



Andrea Landini

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WORK EXPERIENCE

04/02/2014 – CURRENT Milan, Italy

CHIEF OPERATIONS OFFICER THINK GLOBAL SRL

In my capacity as the founder and head of the business development department at our consultancy startup, my primary focus was driving growth and securing projects in developing countries and emerging economies. A significant aspect of my role involved preparing and presenting project proposals to major international funding agencies, such as the EU, UN, World Bank, National Cooperation Agencies (as AICS and GIZ), resulting in successful funding acquisition and contract agreements.

One of my notable achievements was building enduring partnerships with influential stakeholders, both in Italy and abroad, which significantly contributed to our company's success and positioned us as a trusted player in the market.

Additionally, I took on the role of coordinating external MEAL (Monitoring, Evaluation, Accountability, and Learning) services, ensuring the seamless delivery of these critical services to our clients. This not only enhanced our project implementation capabilities but also bolstered our reputation for delivering comprehensive, high-quality solutions.

In summary, as the head of business development, I played a pivotal role in consolidating our company's presence, establishing strategic partnerships, and overseeing the coordination of external MEAL services, all of which were instrumental in our consultancy's success in complex and dynamic environments.

Website www.think-global.it

04/02/2014 – CURRENT Milan, Italy

BUSINESS LEADERSHIP COACH THINK GLOBAL SRL

With over a decade of experience, I've dedicated my career to coaching leaders across various sectors. I've delivered tailored leadership development courses to diverse audiences, including UN C-level executives and staff, International Public Health leaders, C-level and staff members of national and international NGOs, and entrepreneurs. My coaching expertise spans a wide range of topics, encompassing leadership, business development, change management, operations, supply chain and logistics, health management, HR management, procurement, and tendering. My primary focus has been on fostering a growth mindset, inspiring individuals and teams to embrace challenges, and driving positive change within organizations. As a result, my coaching has consistently led to enhanced productivity, engagement, and leadership effectiveness.

01/04/2018 – 30/09/2023 Rome, Italy

SOCIAL BUSINESS SPECIALIST GSIF | GOOD SHEPHERD INTERNATIONAL FOUNDATION

As the ideator and Project Manager at the Good Shepherd International Foundation (GSIF), I have played a pivotal role in conceiving, leading fundraising efforts, and launching social business ventures in three distinct countries: the Democratic Republic of Congo (DRC), Angola, and Kenya. These ventures closely align with GSIF's mission, aiming to generate income to support vital social activities, transfer knowledge to beneficiaries, and empower women.

I have taken a hands-on approach, leveraging my expertise to initiate and lead these impactful social business initiatives. To measure our progress and assess the impact of our work, we have implemented tools such as the Women's Empowerment in Agriculture Index (WEAI) assessment. Beyond economic objectives, our ventures prioritize the promotion of best practices, including responsible resource utilization, environmental protection, and biodiversity preservation.

In essence, my role at GSIF has involved not only conceiving but also leading the fundraising and project management of socially responsible and environmentally sustainable business initiatives. These endeavors have empowered communities, preserved ecosystems, and contributed positively to the regions we operate in.

01/02/2016 – 31/12/2017 Treviso, Italy

BUSINESS DEVELOPMENT STRATEGIST CLIMOSFERA SRL

In my role as the Head of the Business Development Department, I have been responsible for identifying and cultivating new projects and opportunities both within Italy and on the international stage. Over the course of one year, I successfully secured the acquisition of five new projects abroad, collectively valued at 50% of our average annual turnover.

In addition to project acquisition, I have also provided executive training in areas critical to business growth, including business development, business planning, and project management. My primary focus has been on providing strategic support and expertise, particularly in expanding and solidifying international markets, with a special emphasis on African markets. Furthermore, I have played a pivotal role in crafting and implementing project management procedures and tools, ensuring efficient and effective project execution.

My tenure as the Head of the Business Development Department has been characterized by a strong commitment to strategic support, market expansion, and the implementation of robust project management procedures and tools.k)

01/12/2017 – 31/05/2019 Treviso, Italy

BUSINESS DEVELOPERS CODESS SANITÀ SRL

In my capacity as a Business Development specialist, I've focused on conducting feasibility studies and launching medium-sized private health clinics in Lombardy, Italy. Within the first six months of my assignment, I effectively led the development of five new clinics and successfully initiated operations for two of them in Milan, Italy.

In addition to these achievements, I've provided executive training on negotiation strategies and Project Cycle Management (PCM), equipping teams with the skills necessary for effective decision-making and project planning.

Throughout my tenure, I've also placed a strong emphasis on the development and implementation of project management procedures and tools, as well as overseeing control and management procedures. My role has contributed to the expansion of healthcare services in the Lombardy region, Italy, while ensuring effective project execution and management.

01/02/2013 – 31/12/2017 Como, Italy

BUSINESS PROCESS CONSULTANT TABOR SRL

In my role as a Strategic Consultant, I've specialized in developing comprehensive reorganizational plans aimed at acquiring new customers, expanding into new markets, and implementing effective business intelligence and production control tools.

Through these initiatives, I've successfully achieved a remarkable 10% increase in foreign market customer acquisition and boosted the Company's net margin on sales by 10%.

