

# FILIPPO PRINCIPI

+39 3928768345

filippo.principi91@gmail.com

linkedin.com/in/filippo-principi/

Milan, 20143

Internationally minded professional with studying and working experiences in UK, Australia and The Netherlands. Through my career I gained experiences in multiple industries (Consulting, Telco, Staffing, Fashion and Digital Signage), holding strategic and entrepreneurial roles with continuous C-level exposure and interaction. My greatest superpower is turning concepts into live and running business units, building concrete solutions on one hand, and selling solutions to top tier clients on the other.

## ***EXPERIENCES***

- Sales Strategy Manager & Business Development | Tecnovision & Xconik, PAN3G Group** Feb 2018 - Present
- Xconik ([www.xconik.com/?lang=en](http://www.xconik.com/?lang=en)) – Sales Strategy Manager & Business development [Oct 2018 – present]
  - Tecnovision - High sales exposure teaming with the Head of Sales presenting solutions to top tier clients [Feb. 2018 – present]
  - Key results: Large Account Management, Led negotiation with leading e-tailer (fashion-luxury), +200% sales targets
- Innovation and fundraising, Fessura (fessura.com)** Aug 2018 - Present
- “Fashion pop-up shop” project owner and owner (50%) of the patent of the solution
  - Supervising innovative e-commerce projects as well as helping the company close their series A round
- Sales Strategy & Operations | Digital projects (Joebee.com), The Adecco Group** Sept 2016 – Jan 2018
- Running the projects operatively and strategically; Monthly reports to CEO/CFO;
  - Key results: Developed and structured fully operating e-commerce process and related algorithm  
Outperformed professionals engagement and sales targets by 55%; Introduced Agile Project management (Asana and Trello) which resulted in: reworks – 35% ; delivery time - 40% ; customers satisfaction (NPS) from 7.5 to 8.9
- CEO for One Month, The Adecco Group** Jun 2016 – Sept 2016
- Selected among 5000 applicants to be Country CEO for One Month and shadow Andrea Malacrida (CEO)
  - Selected out of more than 54000 applicants as one of the top 10 finalists of the CEO for One Month Project
- Vodafone Discover Program, Vodafone Italia S.P.A** Dec 2015 – Jun 2016
- Cross functional program for top graduates providing high business exposure through job rotations
  - Key results: Sales experience (2mths), +20% on sales target - Corporate marketing (2mths), managed DHL IoT solution and presentation - Finance inter-company (3mths) – € 20 Mn cash flow mgmt; Budget and FP&A
- Junior consultant (BBC), Bain&Company** Mar 2015 – Jun 2015
- Top 20 IT students cohort; Business cases analysis and resolution in direct contact with Bain & Company partners

## ***EDUCATION***

- Msc in Management engineering, Politecnico di Milano, Final grade: 110 / 110 cum laude** Oct 2013 – Dec 2015
- Thesis abroad (TU Delft, Netherlands): “The impact of MOOCs on universities” [Jul.-Dec. 2015]
  - “Overseas exchange student at UTS (Sydney)” [Jul.-Dec. 2014], GPA: 3.75/4
  - “Master in Entrepreneurship for executives”, MIP Business School [May-Jul. 2014]
- University of Cambridge, summer school “Macroeconomic issues around Europe”** Sept 2015
- Bsc in Management and Production Engineering, Politecnico di Milano, Final grade:110 / 110 cum laude** Sept 2013
- Thesis: “Mobile and CRM process: a relationship model in B2c context”, prof. Filippo Maria Renga
  - “Path of Excellence”: Excellence scholarship reserved for 10 selected students in Italy

## ***EXTRA ACADEMIC ACTIVITIES***

**EUCA conference Employability or Employment (Dublin):** Guest speaker on talent and youth employment  
**Samsung Galaxy Smart App (Milan):** Winner, Discotribe. New start-up workshop, BM Canvas development and pitch discussion  
**CWMUN (Bruxelles):** awarded best positioning paper for the COSME framework debate

## ***LANGUAGE AND IT SKILLS***

**English:** Fluent, ETS TOEFL (103/120); **German:** basic, certified by Brembo  
Advanced Excel courses (2012 & 2013), **UML, Bizagi Process Modeler, HTML, Gretl, Axure, Adobe XD**

## ***OTHER INTERESTS/HOBBIES***

**Woodworking**– creation of small wood objects related with fashion, furniture and household goods  
**Volleyball:** 22 years of competitive activity, team captain, Coach - Dinamo Zaist (2013). Australian University games (2014)