

DARIO BARONI



SUMMARY

Business and Marketing student from Liguria, passionate about cinema and sports. Love to talk about it, better if over a beer.

Born curious, always hungry to learn new things. Tell me something I don't know, you'll get my attention straight away.

CONTACTS

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WORK EXPERIENCE

DEALFLOW ANALYST & SCOUT

2023 - 2026

@Zest Investments

- Management of a large-scale operational pipeline of 2,000+ early-stage initiatives per year, with responsibility for prioritization, execution flow, and performance tracking.
- Coordination of cross-functional teams of 20+ professionals managing dealflow and project execution, ensuring alignment, efficiency, and delivery against defined business objectives.
- End-to-end ownership of structured decision-making processes, from initial screening and evaluation to final approval stages within Investment Committee-level governance.
- Program management lead for strategic initiatives and corporate partnerships with large organizations such as TIM, ENI, Autogrill, and SAES, translating corporate objectives into measurable operational outcomes.
- Oversight of multi-stakeholder innovation projects and proof-of-concept initiatives in collaboration with public and institutional partners (e.g. MIMIT, MUR, MOST), with responsibility for resources, timelines, and execution.
- Direct contribution to strategic planning and investment decisions through data-driven analysis, definition of evaluation frameworks, and development of performance-oriented guidelines.

CONTENT MANAGER

2020

@Editorial Board The Vision

- Content management and operational leadership for an online publication, with direct responsibility over a team of 40+ contributors.
- Definition of content strategy and editorial priorities in collaboration with senior management, ensuring alignment with audience goals and overall business direction.
- End-to-end management of editorial operations, including planning, task allocation, workload distribution, deadline control, and quality assurance.
- Assignment, supervision, and performance monitoring of editorial staff, ensuring consistency, productivity, and adherence to editorial standards.
- Direct contribution to copywriting and content production, maintaining quality, tone of voice, and coherence with the defined editorial line.
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SKILLS AND ABILITIES

- Business Plan Development
- Strategic Analysis and Planning
- Creation of Marketing Campaigns
- Team Management
- Copywriting
- Standard ECDL certificate
- Team Work
- Market Sizing
- Unit economics
- investment memo writing
- Public speaking

LANGUAGE SKILLS

Italian: Mother tongue

English: Fluent (C1)

EDUCATION

UNIVERSITY OF TURIN

2021 - 2025

MSc Business Administration, Marketing and Strategy

Relevant Courses: Digital Marketing & Big Data Management; Business Data Science; Corporate Strategy; Innovation Management & Digital Transformation; Branding & Competitive Analysis.

UNIVERSITY OF OSTRAVA

2022

Exchange Semester Abroad. Relevant Courses: Quantitative Finance; International Marketing.

BOCCONI UNIVERSITY

2017 - 2020

Bachelor's Degree in Business and Management

Relevant Courses:

Computer Science; Statistics; Business Strategy; Technology, Innovation & Operations Management