

AURELIO MAZZARA

(+39) 3804740427 | aureliomazzara1997@gmail.com | Viale Montenero 34, Milano 20134 | LinkedIn: <https://www.linkedin.com/in/aureliomazzara/>

PERSONAL STATEMENT

Highly motivated and results-driven professional with a proven experience in driving strategic growth and cultivating valuable business relationships. Over the past 2.5 years, I gained a solid foundation in competitor analysis, market research, and project management, which allowed me to contribute to successful business initiatives across diverse industries. A determined, open-minded, and critical thinker professional seeking role to leverage skills in driving innovation and achieving impactful results.

PROFESSIONAL EXPERIENCE

SGB Humangest Holding

OCTOBER 2023 – ONGOING

MILAN, ITALY

Business Strategy Analyst

- Developed and implemented performance monitoring dashboards to analyze key metrics and improve efficiency of nationwide commercial network operations.
- Supported the CEO's office by analyzing key performance metrics, conducting market research in the HR sector, and developing targeted go-to-market strategies.
- Supervised the integration of a new CRM system to improve portfolio analysis and enhance cross-selling strategies for the Group.

BonelliErede

SEPTEMBER 2022 – OCTOBER 2023

MILAN, ITALY

Business Development Analyst

- Supported the development of BonelliErede law firm's client portfolio in 6 different industries. Achieved more than 30 new clients and exceed the forecast revenue (+14% vs 2022).
- Assisted in all aspects of event management and coordination, including maintaining target lists, executing email campaigns, managing external suppliers, and conducting post-event analysis.
- Performed weekly analysis of media content and marketing campaigns calculating key metrics such as engagement rate and click-through rates to provide actionable insights to the firm's partners.

Papernest

JANUARY 2022 – JULY 2022

BARCELONA, SPAIN

Strategic Partnerships Intern

- Launched and development the new Papernest business vertical for Italian market: Tax Assistance Centers. Launched in April 2022, initial results: 3 partnerships closed, 180 leads generated during the first two months with a conversion rate of 20%.
- Managed 3 business verticals, overseeing clients' acquisition via partnerships and conducted market research to develop effective go-to-market strategies.
- Prospecting potential partners for Universities and Social Housing business verticals: 3 partnerships agreement closed.

Kone S.p.A.

SEPTEMBER 2019 – MARCH 2020

MILAN, ITALY

Operations Management Intern

- Calculated and assessed the performance of installations, ensuring accurate and reliable results for corporate clients.
- Coordinated with the Sales Team to identify target customers using data-driven insights for strategic decision-making.
- Collaborated with cross-functional teams to optimize processes and enhance installation efficiency.

EDUCATION

Nova School of Business and Economics

SEPTEMBER 2020 – JUNE 2022

LISBON, PORTUGAL

Master of Science in International Management

- GPA: 3.7/4.0
- Winner of Academic Merit Scholarship

Università Cattolica del Sacro Cuore

OCTOBER 2016 – JULY 2019

MILAN, ITALY

Bachelor's in Communication and Marketing

- Completed a 4-month **Digital Marketing Internship** at **Paladin True S.r.l.**, an Italian sharing economy startup, and conducted a **thesis project** with the founder's support.

LANGUAGES

Italian (Native); **English** (Fluent, *Ielts Certification*); **Spanish** (Intermediate, *University Internal Certification*)

IT SKILLS

Skills: Microsoft Office (Excel, PowerPoint) | CRM (Salesforce, HubSpot) | GSuite | Figma Graphic Editor | WordPress | SAP | Python Tableau | SPSS | Think-Cell | Cerved | Canva | Photoshop

I authorize the processing of personal data present in the CV pursuant to Legislative Decree. Lgs. 101/2018 and of the GDPR (EU Regulation 2016/679).