

Curriculum Vitae

Gabriel Franceschini

Arezzo 19/03/1997
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EDUCATION

- **PHD Program in Management (38° Cycle)** track
Management research domain **Innovation**
Management and Entrepreneurship

Alma Mater Studiorum
Bologna
Nov 2022 - Current

- **Master of Science in Business Administration and Management (LM-77)** curriculum **Service Management**

International degree, entirely taught in English
Related courses: Strategic Management, Business Model Innovation, Business Plan, Business Data Analysis, Service Performance Metrics, Business Plan, International Business, Industrial Organizations
Final dissertation in International Management:
Technological Competition in the Woodworking Sector based on Patent Activity

Alma Mater Studiorum
Rimini
Sep 2019 – Mar 2022
GPA 110/110 cum Laude

- **Bachelor's Degree in Political, Social and International Sciences (L-36)** curriculum **International Relations**

Related courses: Statistics, Theory of Organizations, Microeconomics, Macroeconomics, Methodology of Political and Social Sciences, International Economics
Final dissertation in International History: *Lo Sguardo Spagnolo sul Terrorismo Italiano (1969-1974)* with a **certified research period** at Biblioteca Nacional de Espana, Madrid

Alma Mater Studiorum
Bologna
Sep 2016 – Jul 2019
GPA 101/110

MAIN ACTIVITIES

- **Consorzio Studi e Ricerche (CSR)** Industrial Research Center
Innovation Office (referenced)

Curricular research period for final dissertation to collect primary data on R&D, patent and innovation activities. Market competitive analysis and rivals' data retrieval. Interaction with practitioner in the field of innovation, i.e., Innovation Director and Patent Manager. Final output presentation and strategic report

SCM Group Spa
Rimini
Dec 2021 – Mar 2022

- **Metrios – USA Office**

Curricular period to formulate an internationalization strategy in a foreign market (USA) for an innovative product line. Market analysis and competitive benchmarking to build an effective entry strategy

Vici & C. Spa
Sant’Arcangelo di Romagna
May 2021 – Jun 2021

- **Customer Relationship Management Project – Star Romagna** (referenced)

Customer relationship analyst. Research work to investigate customer satisfaction on an innovative mobility service, Metromare, including survey formulation, interviews (300 respondents), data purification and data analysis using several statistics methods ANOVA, EFA and SEM. Final output presentation to policy makers (Provincia di Rimini) and the management as main relator

PMR srl consortile
Rimini
Oct 2020 – Feb 2021

- **Project work – Metrios**

Project work competition in collaboration with companies to solve real-world issues involving strategic management, innovation strategy and international businesses. Final presentation and project document submission

Alma Mater Studiorum Bologna
Rimini
Oct 2020 – Apr 2021

- **Intrapreneurship Program – Public Relations Office** (referenced) Program for the theoretical and practical innovation of Public Administrations

Feasibility analysis for projects aimed to favor student participation to activities promoted by the Campus
Qualitative pricing analysis project quotations and budgeting
Marketing activities to attract applicants to Campus activities.
Laboratory tutor

Alma Mater Studiorum Bologna
Rimini
Feb 2021 – Oct 2021

TEACHING EXPERIENCE

- **Corporate Strategy – IM/LEGS – DISA/DGS**

Lecturer. Introductory course to Strategy and Business Models. Case study analysis

Alma Mater Studiorum Bologna
Bologna
April 2023

- **Industrial Economics – CLAMM – DISA**

TA. Frontal exercises to the class. Exams’ supervision

Alma Mater Studiorum Bologna
Bologna
Feb 2023 – Current

- **ABIS Settore Diritto allo Studio**

Tutor. DSA and students with disabilities’ tutor. Study planning, learning strategies, final thesis planning

Alma Mater Studiorum Bologna
Romagna
Nov 2020 – Oct 2021

ACHIEVEMENTS, AWARDS AND PRIZES

- **Honorable Mention for Best Thesis Premio Bernardo Nobile 2023** cat. 1, master or doctoral thesis which have exploited and documented patents as information sources

Reason: the candidate has assessed the potential of patent information in a mature industrial environment, which by itself, does not seem to justify patent-driven analysis and presence of pioneering technologies

- **Best SEM Master Thesis Award and Prize 2021/2022**

- **Best Student Award and Scholarship 2020/2021** for students that have distinguished for academic merit

Top 300 students selected among 80.000 of all Faculties of the University of Bologna

Top 40 students selected among the Department of Management of the University of Bologna

- **Best Project-Work Award and Prize 2020/2021**

INTERNATIONAL EXPERIENCES

- **Eurotech PHD course: the Economics and Management of Innovation and Technological Change, Copenhagen, May 2023**

- **Research at Biblioteca Nacional de Espana, Madrid May 2019** (referenced)

Research period to collect primary data in Spain to provide cross-national comparison for the bachelor's final dissertation

- **Study Period Spanish Language School, Salamanca March 2015**

- **Cultural Exchange, New-York February and May 2014**

- **Study Period German Language School, Wurzburg April 2013**

WORK EXPERIENCES

- **Metrios – USA Office** (referenced)

Entry and expansion strategy for new brand in foreign market (USA). Service-oriented strategy towards final customers. Creation of distribution network. Pricing and quotation planning. Innovative product specification and analysis

Vici & C. Spa
Sant'Arcangelo di Romagna
Jul 2021 – Oct 2021

- **Wedding Flower Service**

Customer Service: pricing, quotation, planning, negotiation, and contract arrangement. Marketing strategy to attract new customers, mostly from foreign markets. Intermediary between organizations and final customers. Collaborations with outstanding locations like Castello di Velona.

30+ projects successfully finalized

Giardino Fiorito
Arezzo
2018 – Current

COMPUTER SKILLS

SQL; R; STATA; SPSS; Salesforce; Office365; iWork

LANGUAGES

Italian native

English fluent IELTS 7.5 (certified)

Spanish upper-intermediate DELE B2 (certified)

German basic-user A2

In allegato al CV foto recente del candidato in formato .pdf o .jpeg



Ai sensi dell'art. 46 e 47 del DPR 445/2000, dichiaro che le informazioni inserite nel mio CV corrispondono a verità, essendo consapevole dell'eventuale applicazione dell'art.76 dello stesso articolo in caso di dichiarazione mendace.

Il/La sottoscritto/a dichiara di essere informato/a, ai sensi del Regolamento (UE) 2016/679 e del D.Lgs. 196/2003 e s.m.i., che i dati personali raccolti saranno trattati anche con strumenti informatici esclusivamente nell'ambito del procedimento per il quale la presente dichiarazione viene resa ed esprime il proprio consenso affinché i dati personali forniti possano essere trattati per gli adempimenti connessi alla presente procedura.

Data e luogo, 15/04/2023, Bologna

Firma

*Gabriel
Franceschini*