Andrea Alfonso **Tedeschi**

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What can I do for you?

With over 10 years of experience in strategic consulting and digital transformation, I can help enhance your company's efficiency and competitiveness. I specialize in data analysis and the development of innovative solutions that optimize processes and drive digital change. I can support you in implementing data-driven strategies, anticipating risks, and seizing opportunities, as well as designing flexible operating models capable of adapting to the challenges of an ever-evolving market. My analytical and problem-solving mindset enables me to turn your challenges into growth opportunities, creating tangible and lasting value for your organization.

🄰🄯 Language Skills

- **Italian** – native speaker
- **English** – advanced

🖵 IT Skills

Windows, Mac, Linux, Word, Excel, Powerpoint, Access, Python, C, R, Matlab, MySQL, Hadoop, PySpark, LaTeX, WordPress, PowerBi, Tableau.

🖵 Certifications

- Public Speaking
- Cisco Academy
- Skill-a-bus
- Bloomberg Market Concepts

👤 Professional Experience

Senior Consultant — 02/2023 – present
Luiss Business School | Rome
Private university specializing in economics and management
◇ Consultant for Digital Transformation projects in complex organizations.
◇ Process reengineering; value chain definition; development of monitoring tools; service mapping in AS IS and TO BE perspectives; digitalization, analysis, and design of processes and operational models in support of public administration entities and projects.

Strategic Consultant and Data Analyst — 09/2021 – 02/2023
Lux Made In | Rome
Consulting agency for start-ups
◇ Consultant for innovative start-ups to assist them in accessing funds provided by Invitalia.

Strategic Consultant and Data Analyst — 04/2020 – 09/2021
Estate2Rent | Milan
Innovative long-term rental platform
◇ Data analyst and developer of web scraping tools to optimize rental pricing based on demand for apartments in Milan.

Founder and Partner — 12/2012 – 09/2017
National Institute of Culture | Milan
Promotion of cultural and artistic events
◇ Founded the company, defined its mission, developed a business plan, and prepared the company's financial statements.

🏛 Education and Training

Second Level Master's in Banking and Risk Management
UniCusano
◇ Credit risk analysis, Derivatives analysis, Banks, and financial intermediaries.
◇ Thesis: Cryptocurrency Derivatives.

First Level Master's in Big Data and Management
LUISS Business School | Rome
◇ Machine Learning, Big Data Programming Models, Statistics, Python for Finance.

Intensive Course in Mergers and Acquisitions
HEC | Paris

Master's Degree in Business Management
LUISS | Rome
◇ Thesis: Blockchain in Project Management and the New Trust Architecture.

Bachelor's Degree in Transportation Engineering
La Sapienza | Rome
◇ Lorem ipsum.
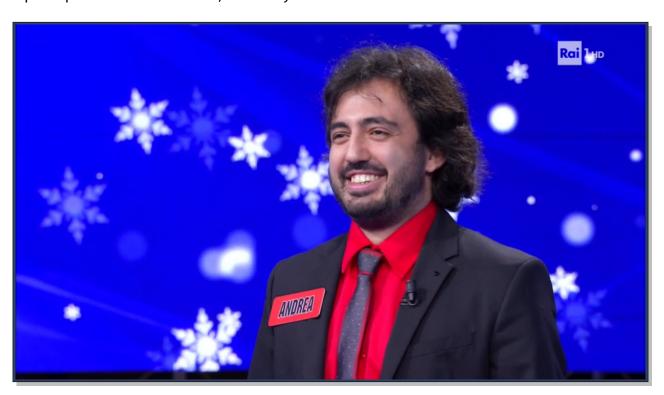
🎭 TELEVISION AND THEATRICAL ACTIVITY

CONTESTANT
Avanti un altro | February 24, 2022
A prize quiz show aired on Canale 5, hosted by Paolo Bonolis.

CONTESTANT
L'Eredità | December 26, 2020
A prize quiz show aired on Rai 1, hosted by Flavio Insinna.

🎭 Television and Theatrical Activity

Performer
Viva RaiPlay! | November 22, 2019
A variety show streamed on RaiPlay, hosted by Rosario Fiorello.
Link: dailymotion.com/video/x7qsf6z

Performer and Director
Mamma Mia! | June 26, 2012
Theatrical musical.

