***Profile***

**I am a coach because I believe in the power of people and I enjoy supporting them exploit their full potential.**

**I am a consultant with expertise in designing and implementing trainings and organizational development programs for Top Management and Sales people.**

I have learned that effective trainings have the following premises:

* **Learning by doing:** stimulating change, which happens through action. Creating experiences is the best way to enable participants to get a better awareness of themselves and to start the change.
* **Bespoke business approach:** considering both the organizational context and the concrete business challenges, which in turn creates a measurable impact.

***Professional Experience***

**AchieveGlobal Italia – *Change Management consulting* Consultant**

*November 2014 – Present*

* Consultant in a multinational firm, with expertise in managing all the aspects related to corporate changes: from market research to business plan definition, from business process mapping to their reengineering, from key roles definition to global Academies design.

**Business Performance Institute S.r.l. - *Learning consulting* Consultant**

*December 2010 – October 2014*

* Consultant in an international firm, with expertise in improving corporate performance through continuous learning programs and internalbest practice development. My main achievements are:
* The launch and the development of a Global Learning Academy based in a multinational pharmaceutical in London (UK) and Philadelphia (US)
* The development of more than five internal Best Practices for Sales network of financial institutions and transportation
* The design and development of Train the Trainer and training programs
* The design and implementation of learning tools (e.g. games, videos)

**Asterys Lab – *Primary Coaching School* Coach**

*January 2014 – June 2014*

* Coach of highly skilled professionals enrolled in the Professional Coaching Master in one of the most prestigious coaching schools, founded a few years ago as a spin-off of Life Coach Lab.

**Redooc – *Learning Start-up* Innovative content designer & developer**

*July 2013- January 2014*

* Content designer & developer in a learning start-up, with the ambition to rethink education, starting from STEM subjects (i.e. science, technology, engineering and mathematics) for high school students.

**Politecnico di Milano – Dept. of Management Engineering Consultant**

*Nov. 2007 - Nov. 2010*

* Consultant, mainly committed to develop assessment models & business plans in more than five EU, National and Regional Projects on:
* Telemedicine and e-health technologies
* Health technologies assessment
* Health organizations’ sustainability
* Co-lecturer in Management and Mathematical Engineering courses at Politecnico di Milano, i.e:
* Healthcare Management
* Economics & Business Administration

##### *Education*

Professional Coaching Master - Asterys Lab

*Sept. 2012 - Nov. 2013*

* Completion of the 1 year Master with Distinction

PhD in Management, Economics & Industrial Engineering - Politecnico di Milano & Università degli Studi di Pavia

*Nov. 2007 - Nov. 2010*

* Final dissertation on Public Administration Management: “*Development of interorganizational networks”*
* Exchange period in Edinburgh Business School, University of Tampere & University Van Amsterdam

Master of Science in Management, Economics & Industrial Engineering – Politecnico di Milano

*Sept. 2005 - Oct. 2007*

* Final dissertation: “Assessment of telemedicine projects” • Grade: 109/110
* 6 months of exchange program in DTU – Copenhagen (DK)

Bachelor of Science in Management & Production Engineering – Politecnico di Milano

*Sept. 2002 - Oct. 2005*

* Final dissertation: “Future scenarios for telemedicine” • Grade: 105/110

##### *Languages*

* Italian (mother tongue)
* English (fluent)

##### *Skills*

* Interpersonal relationship management, problem solving, project management.
* Expert knowledge of Microsoft Office.
* Driving Licence.

##### *Personal Interests*

* Artistic Gymnastics (Italian championship participation).
* Travel, also by myself (3 months in US alone when I was 18).
* Volunteering (3 months in India).

*Authorized Data Disclosure according to Italian Law 196-2003*

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| Main Publications ***Bartoli L.****, Lettieri E., Masella C.*  Innovative healthcare delivery: the quest for effective telemedicine-based services  Advances in Telemedicine: Technologies, Enabling Factors and Scenarios – casa editrice: Intech (2010) |
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| ***Bartoli L.,*** *Zanaboni P., Masella C., Ursini N.*  Systematic Review of Telemedicine Services for Patients Affected by COPD  Telemedicine and e-health (2009) 15(9): 877-883 |
| ***Bartoli L.****, Masella C.*  “Innovation and Effective Telemedicine-based Services”  17th International Annual EurOMA Conference “Managing operations in service economies”. Porto, PT; 9.06.2010 |
| *Longoni A.,* ***Bartoli L****., Bartezzaghi E., Cagliano R., Lettieri E., Masella C., Staudacher A.P., Shani R.*  “Emerging Sustainable Strategies in Healthcare: first evidences from Italian case studies”  *17th International Annual EurOMA Conference “Managing operations in service economies”. Porto, PT; 9.06.2010* |
| ***Bartoli L.,*** *Masella C., Colombo F.*  “Innovating Health Care Delivery: The Quest For Effective Telemedicine based Services”  International Healthcare Conference- Cornell University, New York City; 11-12 May 2010 |
| *Nobile M.,* ***Bartoli L.,*** *Borghi G., Cantù AP., Masella C., Moretti AM., Auxilia F.*  “Percorsi di cura e innovazione: il progetto strategico BPCO”  Atti della XI Conferenza Nazionale di Sanità Pubblica (2009) – Napoli, 15-17 Ottobre 2009 |
| ***Bartoli L.***  “EU standardization of integration in Emergency services: a study of non-compliance”  EIASM, 7th workshop on the challenges of managing the third sector. Nantes, June 4-5 2009 |
|  |
| *Borghi G., Masella C., Zanaboni P.,* ***Bartoli L.***  “Nuove Reti Sanitarie - Un servizio sperimentale della Regione Lombardia”  12a Conferenza Annuale AIES (2007)- Associazione Italiana di Economia Sanitaria, Priorità ed equità nelle scelte di politica sanitaria, Firenze, Italia, 18-19 Ottobre 2007 |