

## ANDREA COSENZA

16/08/1991

Via Puccini 6

26854, Cornegliano Laudense (Lodi)

Telephone : 3337715945

E - mail : [andreacosenza9@gmail.com](mailto:andreacosenza9@gmail.com)



I love talking to people, I love learning new things every day and I love traveling; I am very creative and rational, which allows me to carry out various activities in this area. I am able to manage the activities respecting deadlines and set goals.

## WORK EXPERIENCE

**October 2018 - today**

*Milan*

**Ingram Micro S.r.l.**

**Cloud Sales Account**

- Performed technical-commercial activities related to the sale of Cloud solutions (CSP)
- Developed strategic Partner business process
- Being part of Microsoft SureStep Program for ModernWorkPlace
- Prepared forecasts based on weekly and monthly opportunities
- Analyzed of KPIs within the corporate Cloud Marketplace platform
- Prepared dedicated quotations for virtual machines (Azure calculator)

**May 2017 – October 2018**

*Lodi*

**Zucchetti SpA**

**Sales Partner Consultant**

- Performed technical-commercial activity related to E-Invoicing, Digital Signature and Digital Preservation.
- Prepared project of integration with ERP Zucchetti Management and external ERP.
- Speaker (Evangelist) sponsorship events related to electronic invoicing directed to Zucchetti partners and customers.

**November 2015-November 2016**

*Codogno, Lodi*

**Poste Italiane Spa, Commercial Area**

**Financial Advisor**

- Dealing with incoming client requests for a wide range of insurance and investment products, with the goal of increasing the portfolio
- Preparing detailed proposals for clients and conducting winning sales presentations
- Managing an extensive database and maintaining regular contact with clients to build long term relationships
- Liaising with potential and current clients, establishing requirements and sourcing suitable products

**June-July 2009**

*Borghetto Lodigiano, Lodi*

**Banca Bcc, Bank**

**Stage**

- Support to the administrative offices of the bank
- Support to the cash accounting and coaching to core banking activities.

## EDUCATION

**2013-2015**

*Pavia*

**Master-level degree in Business Administration**

Università degli Studi di Pavia

**2010-2013**

*Pavia*

**Bachelor degree in Management**

Università degli Studi di Pavia

**2006-2010**

*Lodi*

**Diploma as Accountant and Bookkeeper**

ITCG Bassi

**Languages:**

**Italian** : mother tongue

**English** : effective operational proficiency C1

**German** : beginner A1

**Technical skills and competences** : Microsoft Office, Microsoft Windows, Linux, Ios, Browser Internet, Cloud CSP  
beginner knowledge of HTML, PHP, Android