

# Alessandro Frullani Profilo Completo

## Summary

Italian engineer and finance professional with a unique cross-disciplinary background that spans mechanical engineering, data science, and investment analysis. Currently focused on venture capital, private equity, and fintech opportunities where technical depth meets strategic business evaluation. Passionate about triathlon, geopolitics, and leveraging diverse skills both in professional settings and through active leadership in community organizations.

## Current Status

Currently working in the U.S. under OPT authorization, with eligibility for STEM OPT extension through September 2028. Strong prospects for obtaining an O-1 visa in 2026/2027. As an Italian citizen, I have full work rights across the European Union.

## Active Roles

Board Member, Atletica Avis Sansepolcro (since 2022)

Venture Partner, 42N Advisory (since January 2025)

Project Manager, System Logistics Vertique (since September 2025)

Mentor, Boston Study Tour (since July 2025)

Regarding my three-month summer internship at GardiniLaw: As per U.S. regulations for international students, program duration was strictly limited to the official summer period.

## Academic Background

Completed both a Bachelor and Master of Science in Mechanical Engineering at Politecnico di Torino, Italy, widely recognized as one of Europe's most challenging and prestigious engineering institutions. The demanding curriculum honed advanced problem-solving skills, critical thinking, and meticulous attention to detail. For the Master's thesis, specialized in Acoustics and Psychoacoustics, demonstrating technical depth and analytical ability through focused research.

Pursued a Professional Master in Data Science from ProfessionAI, a leading EdTech startup in Europe. This intensive professional certification equipped me with industry-relevant programming skills and expertise in data management and analytics, ensuring my technical foundation remains current and fully aligned with market needs.

Graduated with a Master's in Finance from Hult International Business School in Boston. This path allowed me to immerse myself in the U.S. ecosystem—especially Boston's dynamic finance and technology sector—while deepening my long-standing interest in investments and valuation. I achieved top grades in Investments and Portfolio Management, and delivered impactful equity research on Datadog (DDOG) with a target price later confirmed by the market.

My academic journey shifted from engineering toward finance after realizing my passion lies with the business and strategic aspects of projects, rather than pure technical design or simulation. This unique blend of engineering rigor and financial acumen now gives me an edge in sectors like Venture Capital and Private Equity, where evaluating projects holistically is critical.

I am currently enrolled in two advanced professional courses in AI Agent Development to stay ahead in technology and maximize my effectiveness in every project.

## Work Experience

### **PR & Sponsor Manager – 2WheelsPoliTO (2017, one year)**

2WheelsPoliTO is the official motorcycle racing team of Politecnico di Torino, competing in international student competitions such as MotoStudent. The team develops high-performance prototypes and promotes engineering innovation.

- Managed sponsorship relations and public exposure, successfully raising €32,000 in external sponsorship — the team's first economic support from third parties.
- Negotiated brand partnerships and organized the public presentation of two motorcycles at EICMA, the world's largest motorcycle expo in Milan, an event renowned for industry networking and innovation, developing advanced negotiation skills while elevating the team's public profile.

### **Acoustic Research Engineer – Politecnico di Torino (2021, six months)**

Led a research project analyzing the psychoacoustic parameters at the Milano Martesana railway stopover. Used binaural recording and advanced acoustic analysis to measure soundscape parameters (Loudness, Sharpness, Roughness, Tonality, Fluctuation Strength) in a complex urban environment surrounded by homes, schools, and libraries. Carefully managed data collection to ensure reliability, excluding wind interference for precise results. Enhanced skills in acoustics, psychoacoustics, signal analysis, and technical writing.

### **Acoustic Research Engineer – CNMAT, UC Berkeley (2022, six months, on-site Berkeley, CA)**

The Center for New Music and Audio Technologies (CNMAT) at UC Berkeley is a leading research hub blending music, audio tech, and signal analysis.

