

**EXPERIENCE**

	<b>TRANSPERFECT TRANSLATIONS</b>	Barcelona, Spain & New York, NY
2016 to present	<i>Director, Strategic Accounts</i>	
2015-2016	<i>Account Executive</i>	
	<ul style="list-style-type: none"> <li>Lead a \$7 million book of business focused on Top-10 Pharmaceutical accounts, growing it from \$3.5 to \$7 million in three years by developing strategic partnerships and strategies to diversify, leverage efficiencies in the workflows and increase revenue streams in new countries and departments</li> <li>Designed two main outreach and onboarding programs to promote digital and innovation in the pharmaceutical space by studying industry needs and trends, which resulted in \$500,000 of new revenue streams in six months</li> <li>Lead three/four quarterly strategic meetings with VP and C-level stakeholders of biotech and pharmaceutical companies globally</li> <li>Grew and manage a global team from 2 to 15 members located in Europe, US and Asia</li> </ul>	
2014-2015	<b>SINKROM CORPORATION</b>	New York, NY
	Consulting start-up that supports Italian SMEs expanding to the US	
	<i>Consultant, Marketing and International Strategy Practice Area</i>	
	<ul style="list-style-type: none"> <li>Directed US expansion for our largest client by re-designing their sales, marketing and distribution strategies, which resulted in a 20% revenue increase year-over-year</li> <li>Executed and reviewed 3PL contracts, financial statements and outreach campaigns</li> </ul>	
	<i>Sales &amp; Marketing Manager – client KEP ITALIA USA INC.</i>	
	<ul style="list-style-type: none"> <li>Managed and directed B2B and B2C sales of luxury helmets (\$25,000 /month) during international horse shows in New York, Florida and Nevada</li> <li>Gathered on-site information on competitors and consumer behaviors to improve commercial and marketing activities, analyzed in weekly reports to the CEO</li> </ul>	
Fall 2014	<b>E2 PROJECT MANAGEMENT, LLC</b>	Rockaway, NJ
	<i>Marketing and Proposal Manager - Internship</i>	
	<ul style="list-style-type: none"> <li>Drafted and contributed to the preparation and presentation of two RFPs per week and advertising campaigns for Construction Today (500,000+ readers on- and off-line)</li> <li>Managed client database, and supported the development and maintenance of the E2PM website</li> </ul>	

**EDUCATION**

2013-2014	<b>FORDHAM UNIVERSITY, GRADUATE SCHOOL OF BUSINESS</b>	New York, NY
	<i>Master of Science in Global Management – GPA 3.69</i>	
	The 3 Continent Master in Global Management is a one year graduate program with a global focus on management, leadership and three semesters in three countries including:	
	<b>Xavier Institute of Management, Spring 2014</b>	Bhubaneswar, India
	<b>Antwerp Management School, Fall 2013</b>	Antwerp, Belgium
2010-2013	<b>JOHN CABOT UNIVERSITY</b>	Rome, Italy
	<i>BA, Business Administration, minor in Marketing</i>	
	<ul style="list-style-type: none"> <li>Awarded: Dean's list and Italian Merit Scholarship for academic merit</li> </ul>	
	<b>UNIVERSITY OF MIAMI</b>	Miami, FL
	Semester Abroad, Spring and Summer 2012	

**ADDITIONAL**

- Languages: Fluent English, Native Italian, Elementary Spanish
- Volunteer: Junior Board Member, LES Girls Club, NY 2017-2018; God's Love We Deliver, NY 2015
- Sports: New York Road Runner since 2018; Won 2 Italian Basketball Championships (2007 and 2009)