

CLAUDIA DEL MONTE

PROFILE

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With over 3 years of experience in impact investing, I specialise in managing end-to-end investment processes and offering strategic advisory to startups tackling global challenges. Driven by a passion for leveraging capital to create positive change, I combine analytical rigor with practical mentoring and ecosystem-building expertise to empower ventures that deliver measurable impact

WORK EXPERIENCE

INVESTMENT ANALYST | [SocialFare](#) | Torino (IT)

Apr 2022-Present

SocialFare: early stage startup accelerator and impact investor, (pre-seed, seed; social impact, consumer, marketplaces, digital; B2B, B2C, ITA; 2 funds, AUM ~15M€)

- Evaluated 120+ impact startups (~8% of dealflow), leading the full investment process for 27 deals, independently managing 5 from scouting to negotiation
- Built sector expertise across EduTech, HRTech, FinTech, HealthTech, FemTech, and more
- Managed fund reporting for shareholders and implemented advanced analytics tools (e.g., Rundit) to improve fund tracking and decision-making
- Expanded the investor network by 85% (+300 investors) and grew ecosystem partnerships by 73% (+100 new collaborations)
- Played a pivotal role in managing operations for SocialFare's acceleration programs across 7 cohorts, mentoring 35+ startups and directly contributing to an 85% fundraising success rate among participants

STARTUP BUSINESS & OPEN INNOVATION ANALYST | [Almacube](#) | Bologna (IT)

Nov 2020 - Mar 2022

Almacube: startup incubator and open innovation hub

- Managed dealflow for the CVC program (clean tech, deep tech, industry 4.0)
- Led a cross-functional team developing innovative solutions for corporate clients (CoopReno, Barilla), using design thinking to conduct user research and build MVP prototypes focused on achieving Problem-Solution Fit

BUSINESS ANALYST | [Open Impact](#) | Rome (IT)

Mar 2019 - Jan 2020

Open Impact: strategic advisory firm focused on social innovation and impact measurement

- Associate to the Product Manager in starting-off a digital product aimed at digitalising impact assessment and management strategies for enterprises

PROJECT MANAGEMENT ASSOCIATE | [Roots of Impact](#) | Frankfurt am Main (DE)

Sep 2018 - Feb 2019

Roots of Impact: pioneering advisory firm in impact investing and innovative finance

- Managed an EU-funded project with 14 international partners to launch a social innovation e-learning platform
- Advised impact-focused enterprises on developing impact measurement models and aligning business strategies with social and environmental goals

EDUCATION

UNIVERSITY OF BOLOGNA | MSc in International Management | Bologna (IT)

Sep 2019 - Dec 2021

Score: 110/110; **Major:** Strategy & Entrepreneurship; **Final Dissertation** (on field study): "Exploring the role of incubators within Innovation Ecosystems: The case of Almacube"; **English** taught; **Selective** admission program (43 students admitted); Studied remotely during the COVID-19 pandemic | **Paris** (FR)

UNIVERSITY OF TOR VERGATA | B.A. in Global Governance | Rome (IT)

Sep 2015 - Jul 2018

Score: 108/110; **Major:** Business Administration; **Final Dissertation:** "The co-creation of Value for Social Innovation Processes"; **English** taught; **Selective** admission program (30 students admitted);

UNIVERSIDAD AUTONOMA DE MADRID | Erasmus+ | Madrid (ES)

Sep 2017 - Jan 2018

SKILLS

Strategic & Analytical Skills: Business Analysis, Impact Assessment, Project Management

Technical & Collaborative Tools: Office Suite, Google Workspace, Rundit, Notion, Slack, Trello, ChatGPT

Soft Skills: Empathic Leadership, Creative Problem-Solving, Social Intelligence, Strategic Intuition, Critical Thinking

Languages: native Italian, fluent in English and French and working knowledge of Spanish

SOMETHING ABOUT ME YOU WON'T FIND IN THIS CV

I'm all about art in every shape and form—gallery hopping on Saturdays is my jam • Nothing beats sipping a morning cappuccino in the sunshine • I have a soft spot for flea markets—I'm always on the hunt for hidden gems