Roberto Pollini

Experienced professional, data and empathy driven, curious about technology and people, former project engineer, dreaming to make an impact in a world where competence makes the difference.

Personal Info

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✉ roberto.pollini81@gmail.com

📍 Usmate Velate (MB), Italy

Date of birth
6th June 1981

Skills

- ◯ MS CRM
- ◯ MS Office
- ◯ Automations and Sensors
- ◯ Pyton and R
- ◯ Tableau
- ◯ Kambanize
- ◯ Forecasting
- ◯ Team Management
- ◯ Time Management
- ◯ Data-oriented mindset
- ◯ Executive Leadership
- ◯ Empathy & Listening
- ◯ Problem Solving

Languages

- ◯ English
- ◯ Italian

Work Experience

GLOBAL BUSINESS EXPLORATION TEAM LEADER, FOR EUROPE SW
2024 - Present

Exploration of business opportunity far away from the usual sales comfort zones, interactions with education platforms, and universities, branding awareness facilitator by joining unconventional channels such as university projects partnerships.

PSM Leader, SICK Spa
2013 - Present

Market analysis, training academy coordinator for SW Europe Region, head of Italian Product Management and Application Engineering for a multi-million turnover Catalogue, Sales supporter and facilitator, opportunity scouting and business development tasked.

SENIOR PRODUCT MANAGER, SICK Spa
2010 - 2013

Life-cycle management, technical support team management.

PRODUCT MANAGER - INDUSTRIAL INSTRUMENTATIONS, SICK Spa
2008 - 2010

Price Positioning, technical advisory

APPLICATION ENGINEER, SICK Spa
2007 - 2008

Automation Technology technical support

Project Engineer, Ronchi Mario - Filling Machines
2006 - 2007

Fluidodynamics design, finite elements optimizations

Education

MS - DATA SCIENCE FOR ECONOMICS, BUSINESS AND FINANCE, Università degli Studi di Milano
2021

POST LAUREAM TRAINING - STRATEGIC PROJECT MANAGEMENT, Politecnico di Milano
2009

BA - AEROSPACE ENGINEERING, Politecnico di Milano
2004

Hobbies

Nature and running, to stay healty; Maths and Science, to gently push my mind; Family, for everything that really matters.