

Luca Marongiu
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ACCOUNT MANAGER

Management & Law studies, international background,
trilingual, +3 years work experience in start-up and law firms,
passionate about science-fiction and sleight of hand.
Available from September 2019.

WORK EXPERIENCE

H3 Dynamics SARL

Start-up operating in the fields of AI, Drones and H₂ Energy - Business Developer.

- Initiated successful cold email campaign (**25% conversion rate**), obtaining a meeting with each and every one of the targeted companies (French top tier construction companies).
- Negotiated terms for the co-development of an **Artificial Intelligence** detecting anomalies on road infrastructures.
- Built **long-term relations** with partners from the largest European Energy and Aerospace companies and generated **relevant income** by selling hydrogen fuel cell systems for UAVs.
- Designed web application for automating the selling process of hydrogen fuel cells systems (jQuery, JavaScript, Wix).

Paris, France | Singapore

Aug 2017 – ongoing

B&B Villa Rosa

Co-owner, Manager (Seasonal).

- Achieved **122% turnover growth** over the last 4 years, despite negative market trends.
- Obtained 86% of 5-stars reviews on Airbnb, and Superhost badge for 8 consecutive quarters.

Alghero, Italy

Apr 2014 – ongoing

ASKE Avocats Conseils | Stefano Carboni Law Firm

Trainee Lawyer.

- Drafted **contracts**, legal briefs and opinions, conducted legal researches and took part in the development of legal strategies for important criminal and commercial cases.
- Assisted dual qualified solicitor/avocat (UK/Fr) in supporting foreign companies operating in France.

Nantes, France | Alghero, Italy

Nov 2015 - Aug 2016

EDUCATION & SKILLS

EMLYON Business School

Specialised Master in International Business Strategy for Lawyers.

Lyon, France

Sep 2016 – Jul 2018

East China Normal University – 华东师范大学

Campus Abroad «Doing Business in China».

Shanghai, China

Apr 2017 à Jul 2017

University of Sassari – Faculty of Law

Law Master Degree – 110/110 cum laude.

Sassari, Italy

Oct 2010 - Nov 2015

University of Poitiers – Faculty of Law and Social Science

Erasmus year abroad.

Poitiers, France

Aug 2012 - Jul 2013

E. Fermi High School for Science

Graduation score: 100/100 – Class representative for 2 years.

Alghero, Italy

Sep 2005 à Jul 2010

Languages

Native: Italian, Sardinian.
Business proficient: English, French.
Intermediate: Spanish, Catalan.
Basic: Arabic, Chinese, Esperanto.

Certificates

GMAT : **710/800**.
IELTS : 7,5/9.
Test de Connaissance du Français :
692/699.

Computer skills

HTML, CSS, **JavaScript**.
Inkscape, GIMP.
Online legal databases.
Microsoft Office.
Basic knowledge of **A.I.**

ACTIVITIES & INTERESTS

Young AvoTech,

Legaltech “Do-tank” for law students and young professionals - Member.

Paris, France

Feb 2019

Italian Mediation Team Competition

3rd place in national competition – Vice Captain of the University team.

Milan, Italy

Feb 2015

Model United Nations

Educational simulations of UN organisms, committees and institutions.

Paris– La Haye – Leuven

May 2014 - Jul 2014 - Feb 2015

Interests

International relations, science-fiction (mostly Asimov), sleight of hand, Quentin Tarantino's movies, practiced rugby and athletics for 8 years, played the guitar in a band in the college's years.