

Europass CV of:

Name

Flavio Glielmi

Address

Campagna (SA), via Nazionale Serradarce, 84022, Italy

Telephones

Mobile (principal): +39 3339705800 Home/fax: 082849737

E-mail

flavioglielmi@gmail.com; flavio@glielmi.com Website: flavio.glielmi.com

Nationality

Italian

Civil state: Single

Date of birth

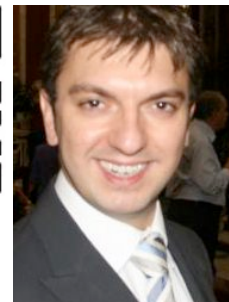
16/05/1977

Gender: Male

Networks:

Linkedin: www.linkedin.com/in/flavioglielmi

Twitter: [@Lonerunner](https://twitter.com/Lonerunner)



Desired employment / Occupational field

International Sales and accounting: International account, Sales manager, Export manager
Marketing: Social media strategist, web/non conventional marketing, B2B events manager/coordinator
Financial: Business developer, venture analyst/raiser
Particular attention to realities as: tech, mobile, fund investing, automotive, renewable energy and to innovative and "evolutionary" companies with a vision of sustainable development.
Willingness to speedy transfers and frequent travel, even abroad.

Work experience

Dates

01/09/2011 - Today

Occupation or position held

Business developer and project manager

Main activities and responsibilities

Co-creation and strategic planning of the new business in Priceen, creative vision and project to find the perfect business positioning, targeting, market analysis, and clients approach report.

References

Saverio Rizza, CEO - saverio@priceen.com

Type of business or sector

Internet start-up

Work experience

Dates

01/04/2012 – today

Occupation or position held

Regional Sales manager & Business Developer – provisional

Main activities and responsibilities

Responsible for the launch and promotion in the South Italy of an innovative integrated channel manager to optimize turnover and booking's tourism. Sales and service to new facilities.

References

Fabrizio Scuppa, CEO f.scuppa@bbliverate.com

Type of business or sector

ICT sales for tourism

Work experience

Dates

3/10/12 – 24/10/12

Occupation or position held

Teacher - Professional Tutor – Marketing Professor

Main activities and responsibilities

Chosen as Tutor/Expert 15 days/lesson, 8 hour/day, to 15 student of high school in touristic marketing. Lessons about: Touristic & territorial marketing, touristic's software (channel manager, OTA's), web e social marketing, strategic and operative marketing, non conventional e viral marketing, event and touristic campaign planning.

References

Prof. Antonio Sacco (scholar tutor): antoniosaccoit@yahoo.it

Type of business or sector

School, Trainings

Work experience

Dates

01/06/2009 - Today (training in conclusion, waiting for Qualification test)

Occupation or position held

Trainee chartered accountant - auditor, analyst, venture

Main activities and responsibilities

Analysis of financial statements, tax statements and tax consulting. Still some experience but high interest in public financing and venture analysis for private equity and fund raising.

References

Dr. Donato Benedetto (Chartered accountant and Auditor) - studio@donatobenedetto.it

Type of business or sector

Business, fiscal and tax professional consultancy

Work experience

Dates

01/03/2012 – 31/07/2012

Occupation or position held

Digital and web analyst for Marketing's Awards - consultancy

Main activities and responsibilities

Analysis of premiums for Jeep campaign, identification of the contests and categories, material preparation and application to the awards. Coordination of resources in agency and Fiat.

