



BELVEDERE NICCOLÒ

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EDUCATION

Bocconi University

Milan (MI), Italy

Master of Science in Management (Eng) – **Expected Graduation:** 07/2024

September 2022 – Present

Performance Measurement, Marketing Management, Business Analytics, Big Data for Business Decisions.

ISU Scholarship: merit and need-based scholarship for all 5 years of studies, covering full tuition fees.

University of Ottawa, Telfer School of Management

Ottawa (CA), Ontario

Exchange Student – BSc in Business Administration and Management

January 2022 – May 2022

Final GPA: A – Marketing, Financial Management, Competitive Intelligence, Organizational Behavior.

Bocconi University

Milan (MI), Italy

Bachelor of Science in Business Administration and Management

September 2019 – July 2022

Final GPA: 28.4/30.0 - **Final Grade:** 108/110

Computer Science, Competitive Strategy, Technology and Innovation Management, Managerial Accounting.

Liceo Scientifico Giovanni Paolo II

Maratea (PZ), Italy

Scientific High School – Final Grade: 100/100

September 2014 – July 2019

WORK EXPERIENCES

Amazon

Milan (MI), Italy

Amazon Business – Business Development Intern

June 2023 – December 2023

Supporting the business development of Amazon Business (B2B) through demand generation activities:

+150% on goals; identifying customer needs and solving them through selling solutions; prospecting of key stakeholders to engage with; reporting via Salesforce and Excel the activities with customers; support the marketing team in developing strategic initiatives and acquiring leads; being part of a European team.

Crimson Education

Remotely – Worldwide

Academic Mentor – Part time

March 2023 – May 2023

Offering academic mentorship sessions to international students related to universities' applications.

PROJECTS AND EXPERIENCES

Business Writing and Communication Seminar

Milan (MI), Italy

Developed strategies for an effective Reader Focused Writing and Negotiation skills.

February 2024

Monthly Traineeship – Decathlon

Desio (MB), Italy

Project winner: “How to improve Circular Economy in Decathlon”.

October 2022 – December 2022

Call for ideas: Pane Quotidiano Innovation Contest

April 2022 – October 2022

Project winner: ideation and implementation of a **new idea (start-up)** for the *reorganization of operations*.

VOLUNTEER EXPERIENCE

Mentor4U

Milan (MI), Italy

Mentee

June 2023 – Present

Pane Quotidiano

Milan (MI), Italy

Volunteer as a consultant and laborer

July 2022 – October 2022

Emergency

Milan (MI), Italy

Volunteer as a laborer

September 2021 – December 2021

LANGUAGES & COMPUTER SCIENCE SKILLS

Italian (Native), **English** (Professional), **French** (B1)

Excellent knowledge of **Windows and Microsoft office**; working with Macro and VBA Code on Excel; excellent in **Salesforce**; Intermediate **coding skills** on **R, NLP, Python** and **C#**.

CERTIFICATES

Boston Consulting Group – Strategy Consulting Virtual Experience Program *on Forage* – February 2023

Conducted market research, brainstorming session and adopting solutions with creative methods.

Competitive Intelligence Certificate *on Voice of the Business* – April 2022

Research Gathering Methods, CXM, building of KPIs, competitor analysis.

Fundamentals of Bitcoin and Blockchain – March 2021

ECDL Full Standard (Use of Excel, PowerPoint, Word and Data Privacy) – June 2020

HOBBY & INTERESTS

AI and Latest Innovations, traveling, photography, cooking and sports.