FRANCESCO GIULIANI

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Data-driven professional blending strategic vision with BI, analytics, and workflow optimization skills. My first-principles approach and strong sense of ownership drive me to unlock value, boost efficiency, and inspire my team—qualities I'm eager to bring to a dynamic, collaborative, and challenging environment like Bending Spoons.

WORK EXPERIENCE

ICT Engineer and Workflow Optimization Program Lead - Enereco Spa (ITA)   Giu 2023 - Present
- I negotiate and develop custom-made data analytics business opportunities for large energy customers in VBA + Power Query + Excel.
- I automated the preparation of termination diagrams cutting the time to almost 0 using VBA scripts (ca. 500 mhs/year saved).
- I'm leading the company-wide cross-departmental workflow optimization program to update the company's strategy, to embrace data analytics, AI, and workflow optimization technologies to increase productivity by 10x and improve product quality.
- I deliver company-wide workshops on workflow optimization and new problem-solving for colleagues from executives to drafters.
- I am expanding my skill set by following courses by EITCAT on Python & ML and cybersecurity.

Sales Operations and Operations Management – papernest (Barcelona, SP)   Sept 2022 – Giu 2023
- Responsible for developing SalesOps processes in the Italian market, I negotiated with utility providers to integrate data flows.
- Using SQL and BigQuery, I troubleshot and fixed data processes leading to a 10% growth (100k€+) in contract validation.

Ops Finance Business Analyst and Controller (Internship) – Amazon (Rome, IT)   Aug 2021 – Dec 2021
- As plant productivity controller, I conducted daily data analysis and automated it through SQL and VBA, to explain top management plant productivity misalignments with planned scenarios.
- Created a PowerBI dashboard to enable managers to analyse KPIs across all the EU sites (-80% of KPI report preparation time).

Account Management Industrial Energy Storage Products (Internship) – TESLA (Amsterdam, NL)   Feb 2021 – Jul 2021
- Identified sales opportunities, gave sales presentations, and supported Snr. managers in developing B2B storage technologies deals.
- Developed Power Automate tool to improve the process of evaluating and contacting incoming leads, reducing its duration by 50%.
- Conducted marketing and policy research by analysing government policies and marketing trends (e.g. Spain BESS strategy).

Project Management Analyst (Internship) – Enereco Spa (ITA)   Sept 2018 – Feb 2019
- Developed Java code to autonomously analyse the company's man-hour distribution curves (see BSc thesis below*).
- Implemented on Primavera P6 the new standard curves, finding some inconsistencies in the company's previous standard schedule.

EDUCATION

MSc in Engineering & Management (Innovation strategy path) – Politecnico di Torino (ITA)   Apr 2019 – Jul 2020
- Final GPA: 4.9/5 (108/110). Thesis on Power Law Distribution Comparison of EU vs US Venture Capitalists.
- I led a team of 6 in developing the business plan, business strategy and investor pitch for a biotech startup1 (NANOPILS).
- I led a mock-up project management offer proposal bid obtaining the best price vs. time trade-off in the 200 (ca.) student course.

BSc in Engineering & Management (IT path) - Politecnico di Torino (ITA)   Sept 2015 – Mar 2019
- Final GPA: 4.6/5 (Thesis*: calculation of standard workload distribution curves for WBS activities in FEED engineering projects).
- Excellence and honours program (Giovani Talenti) involving the top 200 students (out of 5000+) (Sept 2015 – Sept 2017).

Italian High School Diploma (Maturità Scientifica) – Liceo Scientifico G. Torelli (ITA)   2010 – 2015
- Graduation: 100 Laude. Student representative: organisation of events and debates on climate change and other news topics.

INTERNATIONAL EXPERIENCE

Exchange Program Abroad – 12th grade – The Henley College (UK)   Sept 2013 – Jul 2014
- I attended Sixth Form courses in Maths (A), Further Maths (A), Physics (A), Chemistry (A) and IGCSE English (A*).

EXTRACURRICULAR ACHIEVEMENTS AND ACTIVITIES

Network Member – Nova Talent   Jan 2021 – Present
- Nova Talent is an invitation-only and interview-based talent network connecting the top 3% of talents worldwide.

Program Manager – SHARP Consulting Club (ITA)   Mar 2020 – Sept 2021
- Devised, launched, and managed the SHARP Consulting Services program for student teams (2 deals in 1 month –> 10 positions).
- Identify and contact leads, help them identify collaboration goals, negotiate the terms, and oversee recruitment and development.

Project Management Consultant – Team DIANA at Politecnico di Torino (ITA)   Apr 2019 – Jul 2019
- Wrote project management plan, helping DIANA score 97.78% (+22% vs 2018) on the report for the European Rover Challenge.

Winner of the Fabio Perini Challenge – Manuthon at Federico II di Napoli University   18 – 19 May 2019
- Leading a team of 4, my problem-solving abilities and public speaking skills brought us to the winning strategic intuition.

INTERESTS

Sports & Outdoor	Competitive athletics and competitive ultimate frisbee, hiking and trekking.
Volunteering	As a scout leader, I organise activities for a group of 20 (ca.) teenagers, supporting their education.

SKILLS

Languages	Italian (native), English (proficient), Spanish (intermediate business).
Programming	VBA, SQL, and Java (adv.), PHP, and HTML (medium.), C, JavaScript, CSS, python and R (basic).
Applications	Salesforce, Word, PowerPoint, Excel, MS Project, Power Automate, Power BI, PrimaveraP6, Zapier.

REFERENCES

NANOPILS (PoliTO): Prof. Valentina Cauda[1] (reference letter) | Enereco: Ing. Nicola Giombetti[2] (reference letter) | Tesla: David Arnaud[3] (reference letter) | Examples of the Cleantech Articles Authored (ITA)[4].

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