



FEDERICA PINOTTI, ITALY

WORK EXPERIENCE

+15 years of experiences in Sales & Marketing across multinational companies as well as Small & Medium Enterprises, both in the National market and International contexts, thanks to my language skills; I worked within several areas such as Financial Services, Retail and Healthcare, holding increasing responsibilities and managerial exposure in cross-cultural environments. Training, coaching and teams/individuals' supervision were key elements in the positions I covered, including being a member of international task-forces, Product Management and Project Management. Today, I serve as a Coach and Facilitator by providing opportunities to develop new business partnerships as well as workforce' talent and potential full expression, so to foster company' business development and people leadership.

Professional Coaching offered me the framework and tool to partner with Individual and Teams in developing their own potential for sustainable growth, to deliver excellence and successful results to Organization in Transition.

Associate Certified Coach according to ICF standards since 2011, I now am Master Certified Coach holding +3.000 hours of practice, including One-to-One Coaching and Team Coaching, delivered to Corporate Managers and Executives as well as through primary Advanced Education Entities, such as Bologna University, where I introduce Master Degree students to Team Management & Cultural Diversity topics. I can work either in Italian and English.

EDUCATION

Master Certified Coach, MCC ICF – 2025

Professional Certified Coach, ICF – 2017

Points Of You™ Certification Training Program – Colorado, USA 2016

Team that creates value, Milan, Italy – 2015

Voice Dialogue Certification Program – London, UK, 2013

Associate Certified Coach, ICF - 2011

Individual Effectiveness Certification (Emotional Intelligence), JCA London – 2010

Cultural Orientation Framework by P. Rosinski, Belgium – 2010

DMAIC Green Belt 6Sigma Program - 2007

Coaching Professional, Lifecoachlab (now AsterysLab) – 2009

Start-up Coaching Program, Lifecoachlab (now AsterysLab) - 2008

Full-time MBA, Profingest, Bologna – 2002

Graduation in Law, Bologna University - 1999

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