

+45 31 89 20 01  
cuocilorenzo@gmail.com  
[www.linkedin.com/in/lorenzocuoci/](https://www.linkedin.com/in/lorenzocuoci/)  
Kgs. Lyngby, Denmark

# Lorenzo Cuoci

## Industrial and Management Engineer



### PROFILE

I think my background, skills and interests perfectly match with this position at Velux. As an Industrial & Management Engineer, I have a strong foundation in business management, business strategy and innovation. Alongside business topics, a prominent part of my bachelor's education included manufacturing production, operations and product innovation. Thanks to this, I am familiar with products life cycle, the reasons for their obsolescence and failure, success and growth, applying it to strategic and management tasks. My current and past positions gave further value to my academic knowledge by strengthening my problem-solving abilities and increasing my skills in data analysis, teamwork and drafting relevant documentation and presentations for stakeholders.

### EDUCATION

**M.Sc. Industrial Engineering & Management** | DTU Technical University of Denmark | *Lyngby, Denmark* Feb 2025 - current  
Focus on the merge of management with production and innovation, integrating key elements of supply chain optimization and data-driven decision-making.

**B.Sc. Management Engineering** | Sapienza University of Rome | *Rome, Italy* Sep 2021 – Oct 2024  
Final GPA: 105/110. Relevant courses:

- Business structure and strategy, operations and project management
- Industrial plants design, configuration and functioning
- Microeconomics and Macroeconomics
- Financial reports and Investment analysis

**Erasmus+, Economics & Management** | Aix-Marseille University | *Aix-En-Provence, France* Aug 2023 – Jan 2024  
Relevant courses: Project management

### EXPERIENCE

**Student Consultant** | Millenial Consulting | *Copenhagen, Denmark* Feb 2025 – current

- Filled the position of PM within the team.
- Provided strategic consulting for Hospitunity.dk, focusing on the Danish market, to enhance marketing, brand awareness, and sales through tested and implemented strategies, driving growth for this emerging business.
- Developed Go-To-Market strategy, conducted market research, competitor and customer analysis, and implemented the initiatives.
- Completed workshops offered by leading consulting firms, including client relations (PwC), project management (BearingPoint), holistic problem-solving (Round), and public speaking (Millennial Consulting).

**International Mobility Office student assistant** | Sapienza University of Rome | *Rome, Italy* Feb 2024 – Oct 2024

- Conducted data analysis and statistical reporting for internal university research.
- Managed international projects and bilateral agreements with partner universities in the EU and worldwide.
- Handled communication tasks, including website redesign, document and presentation drafting, mailing, and student support.

### COURSEWORK

**Bachelor's Thesis on Supply Chain & Operation Research** | Sapienza University of Rome Feb 2024 – May 2024

- Ranked 1st and achieved the highest grade.
- Developed a mixed-integer optimization model consisting of over 1500 variables and 4000 constraints, solved using AMPL and Gurobi, with the aim of optimizing a virtual company's logistics and supply chain in the food industry.

**Project Management** | Aix-Marseille-University Sep 2023 – Dec 2023

- Organized the entire initiation phase of a virtual project for the company expansion.
- Drafted key PM documents, including Project Charter, Work Breakdown Structure, Risk Breakdown Structure, Communication Plan, Gantt Chart, and Budget Management, while utilizing ProjectLibre, a Microsoft Project open version software, for project planning and management.

### SKILLS

IT skills	<ul style="list-style-type: none"><li>• <b>Analysis &amp; Visualization tools:</b> Excel, PowerPoint, PowerBI (and Google analogous)</li><li>• <b>Programming languages:</b> Python, SQL, Julia</li><li>• Visual Studio Code, ProjectLibre (open version of Microsoft Project).</li></ul>	
Language skills	<ul style="list-style-type: none"><li>• Italian – native speaker</li><li>• English – full professional proficiency (IELTS C1)</li><li>• Danish – beginner</li></ul>	<ul style="list-style-type: none"><li>• Spanish – intermediate proficiency</li><li>• French – intermediate proficiency (Français langue étrangère B1)</li></ul>
Personal skills	Curious, Ambitious, Resourceful, Clear communication, Teamwork, Analytical mindset, Adaptability	

### OTHER INTERESTS

Literature, Hiking, Cinema, Travelling, Fitness.