

ANDREA LANDINI

Project Manager

PROFILE

After earning a degree in Politics and a master's in Business Internationalization, I worked in international cooperation, mostly in Africa and Asia, for seven years.

I've worked freelance in internationalization, business development and management consulting for private firms and public institutions, specializing in the industrial and health sectors.

CONTACT



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EXPERIENCE

CEO / THINK GLOBAL SRL

02/2014 to present

Start-up of a new consultancy focusing on business development activity in developing countries and emerging economies. Head of business development department, able to consolidate company position and to build strong and long-lasting partnership with important partners in Italy and abroad.

CONSULTANT / CODESS SANITA' SRL

12/2017 to 05/2019

Business Development, feasibility studies and start-up of medium-size private health clinics in Lombardy, Italy. During first 6 months of assignment, able to effectively develop 5 new clinics and start-up 2 of them in the city of Milan, Italy.

BUSINESS DEVELOPER / CLIMOSFERA SRL

02/2016 to 12/2017

Head of Business Development department. Responsible of scouting and developing new projects and opportunities in Italy and on the international market. In one year of activity, acquisition of 5 new projects abroad (total value 50% of average yearly turnover).



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HIGHLIGHTS

- _ 10 years of work in international context
- _ Cumulative 3 years working abroad
- _ Proven negotiating skills
- _ Influencing ability
- _ Result oriented mindset
- _ Team working attitude
- _ Available for long transfers

EXPERIENCE

STRATEGY ADVISOR / TABOR SRL

02/2013 to 12/2017

Strategic consultancy and company reorganizational plan dedicated to the acquisition of new customers, opening of new markets, implementation of business intelligence and production control tools. Capable of incrementing by 10% foreign markets customers and 10% Company net margin on sales.

REPRESENTATIVE / ARMENIAN DEVELOPMENT AGENCY

02/2013 to 06/2015

Representative of Armenian Development Agency for Italy. Responsible of promotion of business opportunities in Armenia for Italian companies. Capable of developing three new Foreign Direct Investments from Italy to Armenia.

HEAD OF LOGISTICS AND ADMINISTRATION / EMERGENCY NGO

04/2009 to 12/2013

Coordination of logistic and administration for international projects. Head of a department counting 50 permanent expats and 200 resident staff. Responsible for all logistic and administrative activities on health projects in 5 different Countries.

PROJECT MANAGER / EMERGENCY NGO

01/2008 to 08/2008

Designed and developed of the new purchasing office for the management of all purchasing activities of the organization (ab. 15mln€/y). Responsible for recruitment and selection of personnel, design and implementation of procedures, training of staff.

HEAD OF LOGISTICS AND PURCHASING FOR PHARMACY DEPARTMENT / EMERGENCY NGO

02/2006 to 03/2009

Designed and developed management tools for all Hospital pharmacies of Emergency NGO. 10 hospitals and 5 clinics in 6 different countries. Annual budget for pharmaceutical supplies: 6 mln €.



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LANGUAGE

Italian: Mother Tongue

English: C1

French: B1

Spanish: A2

SKILLS

Negotiation

Procurement

Diplomatic skills

Team work

EDUCATION

BACHELOR'S DEGREE IN INTERNATIONAL RELATIONS

2003-2005, Università degli Studi di Milano
/ Scienze Politiche, Milan, Italy

MASTER'S DEGREE IN INTERNATIONAL RELATIONS

2005-2008, Università degli Studi di Milano
/ Scienze Politiche, Milan, Italy

MASTER'S DEGREE in SME INTERNATIONALIZATION PROCESS

2013, NIBI / New Institute for International
Business, Milan, Italy

SPECIALIZING COURSE IN EU POLICIES

2012-2013, ISPI / International Institute for
Political Sciences, Milan, Italy

REFERENCES

Mr. Antonio Molinari: Project Manager @COFELY molino.a@gmail.com

Mr. Marco Paissan: CEO @CLIMOSFERA SRL mpaissan@climosfera.it

Mr. Luigi Taborelli: CEO @TABOR SRL luigi.taborelli@taborglit.com

Mr. Fulvio De Grassi: Pres. @ACB INTERNATIONAL fulvio.degrassi@acbgroup.com

In compliance with the Italian legislative Decree no. 196 dated 30/06/2003, I hereby authorize the use and process of my personal details contained in this document.

