

PERSONAL
INFORMATION

Federica Pinotti



📍 17, V. Bonasi, San Felice sul Panaro (MO) - Italy

☎ see mobile nr. 📠 +39 335 7295107

✉ federica.pinotti@gmail.com

https://www.linkedin.com/profile/view?id=781508&trk=nav_responsive_tab_profile

Sex F | Date of birth 22/05/1975 | Nationality Italian

WORK EXPERIENCE

Executive and Corporate Coach, Trainer, previously Manager

January 2009 - today

Business & Executive free lance Coach, ACC ICF certified (November 2011), PCC (December 2016) with +1.200 hours of Individual/Executive Coaching as well as Team Coaching (PCC ICF certification ongoing)

2016 – today

Corporate and Executive Coaching – Fondazione Aldini Valeriani

2010 – today

CLAMDA – International Management – Strategic Management Coaching Laboratory, course focused on teamwork dynamics and practice on a real-life business case, delivered in English at *Scuola di Economia, Management e Statistica – Università di Bologna* – starting from 2014 Associate Professor at Bologna University

SDA Bocconi, Milan – Global Executive MBA and Evening Executive MBA, Coaching on Leadership and Development

Business or sector Coaching and Training/Education

September 2003 –
December 2015

Product Manager Medical Care Solutions

Covidien Italia SpA, Segrate (MI)

- Marketing Management for a full line, from “concept stage” (together with R&D and EMEA MKTG) to launch and commercial support, including internal and external training, project management and teamwork in relation to international task forces on specific topics.

Business or sector Healthcare

January 2003 – August
2003

Export Area Manager (North-Centre Europe)

Hilary's SpA, Rubiera (RE)

- Sales Distribution network scouting, training, management and follow-up, customer visits.
- Business or sector Retail goods

May 2000 – December 2001 Corporate Area Employee
Banca Popolare dell'Emilia Romagna, Modena (MO)

- Services delivery to corporate accounts

Business or sector Banking/Financial Services

May 1999 – April 2000 Marketing Analyst – Business Intelligence
Crif SpA - Bologna

- Responsible for Business Intelligence Project

Business or sector Banking/Financial Services

EDUCATION AND TRAINING

- August 2016 Points Of You™ Certification Program – Creative Tools for Personal and Professional Development
Colorado, USA
- March – December 2013 Creative Tools for Personal/Professional Development & New Perspectives
Voice Dialogue Facilitator – working with your many Selves
Voice Dialogue UK, through AsterysLab
- November - December 2010 Individual Effectiveness, I.E.
Assessment tool by JCA London, UK, through their exclusive Italian partner
- Emotional Intelligence as crucial element of sustainable high performance: working effectively at a deeper level of emotions unlocks potential and leads to faster, lasting and more sustainable change
- November 2010 Cultural Orientation Framework by Philippe Rosinski
Assessment tool through their exclusive Italian partner
- An integrative framework designed to assess and compare cultures
- April 2008 - June 2009 Professional Coaching Mastery Program (Coaching Start-up & Pro)
AsterysLab, Rome

- Specific program designed to train professional coaches according to International Coaching Federation standards

May 2005 - October 2007

6Sigma Green Belt

Tyco Healthcare EU, Paris (F)

- A set of techniques and tools for process improvements

January - December 2002

Master in Business Administration

Profingest Management School, Bologna (today Bologna Business School)

- Post-graduated managerial program

September 1989 – July 1994

Master in Business Administration

Profingest Management School, Bologna (today Bologna Business School)

- Post-graduated managerial program

October 1994 - March 1999

Graduation in Law

105/110

Bologna University

September 1989 – July 1994

Languages Bachelor

57/60

Liceo L.A. Muratori – sez. Maxisperimentale (English, French and German)

PERSONAL SKILLS

Mother tongue Italian

Other languages

| | UNDERSTANDING | | SPEAKING | | WRITING |
|---------|---------------|---------|--------------------|-------------------|---------|
| | Listening | Reading | Spoken interaction | Spoken production | |
| English | C | C | C | C | C |
| French | C | C | C | C | C |
| German | B | B | A | A | A |

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
Common European Framework of Reference for Languages

Communication skills

- good communication skills gained through my experience as Coach, Trainer and Marketeer

- Organisational / managerial skills ▪ leadership actioned when leading an extensive sales force towards achieving company goals
- Job-related skills ▪ project management (6Sigma and special projects leadership), coaching juniors and sales staff
- Computer skills ▪ good command of Microsoft Office™ tools and the Internet
- Driving licence ▪ B

ADDITIONAL
INFORMATION

Seminars Strategic Management Coaching Lab – CLAMDA International
Management, Bologna University, Economics

S. Felice, Dec 2018 Federica Pinotti

