

Leonardo Donà

Strategic Analyst — Decarbonization Enthusiast

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LinkedIn Profile

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Professional Summary

Professional with 4+ years of experience in the maritime industry, spanning quality assurance, business intelligence, marine logistics, and business strategy. Collaborated with multidisciplinary teams to develop innovative tools and deliver market and regulatory analysis to support organizational decision-making. Skilled in energy transition and decarbonization, with a focus on transforming complex data into actionable strategic insights.

Skills

Technical Skills: Python, Power BI, Machine Learning, Excel, Data Visualization

Strategic Skills: Market Analysis, Decarbonization Strategy, Business Development, Team Collaboration

Languages: Italian (Native), English (Professional), Spanish (Limited)

Work Experience

Market Analyst

Wärtsilä – Marine Strategy, Trieste, Italy

May 2024 – Present

- Creation of the official Share of Wallet model for potential sales estimation and identification of key customers for growth in the services business.
- Creation of simulations and forecasts to plan production plant capacity.
- Fuel quality statistical analysis for key customers.
- Analysis of key patterns in marine logistics of segments such as LNG Carriers, Containers, Cruises, Ferries, etc. identifying key routes (ports visits, voyages, fuel consumption and CO2 emissions of fleet).

Junior Data Scientist

Wärtsilä – Marine Strategy, Trieste, Italy

Nov 2021 – May 2024

- Construction of algorithms supporting market studies on global fleet merging internal and external data sources, such as AIS data of vessels.
- Analyzes of business cases that leverage the regulatory environment of decarbonization in the maritime industry.
- Experience in studies related to the addressable market for product launch, market share, and competitor analysis, showing the impact for the marine engines business.
- Active role in continuous improvement activities and knowledge sharing.

Data Analyst Trainee

Wärtsilä – Business Intelligence, Trieste, Italy

Apr 2021 – Oct 2021

- Supported monthly reporting processes by designing dashboards and ensuring data consistency.
- Involved in the monthly report activity of BI team. The report is shared with leaders in the organization, and it covers topics in marine economics and global trends.
- Improved data quality and reporting accuracy through the development of a machine learning model.

Data Analyst Trainee

Pirelli – Quality Department, Milan, Italy

Nov 2020 – Mar 2021

- Interactive dashboards built to optimize quality monitoring processes and enhance operational efficiency.
- Developed a Python package to automate recurring analyses, reducing manual effort and increasing productivity.

Education

Bachelor + Master in Mathematics
Oct 2014 – Sep 2020

Università degli Studi di Padova, Italy

- **Master's Thesis:** Bathymetry Reconstruction Using Time-Dependent Intrinsic Shallow Water Models.
- **Bachelor's Thesis:** Revisiting the N-body Problem in General Relativity – Italian translation and analysis of Tullio Levi-Civita's work.

Achievements & Publications

Decarbonization Hackathon Participant – Helsinki, 2022

Collaborated with a multidisciplinary team to propose innovative solutions for reducing maritime emissions.

Publication: *The N-Body Problem in General Relativity*, 2019. Available at:
<http://www.padovauniversitypress.it/publications/9788869381713>

Interests

Energy Transition, Decarbonization Strategies, Renewable Energy Markets, Business Strategy, Logistics, Classical Music, Chess

References

Available upon request.