

Contact

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Top Skills

Teamwork

Corporate Finance

Business Strategy

Languages

Chinese (Elementary)

English (Full Professional)

Italian (Native or Bilingual)

Spanish (Elementary)

Certifications

First Certificate English (FCE)

ECDL Core

Honors-Awards

40th INSEAD Venture Competition,
Winner of Thomas C. Barry Prize
€35,000

Daniele Calvo Pollino

Founder at Mapo Tapo | Passionate builder | Outdoor sports traveler
Milan, Lombardy, Italy

Summary

I am a passionate professional, born and grown within the tech industry, constantly looking for new learning opportunities, growing my network and bringing impact.

Currently working to disrupt the outdoor sports travel industry in off-the-beaten track locations.

Chasing new challenges, experimentation, delivering results and having fun, have been 4 constants in my professional career path.

During free time like on the job, I try to never stop exploring:

- Italy, Canada and China, the places where I studied.
- Indonesia, Italy and Luxembourg the places where I worked.
- Nicaragua, Madagascar, Indonesia, Philippines, Perù, Portugal, Canarias, Brazil and Italy the places where I surfed crystalline waves and climbed uncrowded crags.

I am always keen to make new professional acquaintances. Do not hesitate to reach out if you are willing to talk about business or outdoor sports travelling.

Experience

Mapo Tapo

Co-Founder & CEO

August 2020 - Present (4 years 10 months)

Milan, Lombardy, Italy

We help outdoor sports enthusiasts to find adventure buddies and certified guides. We help certified guides to digitize their operations, find new clients and manage their bookings.

Mapo Tapo's mission is to digitize outdoor sports tourism in remote locations as a way to bring economic growth in a responsible manner, respecting the environment and making local communities thrive.

Currently managing and growing a supersonic and young team of 9. I'm active in new guides' onboarding, customer service, product roadmap, and investor relation (1.5M euro raised so far)

Kiva

Lender and Donor

May 2016 - Present (9 years 1 month)

Kiva is a platform where you can contribute to change the world with micro landing.

Check out my landing insights and let me know if you wanna lend together!

Amazon

3 years 5 months

Product Manager, Strategic Initiatives, Marketing & Analytics, EU
FMCG Private Brands

July 2019 - March 2020 (9 months)

Luxembourg

Retail Vendor Manager II – SVS

February 2019 - June 2019 (5 months)

Milan Area, Italy

- I coordinated a team of people (SVS) in managing several retail brands across Europe, supporting Senior Vendor Manager on annual terms & contracts negotiations with vendors.
- I coordinated a team of people in realizing highly automated dashboards and brand new standard operating processes in order to make the work of 700 SVS across EU more effective and efficient.

Strategic Vendor Services PC

November 2016 - January 2019 (2 years 3 months)

Milan Area, Italy

- I had full P&L responsibility (in terms of top and bottom line) of several top tier retail brands sold on Amazon.it, designing and shaping their online commercial strategy. My daily work consisted of inventory management and sales forecast generation; contracts and promotion negotiation; design and implementation of

different kind of analysis and business cases to identify further opportunities to drive a specific retail brand's business within Amazon.it.

- I managed several projects involving European stakeholders (e.g., driving the adoption of optimized workflow within the organization; leading the creation of highly automated dashboards to be used in brand-new standard operating processes).

Amazon

Junior Product Manager - After Market Service

February 2016 - August 2016 (7 months)

Milan Area, Italy

- I contributed to implement several new processes and operative changes across Europe. I developed a business case worth multi-million savings related to a system change within the goods' inbound process. The actual change was then implemented based on my forecasts and I was in charge to monitor the results of the change. Results were consistent with projections.
- I built several dashboards with reporting purposes with an extensive use of Excel, SQL and VBA for Pan European stakeholders.

Rocket Internet SE | Zalora Group

Cash on Delivery Operation Analyst

June 2015 - September 2015 (4 months)

Greater Jakarta Area, Indonesia

Working directly with the COO of Zalora (a Rocket Internet company and the biggest fashion e-commerce in Indonesia), I was appointed as the responsible of a process called Cash on Delivery (COD) Reconciliation aiming at reducing the company's net working capital. I built a tool (using Excel and SQL) to establish, in an automated and accountable way, how much cash we were supposed to get back from the company's third-party logistics providers; then I had to negotiate settlements directly with their finance departments.

Education

Università Commerciale 'Luigi Bocconi'

Master of Science with a Double Degree Program, International Management · (2014 - 2016)

Fudan University

Master of Science with a Double Degree Program, International Management · (2014 - 2016)

Università Commerciale 'Luigi Bocconi'

Bachelor's degree, Management · (2011 - 2014)

Ivey Business School at Western University

Exchange program, Business Administration and Management,
General · (2013 - 2013)

Y Combinator

Startup School · (2019 - 2020)