

FRANCESCO FIORESE

Born in Padova (PD), Italy, 17th January 1979

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PROFESSIONAL EXPERIENCE

October 10 – Present

Simon-Kucher & Partners, Milano
Strategy and Marketing Consulting
Director

Business developer, Project leader

Strong experience gained in Marketing assignments, ranging from channel strategy development to market due diligences.

I worked broadly on the Marketing topics both in B2B and B2C business environment, advising retail and consumer goods companies as well as technology companies.

My expertise resides in particular in Pricing, where I supported several Corporations across the world in pricing transformation programs.

I also specialized in new product (development and) launch, supporting customers in new product launch analysis and price optimization.

September 06 – September 10

Arthur D. Little, Milano
Strategic and Management Consulting, Strategy and Organization practice
Senior Consultant

Direct Manager's delegate and coordinator of 1/2 Junior Business Analyst

Experience gained on strategy and organization topics: market entry strategies, market sizing, distribution channels assessment and business plan definition.

November 04–September 06

Accenture, Milano
Management Consulting, Financial Services and Insurance, Banking

Direct Manager/Senior Manager's delegate and coordinator of 1/2 Junior Business Analyst

Experience: Implementation of Business Continuity Plan and Program management on customers demand management activities.

July – October 04

Favini Group, Rossano Veneto (VI)
Stage (Italy, Netherlands) for transportation's cost optimization and process analysis for internal and external logistic.

EDUCATION

2004 - today	Professional Price management seminars (e.g.: Pricing, Sales excellence, Negotiation excellence, Advanced leadership)
2004	Master Science Degree in Management Engineering, Università degli studi di Padova, full grade Master Thesis in collaboration with Prof. Bariani (Manufacturing Integrated Systems) on "Metal forming", developed at the Danmark Tekniske Universitet (DTU) in Lyngby, DK
March 2004	Master Degree, Danmarks Tekniske Universitet (DTU), Copenhagen (DK) Master Thesis: "Validation of numerically predicted press-deflections by experimental method"
July 1998	Scientific Gymnasium Diploma, Liceo Scientifico "J. Da Ponte", Bassano del Grappa (VI)

LANGUAGES

ENGLISH	Fluent - Business knowledge, daily use
GERMAN	Basic

ACADEMIC INTERNATIONAL EXPERIENCE

Lyngby, Denmark working at the DTU – European project IMPRESS (Improvement of Precision in Forming by Simultaneous Modeling of Deflections in Workpiece-Die-Press System): stream leader (master thesis engagement).

COMPUTER SKILLS

Extensive use of MS Office tools; Basis: MS Access, Visual Basic, C++

OTHER INFORMATION

Good relational and communication skills; interest: travelling, reading; hobbies: rugby, skiing.