- Designed and built a hardware system for touch detection on a musical percussion instrument, integrating pressure sensors and Arduino for accurate signal capture.
- Conducted audio signal analysis with Python and MATLAB to develop a mathematical-physical model of instrument dynamics. Strengthened expertise in hardware prototyping, advanced signal analysis, and software tools.

### **Program Manager – Stellantis (on behalf of MCA Engineering) (2022–2024, one year and ten months)**

Stellantis is one of the world's largest automotive groups, with a global portfolio of major brands. MCA Engineering specializes in project management and engineering consultancy services.

- Led issue tracking and resolution for infotainment systems, prioritizing fixes and ensuring software release quality.
- Mentored two interns, facilitating productive collaboration and guiding their professional growth.
- Coordinated communication between internal Test & Validation (T&V) teams and external software suppliers to deliver timely, effective solutions.

### **Finance Intern – GardiniLaw (May–July 2025, on-site Waltham & Natick, MA)**

GardiniLaw is a specialized law firm serving corporate, legal, and international clients in Massachusetts.

- Designed a Kanban system to improve internal communications between finance and paralegal teams, delivering a scalable platform for workflow management.
- Built machine learning models to forecast cash flows and client behavior using historical legal matter data.

- Managed the reconciliation of company financial transactions, ensuring rigorous accuracy and consistency

### **Venture Partner – 42N Advisory (Jan 2025–ongoing, hybrid online/Boston)**

42N Advisory bridges Italian and U.S. startup ecosystems, specializing in venture support and strategic market entry.

- Advise Italian founders on U.S. market strategy, investor pitching, and fundraising.
- Facilitate introductions and mentoring with Boston-based angels, and support cross-border ventures to align innovation goals with U.S. business environments.
- Blend VC evaluation, networking, and operational guidance with hands-on mentorship (online and in-person).

### **Project Manager – System Logistics Vertique (Sept 2025–ongoing, on-site Arden, NC)**

System Logistics Vertique is a global leader in intralogistics and automated supply chain solutions, specializing in high-efficiency automation for warehouses and distribution centers.

- Manage after-sales projects end-to-end, from initial client communication and requirements definition to full project execution and delivery. Develop expertise in automation operations, customer service, and project workflow optimization.

## **Community Leadership**

### **Board Member – Atletica Avis Sansepolcro (2022–ongoing)**

Atletica Avis Sansepolcro is a nonprofit athletics and triathlon club based in Tuscany, affiliated with Italy's national track and field federation (FIDAL). The club organizes major community sporting events, promotes local wellness and engagement, and celebrates the heritage of Alta Valle del Tevere—an area between Tuscany and Umbria deeply important to my personal identity.

Motivated by a love for triathlon, running, and regional pride, I accepted a board position to strengthen our club's influence and help our community thrive. My key contributions include:

- Leading logistics and sponsor engagement for signature events such as the annual 10K road race and Triathlon Sprint, negotiating with local producers so the race kits highlight unique regional products.
- Growing athlete participation and organizational visibility. Under my tenure, the 10K race saw subscriptions rise from 150 to 270 over four years, and the first edition of our triathlon sprint achieved a 96% satisfaction rate among participants.

My vision moving forward is to double triathlon race registrations in 2026 by continually improving race quality, fostering local partnerships, and creating memorable experiences for both athletes and our community.

### **Mentor – Boston Study Tour (2025–ongoing)**

Boston Study Tour connects students and professionals with hundreds of Italian and Italian-American experts at leading universities and companies throughout the Boston area. The initiative builds bridges between Italy's tech community on the East Coast and emerging talent at universities, high schools, and professional organizations. As a mentor, I engage participants, share local insights, and help foster valuable growth and opportunity networks for future leaders.

