



DAVIDE GIAGNACOVO

1992

Business Developer &
Marketing Specialist



CONTACT



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LANGUAGES

Italian:

English:

French:



QUALITIES

HARD WORKING / ORGANIZED
RESOURCEFUL / RESPONSIBLE
MOTIVATED/ POSITIVE THINKING



www.davidegiagnacovo.com

VISIT MY WEBSITE



SKILLS

Adv strategy
Google tools
Seo & sem
DEM strategy
Social media



INTERESTS

Travelling
Sport
Tech
Photography



WORK EXPERIENCES

- 2020 - Now **Business Consultant Automotive**
 - Amicar
 - Bari
 - Communicating with customers via email, telephone, and in person;
 - Management of financing, leasing, long-term rental practices;
 - Guarantee the achievement of the commercial objectives assigned;
- 2017 - 2020 **Business Developer & Marketing Specialist**
 - Hitech
 - Bari
 - Wholesale of hardware and software solutions;
 - Follow up of customers / prospects to achieve commercial objectives;
 - Maximization of ROI, through KPI market analysis and SWOT analysis;
 - Developing strategic marketing plans and advertising budget management;
 - Identification of new trends and business development opportunities.
- 2018 - 2020 **Business Developer & Inside Sales**
 - Onenet
 - Bari
 - Realization of commercial offers, provide quotes, information, support and pricing details;
 - First customer reference before and after sale;
 - Building long-term relationships with customers;
 - Communication with the customers for the launching of news promotions;
 - Management of the technical and commercial theme to manage customer needs.
- 2013 - 2014 **International Buyer Searcher**
 - Planet consulting
 - Bari
 - Research companies interested in buying Italian products (USA, Europe, Asia etc ...);
 - InSale Commercial Activity: creation of commercial offers;
 - Market and competition analysis;
 - Realization of communication materials through graphic tools;
 - Native speaker team management for interfacing with foreign customers (4/6 resources);
 - Training activities for new resources.



EDUCATION

Scientific High School
2006 - 2011



High School – E. Fermi

Bachelor in Marketing and Business Administration
2011 - 2014



Uniba - Economics

Master in Marketing
2014 - 2016



Uniba - Economics

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