♟ Skills and Abilities

Strategic Management in the Context of Digital Business Transformation
My bachelor's degree in engineering provided me with a solid foundation in mathematical-analytical skills, including knowledge of probability and statistics. Later, I developed a strong interest in economics, leading me to pursue a Master's Degree in Business Management. The Corporate Strategy course, in particular, gave me a broad understanding of key corporate strategies, deepening my theoretical and conceptual knowledge to analyze and define decision-making processes. I gained a comprehensive analytical framework that considers portfolio optimization choices for multi-business companies and the associated strategic and financial implications.
Observing the evolution of the competitive landscape, I focused on analyzing the digital transformation process of businesses. Through the Digital Business Transformation course, I was able to analyze the stages and strategies driving the digitalization process and its impact on competitiveness, customer relationships, asset management, human resources, and redefining the value proposition.
For the final exam, I collaborated with my team to create a strategic planning document for the "After-sales" phase for Alfa Romeo. The project was later presented at Accenture Digital in Milan and received commendation from the committee for the PowerPoint presentation I prepared. The presentation is available at the following link:
youtu.be/wcvSV6oRpbU

Data Analysis and Model Development
With both analytical-mathematical tools (bachelor's degree in Engineering) and economic-strategic skills (Master's in Business Management) at my disposal, choosing the Master's in Big Data and Management represented the ideal synthesis and recap of both educational paths.
Working with Big Data requires highly interdisciplinary skills, such as experience in programming and computer science, knowledge of advanced statistical techniques, a deep understanding of Business Management, and communication skills.
The Master's program equipped me to create analytical models and interpret them with a business-oriented perspective. Specifically, I developed:

- Skills to collect, process, and extract value from large and diverse datasets;
- The ability to work with various computer tools to address complex problems;
- The ability to understand, visualize, and communicate results to top management;
- The capability to create data-driven solutions that increase profits, reduce costs, and improve efficiency.

These skills were practically applied in a project I presented as the final project of the Master's program, developed in collaboration with a team for Cassa Depositi e Prestiti. The project aimed to create a predictive model to provide insights into employees' intentions to resign or stay within the company.
To achieve this goal, my team and I:

- Prepared the dataset provided by CDP: a database of about 1,000 employees and their associated characteristics (education, seniority, city of residence, etc.);
- Implemented three different Machine Learning models (Random Forest, Support Vector Machine Classifier, Logistic Regression);
- Presented the results, demonstrating a web interface prototype, developed in Flask, D3.js, Python, HTML, and CSS. This application provided the user with useful insights on resignation probability (running the models in the background).

🧩 Skills and Abilities

Technical and IT Skills

Thanks to my educational background and personal passion, I have developed proficiency in various IT technologies over time. Below is a non-exhaustive list of skills acquired:

- Advanced use of online conference software and remote work tools (Cisco Webex, Zoom, Teams, Google Meet, Discord, etc.);
- Use of tools for digital work organization; for example, task management software (Trello, Monday, Jira) and instant messaging software (Slack);
- Advanced use of cloud systems for backup and cloud work (Google Drive, Microsoft 365, Dropbox, iCloud drive, Zoho docs);
- Knowledge and use of programming languages and data analysis software (Python, R, Google Analytics, PySpark, MatLab, etc.);
- Use of advanced data visualization tools (Tableau, GGPlot, etc.);
- Knowledge and use of machine learning programming languages (TensorFlow);
- Knowledge and use of databases (Access, Hadoop, mySQL).

The proficiency acquired in IT allows me to quickly and easily learn new software and tools. During the Master's program, I specifically studied and deepened my knowledge of data analysis software, presenting several projects for the final exams of individual courses. During the same period, due to the pandemic, I also made daily use of online conference software, cloud systems, and applications for digital work organization.

Organizational Management and Project Management

In the organizational design course, I acquired knowledge on designing and adopting new organizational models in response to the current competitive, social, technological, and economic landscape. I particularly focused on:

- Applying organizational models on a global scale (multinational companies, crowd-based organizations, etc.)
- Analyzing complex organizational problems and possible solutions for organizational design: new structures were analyzed with a multi-level, non-linear, and longitudinal perspective to highlight possible complexity elements for management.

These skills were applied in real company case discussions, through which I developed experience and problem-solving abilities. To respond to an increasingly uncertain environment, many companies resort to "projectification." To refine my training, I focused on analyzing so-called "PBOs" (Project-Based Organizations). The Project Management course enabled me to:

- Understand the coordination mechanisms of the involved actors (project manager, project worker, line manager, HR specialists)
- Familiarize myself with tools to initiate, plan, execute, monitor, and close projects (GANTT, PERT, WBS, etc.)

I applied the analysis of complex organizational problems in my thesis, highlighting how mutual trust among actors and stakeholders is a major challenge in PBOs. I then proposed a solution for an effective traceability and coordination system; this solution is based on the implementation of a blockchain-based platform, which can increase security and trust among all participants thanks to decentralization, process automation, visibility, and immutability, thereby providing a common vision of reality for the stakeholders involved.