References

Aurora Incardona - Digital manager EMEA Jeep® - aurora.incardona@fiat.com

Type of business or sector

Automotive

Work experience	STORYWORLDWIDE ltd - www.storyworldwide.com - London (UK)
Dates	01/12/11 - 02/02/2012
Occupation or position held	Social Media Manager/Strategist - consultancy
Main activities and responsibilities	For Manfroto® marketing campaign: market analysis about online conversations and Web reputation of the company, influencers identification, final report and strategic advices, using tools of web analysis and monitoring.
References	Katrina Lazovska, Communication manager - katrina.lazovska@storyworldwide.com
Type of business or sector	Advertising, social media marketing
Work experience	ECCE CUSTOMER for DECYSION srl - www.ececustomer.com - (Latina, Italy)
Dates	01/06/2011 - 31/10/2011
Occupation or position held	Sales manager/Social media strategist - consultancy
Main activities and responsibilities	Strategy Implementation on Social media, monitoring and approach. Starting of Sales, Demo of CRM and pitch to companies, contacts finder and meetings in the company to close contracts.
References	Maurizio Hadley - VP Sales - mhadley@eccecustomer.com
Type of business or sector	Corporate ICT business Service, Social CRM
Work experience	SPORTMANIATRAVEL - www.sportmaniatravel.it - (Eboli (SA), Italy)
Dates	01/03/2011 - 30/05/2011
Occupation or position held	Digital/Account manager - consultancy
Main activities and responsibilities	Optimization website and activities in Social media vision, managing customer contacts abroad, research of business contacts with foreign agencies and operators to increase turnover.
References	Giuseppe Giallo - Owner and CTO - giuseppe.giallo@sportmaniatravel.it
Type of business or sector	Tourism
Work experience	DPIXEL Ltd - www.dpixel.it - (Milan, Italy)
Dates	08/01/2011 - 28/02/2011
Occupation or position held	Businnes developer, Project manager – Free job
Main activities and responsibilities	Incubation of project for ICT start-ups as a Business/Digital Developer to create an innovative Network about documentality and memories. <i>Developed:</i> project design, Elevator Pitch, Business Plan and Financials.
References	Gianluca Dettori, CEO - gianluca@dpixel.it
Type of business or sector	Venture capital, start-up
Personal note	Work environment with the best Italian professionals in the field of venture/start-up
Work experience	NINJAMARKETING – www.ninjamarketing.it ; www.ninjacademy.it - (Salerno, Italy)
Dates	1/11/2008 - 30/11/2010
Occupation or position held	Project manager; Responsible and co-founder NINJA ACADEMY
Main activities and responsibilities	Development and co-creation of the first school about marketing 2.0 for professionals; Different sectors of activities and responsibility in start-up phase: <i>Strategic and financial planning:</i> Business plan, budgeting, benchmarking and competitor analysis, product definition and pricing, ideation of website and back-office CRM for retention. Adwords campaigns and ATL, BTL <i>Sales:</i> sales of the courses to companies with phone-sales and business meetings. <i>Event Organization:</i> Event management in any side, supply, timing, partnerships and sponsor <i>Marketing 2.0:</i> Social media strategy, reputation online, groups activation, community management
References	Mirko Pallera, Owner and CEO - mirko@ninjalab.it
Type of business or sector	Trainings Events, Advertising, Web and Non conventional marketing Marketing
Personal note	Extremely progressive and challenging environment, maybe the best-one in Social media and marketing with large levels of learning and updates with lectures by best experts in the world.
Work experience	MARCUS EVANS ESPANA - www.marcusevans.com - (Barcelona, ES)
Dates	10/09//2007 – 30/10/2008
Occupation or position held	International Senior Sales Executives
Main activities and responsibilities	Summit Responsible for the Marcus Evans to enter in the Italian market. Market Analysis and brand positioning through the study of economic structure, national and corporate. Business hunting to large companies. Accounting and phone sales of packages for hospitality to high directors (multilingual activity). Team Coordination: 3 resources. Elected Best Seller for 4 months. Preparation, coordination and problem solving to the event in Montecarlo.
References	Chris Joubert , Sales director m: cjoubert@marcusevans.com
Type of business or sector	Hospitality, B2B Event's organization

