational Analysis of Alliance Management Capabilities and Relational View</i></b>
Status	R2 in <b>Corporate Social responsibility and Environmental Management</b> ( <i>Minor revision</i> )
Short Description	This is a <u>mixed method study (Qualitative Comparative Analysis)</u> exploring how Alliance Management Capabilities and Relational View pillars drive the success of sustainability-oriented collaborations in green energy markets. Through analysing 16 cases of partnership, it identifies the combination of key factors like coordination, interorganizational learning, governance models, and transaction-specific assets that address unique partnership challenges.
Title	<b><i>Bridging Multi-Level Perspective and Business Ecosystems Strategies through the Control Point Lens</i></b>
Status	R2 in <b>Research Policy</b> ( <i>Major revision</i> )
Short Description	This paper introduces control points as a bridging mechanism between transition and strategy literatures, showing how firms structure agency under uncertainty by balancing collective system change with the preservation of strategic advantage. Using a <u>qualitative multiple-case study</u> of the emerging green hydrogen ecosystem in Italy, we examine how regime incumbents engage at the niche level to shape ecosystem development. Our findings reveal that as incumbents reorient toward niches, they can assume different ecosystem roles, each associated with distinct strategic approaches.
Title	<b><i>Managing Supply Chains in the Energy Transition: Capabilities and Strategies for Critical Raw Materials Sourcing</i></b>
Status	Submission by the end of December 2025
Short Description	The study investigates the pivotal role of Critical Raw Materials (CRMs) in the green energy transition and the resulting implications for supply chain management. By leveraging the Resource Dependence Theory, the research proposes a three-tier theoretical framework to explore managerial capabilities, strategic responses, and actionable levers. The study uses a <u>Quantitative approach (vignette-based rank-ordered logit model)</u> , with a focus on identifying key supply chain capabilities that influence the control over CRMs supply. This research is based on a survey of Italian supply chain managers and offers insights into optimizing CRM sourcing strategies amid geopolitical and business uncertainties

## PERSONAL SKILLS AND COMPETENCES

**MOTHER TONGUE** Italian

**OTHER LANGUAGES** English

- Reading skills Excellent
- Writing skills Excellent
- Speaking and listening skills Excellent

## ABILITIES AND TECHNICAL SKILLS

*Possible knowledge of specific machinery or particular techniques, also in the IT/management field*

Office Suite: Advanced Level  
STATA Statistical software for data science: Advanced Level  
Tableau: Advanced Level  
SAP: Advanced Level  
Hyperion e Smart View: High Level  
Information database (A.I.D.A.): High Level

## DRIVING LICENCE/LICENCES

B type

Vittorio Maria Garibbo

24th November 2025