

## Contatta

stefano.vertua@gmail.com

[www.linkedin.com/in/stefano-vertua](https://www.linkedin.com/in/stefano-vertua)  
(LinkedIn)

## Competenze principali

SQL

Microsoft Excel

Microsoft Power BI

## Languages

Italian (Native or Bilingual)

English (Full Professional)

Swedish (Elementary)

## Certifications

Power BI Fundamentals

SQL for Business Analysts

Excel Skills for Business  
Specialization

Toefl

Efficient Time Management

# Stefano Vertua

Business Developer & Production Manager at Cruncho  
Stoccolma, Contea di Stoccolma, Svezia

## Riepilogo

A motivated and performance-driven professional, proficient in utilizing a proactive approach when resolving complex issues and passionate about building cutting-edge solutions in the business environment.

I am looking to apply my current skillset into a role that will allow me to grow and develop these skills further, and provide a solid foundation of experience for me to call upon in the future.

---

## Esperienza

### Cruncho

Business Developer & Production Manager  
ottobre 2022 - luglio 2024 (1 anno 10 mesi)  
Stockholm, Stockholm County, Sweden

### Associazione Diplomatici

Model UN Delegate  
marzo 2022 - marzo 2022 (1 mese)  
New York, United States

-I won a scholarship to attend the Model UN Conference in New York City. I was assigned to represent the Brazilian delegation at the UNICEF committee, in which I had to collaborate with other students for proposing resolutions and finding solutions to address current global issues.

I curated and sponsored a resolution to implement urgent action to reverse the devastating impact of COVID-19 on children.

During the closing ceremony, we were honored with the presence of Bill Clinton as a speaker.

-I developed relational skills and learned how to negotiate at such an important stage. The experience was also enriching for my leadership and teamwork skills.

### Brainnest

Market Research Analysis  
gennaio 2022 - gennaio 2022 (1 mese)

- Conducted detailed market research analysis, including SWOT and PEST to determine business performance based on competitive insights
- Performed buyer persona research based on current client preferences based on the business's target audience
- Completed in-depth demographic market analysis by seeing business performance based on demographics
- Participated and successfully completed the Market Research Analysis Training

#### ADDITEQ s.r.o.

##### Business Development Intern

agosto 2021 - agosto 2021 (1 mese)

As an Intern at ADDITEQ, my duties were:

- Executed business initiatives and drove strategic plans in preparation for the entry to the Italian market
- Identifying potential customers and opportunities for business growth
- Managed calls and emails from clients
- Updating the company's software (Odoo)

---

## Formazione

#### Umeå School of Business, Economics, and Statistics (USBE)

Master's degree, Economics · (2020 - 2022)

#### Rennes School of Business

Erasmus + Programme · (settembre 2021 - dicembre 2021)

#### Università degli studi di Parma

Bachelor's degree, Economia e Management · (2016 - 2020)

#### Dalarna University

Erasmus + Programme · (2018 - 2019)

#### Liceo scientifico Calini

High School Diploma · (2011 - 2015)