## **Skills**

### **Languages**

Italian (native)  
English (fully professional proficiency)  
Spanish (intermediate proficiency)

### **Programming and Data Analysis**

Python (data analysis, modeling, process automation)  
R (statistical analysis, finance, research)  
MATLAB (signal processing, engineering applications)  
SQL (database management, data extraction)

### **Business Intelligence & Enterprise Tools**

Power BI (dashboard building, data visualization, business reporting)  
SAP (financial management and enterprise resource planning)

### **Finance & Investment Skills**

Equity research and valuation  
Portfolio management and optimization  
Financial modeling and forecasting  
Data-driven decision-making in business and investments  
Cash flow and risk analysis  
Venture capital and startup evaluation

### **Engineering & Technical Skills**

Acoustics and psychoacoustics research  
Signal analysis and hardware prototyping  
Technical writing and scientific reporting  
Systems analysis and simulation

### **Project, Team & Communication Skills**

Teamwork and leadership across multinational projects  
Cross-functional communication (engineers, clients, external partners)  
Project management and prioritization  
Negotiation and sponsorship development  
Mentoring and professional guidance for interns and founders

### **Community Engagement & Social Impact**

Event logistics and sponsor engagement (sports and nonprofit leadership)  
Community building and brand advocacy  
Multicultural outreach and partnership building

## Interests & Hobbies

### Triathlon & Endurance Sports

Triathlon is at the top of my passions. Completing my first IronMan full-distance race was an outstanding personal milestone—one that demanded months of focused training and unwavering commitment. The journey taught me dedication, mental resilience, attention to detail, and an unrelenting focus on results. These qualities extend far beyond sports, shaping how I approach day-to-day challenges and long-term goals in my professional life. Training often blends solo sessions with teamwork, and serving on the board at Atletica Avis Sansepolcro allows me to combine athletic pursuit with community leadership and mentorship.

### Investments & Market Exploration

My second major passion is investing. Since 2017, I've taken a hands-on interest in financial markets, starting with Bitcoin and investing early in tech innovators like Palantir, Datadog, and Nuscale. What began as a curiosity about technology and market disruption has evolved into a rigorous approach informed by both research and formal financial training. Regular brainstorming sessions with close friends keep my perspective sharp, and I find great satisfaction in balancing personal insight with collaborative decision-making.

### Community Engagement & Results-Driven Mindset

For me, hobbies deliver the most value when they combine personal fulfillment with service to a greater cause. Managing and improving sporting events for Atletica Avis Sansepolcro lets me contribute skills that go beyond athletics, like negotiation and logistics, while advancing the health and vibrancy of my local community. In investments, I apply strategic thinking and valuation—skills honed through both experience and formal education—to assess opportunities before and after gaining deep financial expertise.

### Future Aspirations

Looking ahead, I aim to organize a half marathon and an Olympic-distance triathlon in my hometown, creating events that further unite athletes and the community in meaningful ways.

## Career Vision

Currently, the most appealing roles for me are those that offer robust challenges in terms of tasks, environment, and measurable results. I am especially drawn to fast-moving fields like Venture Capital, Private Equity, Corporate Venture, fintech, and innovative manufacturing—where exposure to new ideas and environments is constant and impactful. My ambition is to continuously grow, both professionally and personally, and I seek opportunities that truly stretch my skill set and experience.

I'm open to working in several vibrant global hubs, including the Boston Area, New York City, Barcelona, Valencia, Madrid, Paris, Nice, Switzerland, Munich, and Singapore, but I remain open to evaluating compelling opportunities in other locations. I thrive in energetic, growth-oriented settings—whether startups, innovative mid-size companies, or established leading firms. For me, the key motivators in any role are achieving results, receiving and providing mentorship, the opportunity to learn, and applying my diverse skills flexibly across all areas of my life and work.

Long-term, my ambitions evolve in tandem with new experiences and opportunities. What remains constant is my commitment to hybrid work, effective time management, and making the most of my

workday—to ensure my professional and personal activities, including side projects, drive both career progress and lasting satisfaction.

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