

ALEXANDER MORDINI

New York, NY 10128 | 917.370.7719 | <https://www.linkedin.com/in/alessandro-m-a7314b83/>
alessandro.mordini@gmail.com | <https://github.com/alemord>

SOFTWARE ENGINEER

Software Engineer with a Master's Degree in International Economics. A smart, creative and intellectually curious professional with a love for learning new concepts and executing fresh ideas. Able to thrive in diverse environments filled with change and growing opportunities. An emotionally smart individual who is a highly motivated self-starter with exceptional planning and implementing skills. An active listener, able to translate ideas effectively and able to work out mutually agreeable solutions.

Microsoft Office (Word, Outlook, Excel, PowerPoint), Photoshop and MS Access
HTML/CSS, JavaScript, MERN, Python
Google Labs Digital Marketing Certificate, 2021
Facebook-Meta Digital Marketing Associate Certificate, 2021
Languages: Italian, English, Spanish

EDUCATION

Per Scholas | Software Engineering Training | New York, NY 2023
Relevant Technical Skills Covered: HTML | CSS | JavaScript | Node.js | Express.js | MongoDB | Mongoose | React | SQL | Computer Science Concepts Frontend and Backend Frameworks | Data Structures and Algorithms

UNIVERSITY OF BOLOGNA | Master's degree in Economics | Bologna, IT 2012

UNIVERSITY OF MINNESOTA | Master's degree in Economics | Minneapolis 2012
Carlson School of Management ER.GO Scholarship Recipient

UNIVERSITY OF FLORENCE | Bachelor's degree in International Studies | Florence, IT 2010

PROFESSIONAL EXPERIENCE

QUANTA SRL | Growth Product Manager | New York, NY December 2020 - Present

- Manage 7-person team to design, develop, and launch partnership programs that increased partner exposure via events, blogs, podcasts, webinars, roundtables, internal/external email campaigns and digital media marketing
- Represent company at speaking engagements, roundtables, conferences, webinars and other industry relevant convenings to raise company profile, develop partnerships and increase business development opportunities
- Collaborate cross-functionally with Legal, Finance, Accounting, Marketing and Senior Management and with external consultants to meet project demands and strategic interests
- Identify cultivate, and nurture strategic relationships with over 70 unique partners, and negotiate contracts with the European Business and Innovation's network of 6,000 professionals
- Cultivate long term partnerships that helped fuel revenues and drove lasting positive social and environmental impact
- Directed operations team in the evaluation, selection and launch of an online, project management system that centralized client communications, tracked task completion, and improved customer service
- Launched lucrative partnerships that resulted in a 37% YoY increased adoption of a highly precise, localized environmental monitoring system (AirQuino)
- Negotiated and executed over 45 partner contracts, ranging from technology startups (Neosurance) to Fortune 200 companies (Luxottica) to local municipalities

PARK DROR PROPERTIES | Associate Director - International Desk | New York, NY
January 2019 - December 2020

- Sourced, structured, negotiated, and managed real estate investments in commercial properties
- Cultivated relationships with C-suite executives internationally and key European companies, including Maserati, LVMH, Ferrari, Kering, Barilla, Gucci, Max Mara, Monte dei Paschi, Citibank, Intesa San Paolo, and Unicredit, and institutional organizations such as The EU-American Chamber of Commerce, The Permanent Mission of Italy to the UN and European Trade Commission Agencies based in New York City
- Created and managed tracking system for global accounts, which increased team efficiency, saving over \$100k due to the decrease in staff time

- Led a sales force of eight individuals to achieve \$25 million in leasing activity, while also spearheading leasing efforts in a new target territory and generating \$8.5 million in leasing activity from scratch
- Performed due diligence and financial analysis and assembled multiple market reports for international stakeholders and foreign trade delegations

ACCOMPLISHMENT: Created and managed a tracking system for global accounts, which increased team efficiency, saving over \$100k due to the decrease in staff time

CUSHMAN & WAKEFIELD | Associate - Global Occupier Services | New York, NY

September 2015 - December 2018

- Performed due diligence and financial analysis and assembled multiple market reports for international stakeholders and foreign trade delegations
- Authored market reports based on property transactions and comparable sales reports
- Fostered investor relations and sourced leads from global organizations, such as Federazione Italiana Mediatori Agenti d’Affari, Fédération Nationale de l’Immobilier, and International Consortium of Real Estate Associations
- Orchestrated annual meetings and department retreats for 50 to 100 attendees and represented company at real estate conferences
- Developed new filing and organizational practices, saving my team \$25,000 per year in contracted labor expenses

WARBURG | International Development, Sales and Investor Relations | New York, NY

November 2012 - August 2015

- Conducted critical analyses of real estate segments and housing market and regularly updated leadership and clients with industry trends and consumer behavior, resulting in the development of innovative strategies that increased revenue by 25% within the first quarter of implementation
- Conducted market research and created comprehensive reports that were used to identify and target key customer segments, resulting in a 20% increase in sales to new customers.
- Coordinated testing of innovative ads strategies with selected advertisers (AdWords) and analyzed their reach and impact

EUROPEAN COMMISSION | Consultant | Brussels, BE

June 2008 – September 2008

- Conducted extensive research and prepared detailed reports for the Directorate General for Trade and the Directorate General for Economic and Financial Affairs (ECFIN), with a focus on commercial law and business relations

ACTIVITIES AND INTERESTS

- Italy-America Chamber of Commerce, New York, NY (February 2012- Present)
- Habitat for Humanity International (January 2015- Present)
- The Leukemia & Lymphoma Society (January 2017- Present)
- Interests: Tech, Financial Markets, Economics, Advertising, Real Estate, Product Management,
- Traveling, Cinema, Politics, Cooking, Running, Art Museums