

# GIUSEPPE BALDINI

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## EXPERIENCE

Jul 2017  
Aug 2017

**Business Analyst | SEEDER CLEAN ENERGY | Shanghai, China**

**Rooftop solar development services for on- and off-site renewable energy procurement**

- Produced 8-page report on current state of blockchain applications in the energy sector
- Identified 47 individuals/organizations for further blockchain research
- Sourced 20+ potential buyers and contacted 3 potential power generation verifiers to implement first locally audited Renewable Energy Certificates (RECs) program in China (APX TIGRs)
- Produced buyers guide for TIGRs RECs including comparison with existing RECs in China

Jul 2016  
Jun 2017

**Product Partnerships - Fundraising | BLOCKS WEARABLES | London, UK**

**Hardware startup developing the world's first modular smartwatch**

- Secured 5 partnerships to jointly develop new modules / software for the device
- Identified 50+ technology partners for next stages of product roadmap
- Designed partnership workflow to standardize inbound and outbound partnership deals
- Produced pitch deck alongside CEO and list of 30+ potential investors for future Series A
- Led teams in exploratory efforts for equity crowdfunding campaign and B2B expansion

Nov 2014  
Dec 2015

**Founder | SOKRATES | Milan, Italy**

**Online service matching students with high-quality tutors**

- Managed 4 people team and defined key features, business model and growth plans
- Launched service in Milan: 15+ Tutors, 5 parents' associations and 200+ lesson hours

Jul 2015  
Aug 2015

**Business Development | OCCAMBEE | Milan, Italy**

**Artificial Intelligence startup focused on human - machine interaction**

- Completed main sections of e-learning product business plan, performing research about competitors, industry trends and market potential for e-learning product
- Sourced 50 target customers in Italy and 5 in Europe for Virtual Assistant product

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## EDUCATION

Sep 2016  
Jun 2018

**London Business School - London, UK | Fudan University - Shanghai, China**

Global Masters in Management – Double Degree | Thesis on robotic technology adoption

EU Window Scholarship - China Scholarship Council | Working 30h / week alongside studies

Sep 2013  
Jun 2016

**Bocconi University - Milan, Italy**

B.Sc. in Business Administration | Exchange semester: Hanyang University - Seoul, South Korea

ASEM-DUO Scholarship (2015) | Italian Ministry of Education Scholarship (2013)

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## ADDITIONAL INFORMATION

Dec 2017  
Aug 2017  
May 2017  
May 2017  
Jan 2017

Started Singularity University Shanghai Chapter | Expanded team to 15 and community to 100+

Speaker at AsiaSolar Conference 2017 with presentation titled "Simplifying EPC and PPA sourcing"

Member of entrepreneurial invite-only community "Founders of the Future" (Founders Forum)

Sourced speakers and AI companies / investors for London Business School China Business Forum

Member of SingularityU London Chapter | Organized events on BCI and genetic engineering

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## SKILLS

### LANGUAGES

Italian (Native)

English (Fluent)

Chinese (HSK 3)

Spanish (B1)

German (A2)

### PROGRAMMING

Python

R

SQL

### TOOLS

Tableau

Qualtrics

Weka (Machine Learning)

XLMiner (Data Mining)

Nationality: Italian