



DAVIDE GIAGNACOVO

1992

Business Developer & Marketing Specialist



CONTACT



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[linkedin.com](https://www.linkedin.com)



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

Tech

Sport

Photography



WORK EXPERIENCE

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 and interfacing with Poste Italiane commercial;
- First customer reference before and after sale;
- Building long-term relationships with existing customers;
- Communication with the customers for the launching of news promotions;
- Management of the technical and commercial theme to manage customer needs;
- Cross Selling.

2013 - 2014 International Buyer Searcher

Planet consulting

Bari

- Research companies interested in buying Italian products (UK, Spain, Shanghai 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

Master in Marketing

2014 - 2016



Uniba - Economics

Bachelor in Marketing and Business Administration

2011 - 2014



Uniba - Economics

Scientific High School

2006 - 2011



High School - E. Fermi

I hereby authorize the use of my personal details solely for circulation within the company according to the GDPR and the Italian Legislative Decree n° 196/2003. I declare that the above furnished details are true to the best of my knowledge.