

CURRICULUM VITAE

Niccolò Polidori



PERSONAL INFORMATION

Rome, 17/09/1992

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WORK EXPERIENCE

April 2022-present (Italy/Swiss): Relationship Manager at Moody's Analytics;

Activities:

- **Build relationships with C-Level Contacts** across client and prospect organizations in Italy and Switzerland (**Sport Sector**)
- **Manage the sales process** from beginning to end by identifying and qualifying prospects, initiating new sales activity, and bringing sales to closure (New Sales and Renewal)
- **Account Management** and creating lasting relationships with customers
- **Top 3 New Sales Performance in 2024 in EMEA Region (2024: 112% of target)**

March 2019-April 2022 (Milan/Turin): Business Development Manager at Alten Italia; Activities:

- Creating new **business opportunities** with prospect (Sales) and account management
- **In charge of a 20+ consultants** based in North Italy (mainly Milan and Turin)
- **Create partnership** with startups and third parties
- Responsible for **representing the company** and **brand development**

February 2018-March 2019 (Rome): Open Innovation Consultant at Elis - Consulting & Labs, operating in the "Open Italy" project, an **Open Innovation Program** between **Football Teams and startups**. Activities:

- Interaction and management of the various stakeholders of the project (startups, accelerators, incubators, research and Football Teams)
- **Build partnerships** with the aim of financing the Open Innovation Program
- Analyze and understand how to best present the value proposition of participating Startups (**Fan Engagement, Sport Science, NFT ecc..**)

June 2017-February 2018 (Rome): Junior Buyer - internship - at PSC S.p.A. Activities:

- Management of purchase requests and **negotiations with different suppliers**
- Drafting of contracts
- Search for new sources of supply

15 March 2017-15 April 2017 (Buenos Aires): Stage Customer Service at Easy Taxi-Argentina, through a scholarship obtained at the University of Tor Vergata. Activities:

- Analyze and improve marketing strategies
- Business Plan Analysis
- Competitive benchmarking

EDUCATION AND TRAINING

November 2014-July 2017: **Master's Degree in Economics & Management**

Thesis in Strategy and Business Policy at the University of Rome "Tor Vergata"

November 2016-January 2017: **"Football Management"** Course, at the University of Rome "Tor Vergata"

September 2016-October 2016: **"Marketing Approach in the Sport Industry"**, at the University of Rome "Tor Vergata"

September 2011-November 2014: **Bachelor's degree in Economics and Management**

Thesis in Finance Science at the University of Rome "Tor Vergata"

September 2006-July 2011: **Classical High school**

Economics legal address at Liceo Leoniano in Anagni, with the vote of **100/100**.

LANGUAGE SKILLS AND COMPETENCES

- **Italian:** Native
- **English:** Fluent
- **Spanish:** Basic

INTERNATIONAL EXPERIENCE

March 2017-April 2017: **Erasmus Project** - master's thesis at **Easy Taxi, Buenos Aires (Argentina)**.

July 2016-August 2016: Study trip aimed at learning the English language at **the "Pine Manor College" in Boston**.

TECHNICAL SKILLS AND COMPETENCES

CRM: **Salesforce**

Office Package Professional Knowledge: Word, PowerPoint, Excel, Outlook (**MOS Certification, Microsoft Office Specialist**)

SFC (Scrum Fundamentals Certified)

PowerBI (Udemy Certification) and **Tableau**

OTHER ACTIVITIES

2009-2011: **theatrical experience** at the theater company "Sei Personaggi in cerca d'Autore".

1998-2016: **football activity** at S.S Colleferro calcio, A.S.D Segni calcio, Virtus Gavignano