In addition to these results, I've also provided executive training in disruptive thinking, marketing, and negotiation strategies, equipping teams with the skills needed to drive innovation and growth.

My focus has been on delivering strategic guidance and transformative reorganization strategies that significantly enhance market presence, profitability, and the overall effectiveness of the organization.

01/02/2013 – 30/06/2015 Yerevan, Armenia

BUSINESS DEVELOPERS ARMENIAN DEVELOPMENT AGENCY

In my capacity as the Representative of the Armenian Development Agency for Italy, my role has been to promote business opportunities in Armenia for Italian companies. I've actively facilitated connections and collaborations between Italian enterprises and Armenian markets.

During my tenure, I've successfully initiated three new Foreign Direct Investments (FDIs) from Italy to Armenia. My efforts have not only strengthened economic ties between the two countries but have also contributed to the growth and diversification of Armenia's business landscape.

My primary focus has been on fostering international partnerships and facilitating investment, thereby enriching both the Italian and Armenian business communities.

01/04/2009 – 31/12/2013 Milan, Italy

HEAD OF LOGISTICS AND ADMINISTRATION EMERGENCY NGO

As the Head of Logistics and Administration for Emergency NGO, I led a department comprised of 50 permanent expatriate staff and 200 resident employees. My responsibilities included the coordination of logistics and administration for international projects, specifically focusing on healthcare initiatives across five different countries (Afghanistan, Sudan, Sierra Leone, Cambodia, CAR).

In addition to my core duties, I played a pivotal role in designing, developing, testing, and implementing procedures and management systems for complex healthcare facilities. These efforts were critical in ensuring the efficient operation and administration of healthcare projects in challenging environments.

Furthermore, a central aspect of my role involved the creation and delivery of comprehensive training programs for trainers, enabling the transfer of vital knowledge and skills throughout the organization.

My contributions as Head of Logistics and Administration significantly enhanced the NGO's ability to respond effectively to emergency situations, provide essential healthcare services, and establish robust management systems for healthcare facilities.)

01/02/2008 – 31/12/2013 Milan, Italy

PROJECT LEADER EMERGENCY NGO

During my tenure as a Project Manager at Emergency NGO, I spearheaded a range of critical initiatives within various management systems of the organization. In each case, I acted as the PM, coordinating resources both internally and externally for the development of the necessary applications.

1. Procurement Office Development: I led the development process of the procurement office, orchestrating resources and expertise to ensure its efficiency. The procurement office was successfully implemented and continues to effectively manage all procurement activities, confirming its functionality.

2. Country-Level Pharmacy Management System: Within the context of national pharmacy management, I oversaw the implementation project of the pharmacy management system. This system remains active and efficiently manages all pharmacy-related activities, including statistics and reporting.

3. HR Management System (HQ-Level): I coordinated the implementation project of the HR management system at the headquarters level. This system plays a pivotal role in the effective management of personnel, encompassing staff planning, recruitment, training, evaluation, and more. It remains operational, successfully handling key HR functions and contributing to organizational efficiency.

4. HR Management System (Country-Level): At the country level, I managed the human resources management system for over 2,500 local employees. This comprehensive system covers aspects such as salary steps, salary grids, salary payslips, duty rosters, and general HR management. It is still in use, effectively managing all HR functions, ensuring payroll accuracy, and supporting the organization's extensive local workforce.

I confirm that all these applications are still in use within the organization and are fully functional, reflecting the enduring success of these projects.

01/02/2006 – 31/12/2013 Various

HOSPITAL MANAGER EMERGENCY NGO

Between 2006 and 2013, I held a dynamic and multifaceted role in healthcare program management across challenging environments in Afghanistan, Sudan, Sierra Leone, and Libya. My responsibilities encompassed logistics, administration, hospital management, security, communications, transportation, procurement, maintenance, and the oversight of ancillary services. I ensured the efficient operation of healthcare facilities, the timely procurement of medical supplies, and the safety of personnel and facilities. My

commitment to delivering high-quality care and supporting communities in demanding contexts was unwavering.

● EDUCATION AND TRAINING

01/09/2003 – 31/12/2008 Milan, Italy

MASTER'S DEGREE IN INTERNATIONAL RELATIONS University of Milan

Website www.unimi.it

01/01/2013 – 30/06/2013 Milan, Italy

MASTER'S DEGREE IN SME INTERNATIONALIZATION PROCESSES NIBI - Promos Business School

Website www.nibi.promositalia.camcom.it

01/10/2012 – 28/02/2013 Milan, Italy

SHORT MASTER IN EU POLICY ISPI / International Institute for Political Sciences

Website www.ispionline.it

● LANGUAGE SKILLS

Mother tongue(s): **ITALIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	C1	C1	C1
FRENCH	C1	C1	C1	C1	C1
PORTUGUESE	C1	C1	B1	B2	B2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● DIGITAL SKILLS

Microsoft Office | Microsoft Word | Enterprise-Resource-Planning-Software (ERP)

● ADDITIONAL INFORMATION

DRIVING LICENCE

Driving Licence: A

Driving Licence: B