Education and training																																																			
Dates	1997/2006																																																		
Title of qualification awarded	Master degree in "Economy of international Business applied to the currencies markets"																																																		
Principal subjects/occupational skills covered	Thesis title: "The E-commerce in middle and little enterprises" Deep studies in international enterprises, international commerce and bond markets. International business techniques, export, international and European law and duties.																																																		
Organisation providing education	Parthenope University, Naples. www.uniparthenope.it																																																		
Mother tongue	Italian																																																		
Other languages																																																			
<i>European level (*)</i>																																																			
English																																																			
Spanish																																																			
French																																																			
	<table border="1"> <thead> <tr> <th colspan="4">Understanding</th> <th colspan="4">Speaking</th> <th colspan="2">Writing</th> </tr> <tr> <th colspan="2">Listening</th> <th colspan="2">Reading</th> <th colspan="2">Spoken interaction</th> <th colspan="2">Spoken production</th> <th colspan="2"></th> </tr> </thead> <tbody> <tr> <td>B2</td> <td>intermediate</td> <td>B2</td> <td>advanced</td> <td>B2</td> <td>advanced</td> <td>B1</td> <td>intermediate</td> <td>C1</td> <td>advanced</td> </tr> <tr> <td>B1</td> <td>intermediate</td> <td>B1</td> <td>intermediate</td> <td>B1</td> <td>intermediate</td> <td>B1</td> <td>intermediate</td> <td>A1</td> <td>basic</td> </tr> <tr> <td>C1</td> <td>advanced</td> <td>C1</td> <td>advanced</td> <td>C1</td> <td>advanced</td> <td>B2</td> <td>intermediate</td> <td>C1</td> <td>advanced</td> </tr> </tbody> </table>	Understanding				Speaking				Writing		Listening		Reading		Spoken interaction		Spoken production				B2	intermediate	B2	advanced	B2	advanced	B1	intermediate	C1	advanced	B1	intermediate	B1	intermediate	B1	intermediate	B1	intermediate	A1	basic	C1	advanced	C1	advanced	C1	advanced	B2	intermediate	C1	advanced
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C1	advanced	C1	advanced	C1	advanced	B2	intermediate	C1	advanced																																										
Personal skills and competences	I reflects in a proactive personality, social, flexible, able to problem solving, target focused for business development. I am a trusted person, open minded, out-of-the-box thinker, with always some project in progress I have always worked well for goals step by step, managing team, often "under pressure", in contact with top management in multinational contexts while retaining many professional contacts, "Regular" in Administration and Fiscal Accounting, but also "Evolutionary" in branding and marketing management.																																																		
Organisational competences	Very good B2B Event and trainings organization skills and experience; sale, promotion, coordination and solving																																																		
Technical skills and competences	Excellent project management and business vision, Strategic Planning and development. International Export, Sale and Trade with proven commercial skills multilingual (direct sales and phone sales). Web 2.0: Tourism experiences, Social Media expert. Non conventional Marketing campaigns (viral, guerrilla, tribal)																																																		
Computer skills and competences	S.O. Microsoft (2000/Xp/Vista/7), Linux Ubuntu; Ms-Office pack, OpenOffice; email, software antivirus, firewall. Adobe pack (Photoshop, Acrobat pro, DreamWeaver), peer-to-peer software, VoIP software. fundamental knowledge of programming HTML and net . Experience about E-commerce on Ebay																																																		
Master	Master Mea – Master in Energy Management and Environment - La Sapienza University, Rome - December 2010 - February 2011 - Not completed for personal reasons. (<i>Studies Achievements</i> : Values, energy conversions and optimization, complete lifecycle Up-Down about fossil fuels (coal, oil gas) and renewable energy, shipping and transport, smart grid, conversions.																																																		
Congresses/ Professional Trainings	Oxford college – English course intermediate - Oxford (UK), 2007 Spanish private school - Spanish course basic e intermediate – Barcelona (ES), 2007 CIO Summit – Summit Direzione sistemi informativi – Lugano (CH), 2007 CMO Summit – Summit Chief Marketing Officer – Montecarlo (MC), 2008 HR Summit – Summit Direzione Risorse Umane – Montecarlo (MC), 2008 OmniCom Expo – Non Conventional & Viral marketing – Roma, 2009 Forum Comunicazione – WOM e Buzz marketing – Roma, 2009 NinjaAcademy – Non Conventional Marketing and Tribal marketing – Milano, 2010 NinjaAcademy – Social Media Marketing and web analysis – Milano, 2010 NinjaAcademy – Viral Marketing e Viral DNA: How to create a viral campaign – Roma, 2010																																																		
Interests & Hobbies	In my free time, I am a fervid reader, I got so an almost professional culture about issues of natural, technologies, ecological, environmental and sustainable development in twenty years of lectures. I have a real passion for alternative energy, car market, nature, hi-tech/mobile. About Sports have 2nd star CMAS as diver. I have practiced 8 years karate. I attended a diction course at Theater of Dioscuri (SA), I like science fiction movies; jazz and rock music.																																																		
Lectures	Marketing 2.0, Branding, NPL, scientific, Tech, environment and the study of foreign civilizations.																																																		
Driving licence	B Licence, Car owner																																																		

The undersigned authorizes to the treatment of the personal data according to the dispositions of national privacy law for the suitable finalities.

Signed
Flavio Glielmi

 About.me