

GIULIA MARTIELLI

BUSINESS CONSULTING SENIOR MANAGER | LIFE SCIENCES

PROFILE

Business Consulting Senior Manager in the Life Sciences & Pharma industry with an advanced background in biostatistics and machine learning. For nearly a decade, I've been leading high-energy teams to deliver strategic commercial initiatives, bridging the gap between complex data and real business impact. At heart, I am a people-first leader passionate about mentoring talent, driving business growth, and fostering vibrant team cultures. Active sports are my daily power source; they me discipline, resilience and the continuous push for growth -principles I bring directly into my professional leadership style.

PROFESSIONAL EXPERIENCE

VEEVA SYSTEMS | LIFE SCIENCES

SEP '21 – PRESENT | Full Remote

Engagement Manager (formerly Senior Business Consultant / Business Consultant)

In this role, I lead project teams to deliver high-impact commercial initiatives. My day-to-day focus centers on managing end-to-end Strategic Account Management programs and advanced data-driven initiatives, including HCP segmentation projects. I bridge the gap between complex data and execution, while actively driving business development, scoping new client opportunities, and supporting team development through hands-on coaching.

UNIVERSITY OF BOLOGNA

SEP '23 – PRESENT | Bologna, Italy

Adjunct Professor, Department of Statistical Sciences

Design and deliver the Tableau Lab course (20hrs) as part of the Bachelors' and Masters' Degrees in Statistical Sciences, the course is focused on advanced Tableau methodologies for robust business data analysis and visualization.

ACCENTURE S.P.A. | CONSUMER GOODS AND SERVICES

OCT '17 – SEP '21 | Milan, Italy

Data Analytics Consultant / Data Analytics Analyst

Direct the end-to-end technical and strategic execution of advanced analytics and Business Intelligence projects, optimizing both back-end and front-end data structures. Coordinate and coached small, agile teams of junior analysts, accelerating their technical proficiency across diverse analytics platforms and data technologies.

MONTECATONE REHABILITATION CLINIC | LIFE SCIENCES

NOV '16 – OCT '17 | Imola (BO), Italy

Statistical Researcher

Conduct advanced statistical analysis and provide critical research support for clinical and epidemiological publications, focusing on regional rehabilitation systems for patients with severe spinal cord injuries.

ACADEMIC BACKGROUND

2021

Nanodegree in Machine Learning Engineer
Udacity (Online)

2014-2017

Master's Degree in Statistics (Biostatistics) | Grade: 110/110L
Alma Mater Studiorum, Bologna (Italy)
Overseas Programme: University of Wollongong, Australia

2011-2014

Bachelor's Degree in Statistics (Maths & Stats) | Grade: 110/110
Alma Mater Studiorum, Bologna (Italy)
Erasmus Programme: Plymouth University, UK



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[Linkedin](#)



Bologna, Italy

SKILLS AND COMPETENCES

- **Professional:** Commercial Strategy (Pharma & Life Sciences), Project Management, Engagement Leadership, Customer Analytics, Data-driven Solutions, Strategy Consulting, Business Development
- **Technical Toolkit:** R, Python, Tableau, SQL, Excel, Veeva Data Sources and Ecosystem
- **Personal Attributes:** People-focused Leader, Collaborative, Strategic Thinking, Problem-Solving, Highly Organised

LANGUAGES

Italian

English

Spanish