

Pietro Beimer

Business & Tech

I am a curious and open-minded person, with an international background, who thrives in a dynamic environment and loves to work hard as part of a team. I am currently doing my best to build the basis for an exciting future

WORK EXPERIENCE

Clients & Ecosystem - Office of the CEO

GELLIFY Spa

05/2021 - Present

Milan, Italy

Sector: Cross-industry

- **Current Position:** *Clients & Ecosystem*. PMO & delivery of main digital transformation projects for key accounts. Nurturing the sales pipeline and the company's OI Ecosystem - mainly B2B startups
- **Previous Position:** *Client Success Specialist*. Supporting the consulting teams in the solutioning, pre-sales & sales phases, cross-industry and cross-offerings.

Business & Sustainability Analyst

Industria Grafica Eurostampa Spa

09/2019 - 05/2021

Cuneo, Italy

Sector: Packaging, Food & Beverage

- Analyzed, evaluated and implemented environmental, innovative projects in collaboration with external partners, start-ups & consultants. Monitored new opportunities and managed cross-European BUs relevant projects, value engineering & top customers segmentation and profitability (Ferrero, Bacardi, Diageo, Heineken, MHCS etc)

Digital Advisor Intern

Accenture Spa

02/2019 - 05/2019

Torino, Italy

Sector: Financial Services

- Performed market and positioning analysis. Worked at the creation of the business case for the implementation of the chatbot at one of the main Banks in Italy. Benchmark of competitors, technology trends

EDUCATION

Master's in Business Administration

SAA - School of Management

09/2018 - 07/2019

Torino, Italy, 110/110 cum Laude and "Mention"

Core courses

- M&A
- International Business

Bachelor's in Management

Southern Illinois University Edwardsville

09/2017 - 05/2018

Edwardsville, IL, USA, Summa cum Laude

Core courses (AACSB Accreditation)

- Quality Management and Control
- Strategic Management

Bachelor's in Business and Management

University of Torino

09/2014 - 07/2017

Torino, Italy, 104/110

Business Administration

Umeå University (AACSB Accreditation) - Erasmus

09/2016 - 01/2017

Umeå, Sweden

SKILLS

Excel

PowerPoint

Board

Miro

Aida

Jira

Public Speaking

Agile

PERSONAL PROJECTS

24 Business School - Master Part-time (05/2019 - 07/2019)

- Financial Modeling

Online Courses (05/2017 - Present)

- Periodic completion of online courses to enhance my knowledge
- Platforms used: LinkedIn Learning, Udemy, edX

Research Assistant - Export Consulting (02/2018 - 05/2018)

- I worked as a project student in the International Trade Center (U.S. SBA)
- Main tasks: International research on behalf of regional businesses that wanted to expand their activities abroad

Thesis with Prof. Elsa Fornero (01/2017 - 06/2017)

- I worked on my dissertation with Prof. Elsa Fornero, former Italian Minister. Title: The effects of Trump's protectionism on the U.S. economy

LANGUAGES

Italian



English



French



INTERESTS

Swimmer - Competitions (2006 - 2014)

Technology

Start up

Sales