Massimiliano Ursig
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EDUCATION

2021 - 2022 **London Business School, London, United Kingdom**
Reading for Masters in Analytics and Management

2018 - 2021 **Politecnico di Milano, Milan, Italy**
BSc Management Engineering
Graduated

BUSINESS EXPERIENCE

2021 - 2021 **ENI, Rome, Italy**
Pre-Incubation programme in collaboration with LVenture, leading VC fund in Italy, which aims to grow startups in the circular economy and energy transition with application to transverse sectors.
Team Leader
- Selected as one of 7 participating startups from 150+ that applied
- Created and explained a product presentation to an audience of investors,experts and entrepreneurs from various industries (CleanTech,Energy, Fashion,Real Estate and others)
- Validated the business idea through Lead Generation processes following Growth Hacking logics, after the identification of customer needs through digital channels

2020 - 2021 **NEXID, Milan, Italy**
Digital company which uses the latest technology (AI, Virtual/Augmented/Mixed Reality, Blockchain, IoT) to help companies in the process of digital transformation.
CEO Assistant
- Generated £20K+ by leading a consulting project related to the creation of an ecommerce (studying the market, validating the product and ideating an appropriate website), coordinating a team of 4 other people
- Facilitated the creation of the first Agile team in the company, mapping part of the future workflows and supporting the company's use of Jira management software
- Built a process to communicate company projects and culture to 50+ employees in order to align all of them, managing company knowledge and transferring it to people through the most appropriate form
- Mapped out clients' Internal Audit process, analyzing data through the use of Qlik and promoting corrections as needed

2020 - 2020 **DUNE, Milan, Italy**
Technology company that supports large and medium-sized companies in their projects and information technology strategies, particularly on SAP platforms.
Junior Data Scientist
- Used coding languages such as Python and SQL to support sales,strategic and marketing area, analyzing data and visualizing them to facilitate their understanding
- Executed targeting of potential customers using ML algorithms, presenting and explaining the results to the BU manager

2017 - 2021 **PALLANTE: SHARING KNOWLEDGE, Italy**
Cultural association that aims to give young people the opportunity to deepen their academic and personal passions through dialogue with other students from all over the world with similar interests.
Founder
- Developed an online platform to interact with young people from various parts of world, such as Mozambique, Florida, Israel,Colombia and United Arab Emirates
- Organized several online events on various topics (Blockchain, Persuasion methods in Marketing ecc..), moderating the interventions between speakers and participants

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ADDITIONAL INFORMATION

- **Scrum Master:** Gained a professional certification as Scrum Master in Project Management
- **AuroraFellows:** Worldwide programme for all under 20 game changers prospects of the XXI century, that provides 10K €, a coaching programme and access to a network made by well-known professionals
- **Belial:** Created a brand of T-shirts and managed the process from contacting the supplier to developing digital sales strategy, ended up generating £600+ in revenue
- **LEADITALIA:** Developed management tools during a 3-year-leadership development programme through the creation of 2 social impact projects and enlarging personal network towards Asia
- **IT Skills:** Programming in R, Python, SQL coding language
- **Lean Startup:** Took part in a programme where the Lean methodology for startups was taught
- **Languages**: Italian (Native), English (Full professional), Spanish (Intermediate)
- **Sport:** Played basketball for over 10 years, reaching national italian finals
- **Resident in Camplus :** Accredited as a network of residence halls of excellency by M.I.U.R. and by CCUM (Conferenza dei College Universitari di Merito)