

Pietro Alessandro Landini

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Date of Birth: 23/01/1987

Nationality: Italian

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PERSONAL PROFILE

I am a professional with an extensive experience both in the HR and in the IT consultancy market. For more than 3 years I have been in charge of managing the Sales&Marketing Division at Michael Page International. I have provided HeadHunting consultancy practices to both candidates and clients completing more than 120 job researches. I have personally hired and trained 2 consultants in terms of: CV screening, Career Development, Candidates' Interview and preparation to clients' meeting. Currently, I am a Sales Manager for Teamsystem. I am managing 17 FTE in terms of hiring processes, Onboarding, training on the job. I recently re-engineered the entire internal process of hiring and on boarding of the new candidates for all the company's Business Units. I consider myself a person with a strong sense of commitment toward the goals I intend to achieve in my personal and professional life. Having a strong attitude toward the intellectual curiosity, I always strive to approach the projects with a proactive and dynamic mentality.

CAREER HISTORY

Territory Sales Manager

TeamSystem spa (IT Consultancy sector)

2017-Present

Work duties:

Currently, Head of the direct and indirect channel in Emilia Romagna in terms of sales and operations. In charge of managing 17 FTE directly reporting to me functionally and hierarchically. Fully responsible of sales strategy of 11 VARs, ensuring their personal growth in terms of revenues, profitability, HR management and marketing activities.

For both of the two channels I am in charge of:

- Hiring and onboarding new sales candidates, training about process and software's solutions, coaching and career development.
- Recently I completely re-engineered from scratch the whole company hiring processes alongside with HRBP and HR Director of Teamsystem.
- I developed tools for speeding-up the onboarding process and I am a Trainer for the all the company and Sales Teams.
- I support other Business Units with plenary meetings, training-on-the-job practices and webinars.
- I am also appointed for the P&L, Forecasting, budgeting and revenue/target achievement of the Territory, Companies and team assigned to me.

Senior HR Recruitment Consultant

Michael Page International (HR consultancy sector)

2014-2017

Work duties:

I led the S&M division for more than 3 years. I completed more than 120 end-to-end job placements. I have screened, hired and trained 2 consultants in terms of Head Hunting practices.

I successfully completed daily activities, such as:

- Managing Client/Candidates relationship;
- Writing job descriptions and specifications; Advertising the job;
- Carrying out CVs screening, head hunting, sourcing candidates;
- Suggesting the Client in the definition of an appealing job offer; Ensuring the process follow up and sending feedback to unsuccessful applicants.
- Appointed as an ambassador of the brand's company to HR plenary meetings, University Opendays, and Institutional conferences.

Sales and Marketing

Marchesini Group spa (Packaging and Machineries-manufacturing sector)

2013-2014

Work duties:

Commercial support to the Sales Director and CEO, Strategic/Quantitative Business Analysis (Pharmaceutical and Cosmetic Sectors),

KEY COMPETENCIES AND SKILLS

PROFESSIONAL SKILLS

- Business Development
- Clients/Candidates Negotiation
- Team and People management
- Talent/career Development
- CV Screening
- Clients clustering
- HR management/practices
- Headhunting
- Hiring and Onboarding process
- Process Re-engineering

LANGUAGES

- Italian Mother tongue
- English Full Professional Proficiency (TOEFL)
- German Elementary Proficiency

ACADEMIC QUALIFICATIONS

University of Bologna, School of Management, Economics and Statistics

2010-2012

M.sc. in "International Management", CLAMDA-IM

University of Bologna, School of Management, Economics and Statistics

2006-2009

B.sc. in "Economics and law"

OVERSEAS EXPERIENCES

Shanghai, PRC

January 2012- August 2012

Internship at "The Blenders Communications", Marketing and Internationalization Consulting company

Sydney, Australia

November 2009- September 2010

Studying and working experience

New York City, United States of America

July 2008- November 2008

Studying experience