

# Marco Bianchi

Italian | Male | 22

*Target MSc: International Management*

## PROFESSIONAL EXPERIENCE

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Operations Analyst Intern - Luxottica

January 2023 - June 2023

Analyzed supply chain and operational KPIs for the EMEA region

Supported initiatives aimed at improving inventory turnover and delivery performance

Coordinated with logistics providers and internal stakeholders to improve data reporting

Contributed to operational reviews and continuous improvement initiatives

Sales Operations Intern - Salesforce Italy

September 2022 - December 2022

Supported sales pipeline analysis and revenue forecasting activities

Built reports and dashboards for regional sales teams using CRM data

Assisted sales managers with performance tracking and opportunity analysis

Gained exposure to enterprise sales processes in a multinational tech environment

## EDUCATION

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Bachelor in Economics and Management

Bocconi University, Milan

2019 - 2022

Solid academic foundation in economics, management, strategy and quantitative methods

Exposure to international business case studies and group

## SKILLS

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Data analysis, CRM tools

Process optimization

## LANGUAGES

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Italian (native), English (fluent), French (basic)

## PERSONAL INTERESTS

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Cycling, geopolitics, luxury industry trends