

# Andrea D'Addato

**Date and place of birth:** September 2, 1992 – Taranto (TA), Italy

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## Education

### University of Bologna

Master Degree (taught in EN) - International Politics and Markets (Final Mark: 110/110)  
Thesis Title: "Italian – Israeli Ecosystems: Public Policy Lessons from The Start-Up Nation"

**Forlì, Italy**  
Sep 2015 – Mar 2018

### Université Paris 1 – Panthéon Sorbonne

Exchange Programme - Erasmus+; International Economics

**Paris, France**  
Sep 2016 – Jan 2017

### Pontifícia Universidade Católica de Minas Gerais

Exchange Programme – Overseas; International Relations

**Belo Horizonte, Brazil**  
Jan 2015 – Jul 2015

### University of Bologna

Bachelor Degree - International and Diplomatic Affairs (Final Mark: 107/110)

**Forlì, Italy**  
Sep 2012 – Jul 2015

## Work Experience

### HP Italy

*Key Account Manager*

**Milan, Italy**  
Apr 2019 – Mar 2020

- Manage high volume of Small and Medium business hunting customers (Triveneto area)
- Developing a long-term sales pipeline to increase Personal Systems and Printing market share
- Building strong professional relationships with CxO business executives, IT managers, distributors and resellers
- Identifying emerging market trends and opportunities, analyzing clients' industry and competitive landscape

### Gardner Denver

*Sales Coordinator*

**Brno, Czech Republic**  
Sep 2018 – Dec 2018

- Generate and submit customers' orders, entering and processing data with Excel and SAP
- Answering customer's inquiries including pricing, delivery and service request
- Handling phones and email correspondence with customers, distributors and technicians
- Reviewing and analyzing claims, expenses and warranty trends
- Managing relationship with over 100 customers to drive sales growth in alignment with strategic plan

### Israel – Italy Chamber of Commerce

*International Trade Analyst Intern*

**Tel Aviv, Israel**  
Oct 2017 – Dec 2017

- Database management
- Market research and pre-feasibility study
- Supporting b2b delegations
- Assisting the organization of the United Nations Conference on Agenda 2030 for Sustainable Development

### Illumia S.p.A.

*SME Sales Intern*

**Bologna, Italy**  
Aug 2017 – Oct 2017

- Inserting contracts through Datamax Software
- Monitoring activation of new PODs and PDRs (delivery points of energy and gas power)
- Technical assistance for Business Consultant
- Control and management of contractual documentation

## Personal Skills

### Languages

- Italian: Native
- English (C1) – Toefl and Ielts Certificate
- Portuguese (B2)
- French (B2)

### IT Skills

- Datamax
- Microsoft Dynamics 365
- Microsoft Office
- SAP

### Interests

- Customer and sell-out obsessed
- Movie soundtracks
- Startup
- Kayaking