

PERSONAL INFORMATION

Stefano Pisu



 Torino (Italy)

Sex Male | Date of birth 17/05/1978 | Nationality Italian

PERSONAL STATEMENT

Project Manager specializing in advisory and consultancy projects for public institutions and businesses. Focused on innovation management, business development, business planning and technology-related initiatives. Strong competences in Innovation Management, Strategic Marketing, Project Management and Information Systems.

I want to contribute to the company's growth through the development and adoption of innovative technologies and best practices, supporting the business' competitiveness, effectiveness and efficiency.

WORK EXPERIENCE

Mar 2018–Present

Member of the Evaluation Committee

Innovative Enterprise Incubator of the Polytechnic of Turin (I3P), Torino (Italy)

Screening and voting for the admission of new start-ups into the business incubation process.

Jul 2016–Present

Contract Professor

Università degli Studi di Torino, Torino (Italy)

www.unito.it

Professor of "Financial planning, Operations and Project Management for start-ups" class at Bachelor's Degree of Business Economics course, Faculty of Economics.

The course focuses on the planning and monitoring techniques and software tools that support the operational and financial activities a start-up business has to face in its early stages in order to successfully implement the business plan. It also deals with the development of interpersonal skills as key success factors for an employee, team member, or entrepreneur.

Business or sector Education

Feb 2016–Present

Contract Professor

Politecnico di Torino, Torino (Italy)

www.polito.it

Professor of "Economy and Organization of construction projects" class at Master of Science of Architecture Construction City Course, Faculty of Architecture.

The course develops concepts and techniques that support the planning, scheduling, controlling, resource allocation, execution control and economic performance measurement of the activities required for completion of a typical building project. It blends theoretical knowledge with real-world project simulation and the practice of widely used project management software tools.

Business or sector Education

Jan 2010–Mar 2012

Contract Professor

Politecnico di Torino, Torino (Italy)

www.polito.it

Professor at 2nd level Specializing Master in E-business and ICT for management, "Business

Planning" class. The course focuses on a project consisting in the development of a comprehensive Business Plan for a technology- related business idea. Particular attention is devoted to educate students in giving formal business presentations in front of panelists, representing potential investors or industry experts.

Business or sector Education

Jan 2007–Present

Project Manager

Fondazione Torino Wireless, Torino (Italy)
www.torinowireless.it

Coordination of several advisory and consultancy projects for Public Administrations, public and private institutions, and high-tech SMEs. Services provided to clients range from project management (from idea generation to execution supervising), technology outlook and competitive positioning, to business planning, strategic marketing and business development roadmapping.

Particular expertise has been gained in Smart City topics, supporting municipalities develop action plans that target better environmental, social and economic sustainability, and in the design, organization and implementation of technology-related projects for public and private institutions.

Business or sector Professional, scientific and technical activities

Jan 2005–Dec 2006

Researcher and Analyst

ISMB - Istituto Superiore Mario Boella, Torino (Italy)
www.ismb.it

Market Analyst on IT and technological innovation projects. Document Management Systems and CRM administrator.

Business or sector Professional, scientific and technical activities

EDUCATION AND TRAINING

Oct 2010–Feb 2011

Skillab - Continued education center of Turin Industrial Association, Torino (Italy)

Attended courses: Management Control, Leadership, Organization and Roles, HR Management, Coaching, Effective Communication, Public Speaking, Sales management.

Nov 2006

Engineering licence

Politecnico di Torino, Torino (Italy)

Jun 2005–Dec 2005

Certificate of attendance

UCLA Anderson School of Management, Los Angeles (United States)
www.anderson.ucla.edu

Fully Employed MBA (FEMBA)

International Field Study, Global Access Program (GAP): program that matches students in the Fully-Employed MBA (FEMBA) Program with existing international technology companies to develop a comprehensive business strategy to enable the companies to move to the next stage of corporate development.

