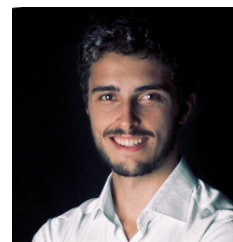


Maximiliano Federico Scocozza Meza



Born Oct. 31st 1989 **Nationalities** Argentine & French

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Economist and social researcher with a passion for design, nature and tech. I worked in two multinational corporations and lived in three continents. I have experience in mass consumption market analysis, consumer targeting and understanding, business development, sales strategy and negotiation, team leadership and coaching. With a balance between quantitative and qualitative skills, I focused my studies on decision making and the mass adoption of innovative Information and communication technologies. I am looking forward to contribute on the planning and management of both organizational and product innovation projects.

Studies:

Universitat de Barcelona – 2018 - Master in Social Change & Innovation - Barcelona, Spain

Universitat Pompeu Fabra – 2017 - Big Data & Social Media analysis course - Barcelona, Spain

Universidad del CEMA – 2011 - Bachelor Degree in Economics - Buenos Aires, Argentina

St. Stephen's College - 2007 - Bilingual baccalaureate - Bariloche, Argentina

Working experience:

Johnson & Johnson Argentina (www.jnj.com)

Business development executive - B2B Traditional retail stores - Mar 2016 – Sep 2016

Account Manager of 7 clients with a total yearly revenue of USD 9.6 Mio.

Corporate Social Responsibility and Citizenship Coordinador - Mar 2015 - Sep 2016

Speaker in Latam leaders' biennial meeting on social impact development plans - Miami 2015.

Business development assistant - B2B Supermarkets - Mar 2015 – Feb 2016

Responsible for redesigning and negotiating a business method which increased yearly revenue in 4.3%.

Trade Marketing analyst- Modern Retail - Jun 2012 – Feb 2015

Successfully rethought and deployed an organizational process involving the whole commercial team.

SCA Asia Pacific Headquarters - China (www.sca.com)

Business development and Strategy trainee - Dic 2010 – Mar 2011

Language:

Spanish- Native

English - First Certificate

French- Basic

Hard skills:

Statistics & Data Science: R, SPSS, MYSQL

Management: Office, SAP, Tableau

Graphic tools: Photoshop, Premiere

Interest and Hobbies:

Cinematography, Digital Photography and Image Composition - UBA & Fotoclub BA - 2008 - 2012

Alpine Ski International Racer - Fédération Internationale de Ski ([FIS](http://www.fis-ski.com)) - 2005 - 2006

Logistics Team volunteer - TECHO - 2013 - 2015