

Giuseppe Passaniti

Corporate Project Manager |
Business Consultant

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February 6, 2000
Malta

Executive Summary

Experienced business consultant and CFO with a strong background in financial strategy, process optimization, and corporate operations. Proven track record of managing cross-functional projects in high-pressure environments, developing internal procedures, and delivering data-driven results. Expert in Airtable and no-code tools, I design and implement tailored business systems to improve efficiency, compliance, and decision-making. Thanks to my management engineering background and hands-on experience with startups and SMEs, I'm able to bridge the gap between business needs and technical execution. Passionate about continuous learning, problem solving, and helping companies scale with control and clarity.

Key Skills & Tools

Project Management

Agile Mindset Cross-functional Teams KPI Tracking Procedure Design

Tools & Systems

Airtable Notion Zapier Google Workspace Microsoft Excel (Advanced) SQL Confluence

Finance & Operations

Budgeting Forecasting Controlling Business Plan KPI Dashboards Audit Compliance

Soft Skills

Problem Solving Communication Adaptability Continuous Learning Stakeholder Management

Work Experience

- January 2023 – Present

CFO
Centro Studi Lambda
 - Lead financial planning, reporting, and strategy for an education-focused company with €1M+ annual revenue.
 - Designed and implemented financial control systems to improve cash flow visibility and cost control.
 - Coordinated internal audits, ensuring full compliance with tax and legal standards.
 - Managed cross-functional projects in marketing, operations, and delivery, aligning finance with business goals.
- July 2022 – Present

AFC & Business Consultant (Freelancer)
Self-employed
 - Provided consulting to pre-seed and seed startups for strategic planning, KPI design, and investor readiness.
 - Supported growing companies (up to €5M revenue) with management control systems and performance tracking.
 - Created operational procedures and optimized workflows to improve scalability and reduce inefficiencies.
 - Built no-code dashboards and automated reporting systems with Airtable and Google Workspace.
- February 2021 – July 2022

Sales Assistant
Concorsi Militari Academy
 - Managed the customer acquisition process, achieving an average ticket of €1,500 per sale.
 - Led the customer onboarding experience, optimizing conversions and satisfaction.
 - Handled payment processes and maintained transaction accuracy.

Education

- September 2021 – December 2023

Master of Science – Management Engineering
Politecnico di Milano (Grade: 106/110)
- September 2022 – January 2023

Erasmus Program
Universidade do Porto – FEUP
- September 2018 – July 2021

Bachelor's Degree – Management Engineering
Politecnico di Milano

Languages

Italian: Native
English: Fluent (C1/C2)

Certifications & Professional Development

Basic knowledge of Agile methodologies (Scrum, Kanban).
Currently exploring PMP/PRINCE2 certifications (willing to complete based on role).