Negotiations Behavior: theoretical principles and concepts from various disciplines (such as social psychology, sociology, and economics) coupled with simulations, aimed at improving practical skills. The course enhances individual abilities in dyadic and group situations, and also help analyzing contexts for the most effective application of these skills.

Jan 2005–Mar 2005

Politecnico di Torino - 2nd level Specializing Master in E-business and ICT for management, Torino (Italy)

Attended courses on Business Planning, Project Management and Information Systems.

Sep 1997–Dec 2004

Master of Science in Management Engineering
Politecnico di Torino, Torino (Italy)

EQF level 7

PERSONAL SKILLS

Mother tongue(s) Italian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
University of Cambridge - Business English Certificate Higher					
Spanish	A2	A2	A2	A2	A1
French	A1	A1	A1	A1	A1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Communication skills

Excellent communication skills gained through my experience as project manager, responsible for contacting, presenting and engaging in business activities with potential clients.
Excellent public speaking skills both in Italian and English developed and strengthened as lecturer

Organisational / managerial skills

Good leadership skills (runnjin projects teams of up to 12 people)
Good organizational skills: addressing the issue at hand, prioritizing
Good interpersonal skills: establish trust, negotiation, mediation

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Digital skills - Self-assessment grid

System Administrator, Information Systems Manager and IT Project Manager for small-medium business. System Administrator of Microsoft Share Point DMS, Dynamics CRM, Exchange and Active Directory.

Basic knowledge of linux-based systems, LAMP systems

Advanced knowledge on MS SQL, PostgreSQL and MySQL databases.

Advanced knowledge of MS Office (Word, Excel, Power Point, Outlook, Access, Visio, Project)

Advanced knowledge of IBM SPSS Statistics, Tableau BI, QGIS, Oracle Crystal Ball

Driving licence

A, B

ADDITIONAL INFORMATION

Projects

2017: Turin Tourist Office: New corporate website, Project Coordinator
2017: Forma Camera Roma: course on "Innovation Management", Lecturer
2017. Master on Smart City, Regione Lazio: courses on "Planning a Smart City" and "Technological Innovation for urban development", Lecturer
2017. IntesaSanPaolo: Technological and eco-fin audit model for SME evaluation, Analyst

2017. Associazione Abbonamento Musei: New ERP System and corporate Information System, Project Coordinator

2017. National Cinema Museum of Torino: New CRM System, Project Coordinator

2016. Regione Piemonte: Study on Broadband and Ultrabroadband diffusion and development strategies for the region, Analyst

2016. Associazione Abbonamento Musei: New corporate website, Project Coordinator

2016. National Cinema Museum of Torino: New corporate website, Project Coordinator

2015. "La Spezia 20.20": Smart city masterplan, Project Coordinator

2013. "SMILE Project" - Smart Mobility, Inclusion, Life&Health, Energy: City of Turin masterplan for smart city initiatives, Project Manager

2013. National Cinema Museum of Torino: Digital innovation project for exhibition areas, Project Coordinator

2012. Fondazione Torino Wireless: New Information System (Organizational Productivity Systems), Project Manager

2011. Fondazione Torino Wireless: New CRM System, Project Manager

Publications "Startup in Granda" (contribution and final review), Fondazione Cassa di Risparmio di Cuneo, Dec. 2015

"The National Cinema Museum of Torino: A comprehensive digital strategy", IEEE Conference Publications, Oct. 2015

"Le ICT nei percorsi di innovazione del sistema regionale" (cap. 6), IRES Piemonte, Oct. 2013

"MONITORING PMI - capacità di innovazione e dinamiche di sviluppo, bisogni e aspettative delle PMI del Distretto" (capp. 3, 4 e 5), Fondazione Torino Wireless, May 2005

Honours and awards 2014. MuseumNext: Museum Innovation Award (National Cinema Museum innovation project)

2014. Premio innovazione Smau (National Cinema Museum innovation project)

Personal Data Treatment I authorise the processing of my personal data for personnel research and selection purposes under D.Lgs. n.196 of 30/06/2003.