GIUSEPPE BALDINI

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EXPERIENCE

Oct 2018
Present

[Incoming] Industry Analyst | 九天微星 COMMSAT | Beijing, China
Private space company working on satellite applications in IoT and internet connectivity
- Quantitative industry research to identify applications for proprietary satellite constellation

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

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

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 | Worked 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)

ADDITIONAL INFORMATION

Dec 2017 Started Singularity University Shanghai Chapter | Expanded team to 15 and community to 100+
Aug 2017 Speaker at AsiaSolar Conference 2017 with presentation titled "Simplifying EPC and PPA sourcing"
May 2017 Member of entrepreneurial invite-only community "Founders of the Future" (Founders Forum)
May 2017 Sourced speakers and AI companies / investors for London Business School China Business Forum
Jan 2017 Member of SingularityU London Chapter | Organized events on BCI and genetic engineering

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**