# **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

Sector: Cross-industry

Milan, Italy

- 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

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 engineerings & top customers segmentation and profitability (Ferrero, Bacardi, Diageo, Heineken, MHCS etc)

### **Digital Advisor Intern**

Accenture Spa

02/2019 - 05/2019

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 Core courses

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

• M&A

International Business

#### **Bachelor's in Management** Southern Illinois University Edwardsville

09/2017 - 05/2018 Core courses (AACSB Accreditation) • Quality Management and Control

- Edwardsville, IL, USA, Summa cum Laude
- 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



# 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

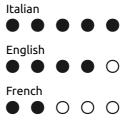
#### Research Assistant - Export Consulting (02/2018 - 05/2018)

- 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



## INTERESTS



Torino, Italy

### Cuneo, Italy