

Matteo Della Valle



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CONTACT INFORMATION



ATTITUDE

Swiss/Italian Always Positive Business Lover

EXPERIENCE

Genova (Italy)

June 2017 - Present

Trade, Business Development, Charter Director (Reporting to CEO)

GNV- MSC Group (2500 workers)

Created and trained the new Trade Manager Team and TM Positions

Led the Company to its first positive net financial result since 2008 and its highest sales result ever

Achieved the worldwide leadership for the vessel accomodation service

Led the commercial activities during the Coronavirus emergency

Genova (Italy)

November 2014 - May 2017

Business Development Manager

GNV- MSC Group (2500 workers)

Created the new products Vessel Accomodation and MICE

Proposed and coordinated the launch of 5 new lines, still present

Exceeded challenging budget goals

Created upsell flow

Changed the whole budgeting and forecasting corporate procedure

Genova (Italy)

October 2013 - November 2014

Market Analyst - Revenue Management

Costa Crociere - Carnival Group (20.000 workers)

Led the revenue management team of the Italian market, the biggest one

Launched the new Call to Action campaign after Concordia

Achieved the revenues budget

Genova (Italy)

September 2011 - September 2013

Pricing and Inventory Analyst - Revenue Management

Costa Crociere - Carnival Group (20.000 workers)

Participated to the Concordia crisis management

Conceived and created competition monitoring flow

Genova (Italy)

January 2011 - September 2011

Managing Director and Co-founder

Il Sorriso - Assistenza e Badanti - 8 workers

Genova (Italy)

January 2008 - September 2011

Teaching Assistant - Micro and Macro Economics

University of Genoa

Published five international papers

Genova (Italy)

Economic Consultant

Regione Lombardia, Chamber of Commerce in Milan, Province of Bolzano, Liguria Ricerche SPA

EDUCATION

Bologna (Italy)

2017

Executive Master in Sales and Marketing

Bologna Business School

Top 5% of the class

Genova (Italy)

2011

Research Fellowship in Economics

University of Genoa

Genova (Italy)

2010

PhD in "Quantitative and applied economics"

University of Genoa

Top 5% Mention

Paris (France)

2008

Master in Economics

Paris School of Economics (Ecole Normale)

Top 5% Mention

Genova (Italy)

2006

Master of Science in Economics

University of Genoa

110/110 cum laude

Genova (Italy)

2005

Bachelor of Arts in Economics

University of Genoa

110/110

Albenga (Italy)

2001

High School Diploma - Classical Studies

Liceo G. Bruno

LANGUAGES

English

Advanced

Italian

Mother language

French

Elementary

Spanish

Elementary

SKILLS

Excellent qualities of problem-solving and project management

Marked qualities of flexibility and hardworking (12-14 hours/day)

Extreme focus on company results

PROJECTS

BBS Mentor for the Fashion Company Roberto Collina - 2020

Marketing Lecturer (Cultore della Materia) at the University of Genoa

Wrote a book in 2019 I Cinque Studenti

Champion at the TV Progr Reazione a Catena (Raiuno) - 2015

Football Ref (Serie C) 2001/2014

CERTIFICATES & COURSES

One-to one coaching experience SCOA 2019/2020

Russell and Reynolds Skills Assessment - 2017

Young Talents For Growth EY/Confindustria 2015

Leadership Exec Mngmnt Centre 2012

Pricing European Pricing Platform - 2012

Communication Skills - Johnson and Wales Un - 2012

Yield and Rev Mngmnt Sciaky Europe Bus School - 2012

Econometrics CIDE - 2007

Corporate Sponsorship European Union - 2006

Summer school about EU I.S.E.O. - 2005

CRM Helia University - 2004

Erasmus Lahti Polytechnic 2003

PUBLICATIONS

The Implicit Pension Debt: Its Meaning and an International Comparison, with L. Beltrametti, on

Economia Internazionale vol. LXV, No 1- February 2012.

Does pension debt mean anything after all?, with L. Beltrametti, working paper CERP Torino, 2011.

Il voucher come strumento per le politiche di conciliazione lavoro/famiglia, on Rassegna Italiana di Valutazione, 2011.

Una nota sulla dinamica dei prezzi al consumo per sottopopolazioni in Italia, on Rivista Italiana di Scienze Sociali, IV number, 2011.

I buoni servizio nelle politiche sociali di alcuni paesi europei. Possibili applicazioni in Italia, book edited by Luca Beltrametti. Authors: Baldini, M., Bottasso, A., Cardullo, G., Conti, M., Fernandez, J.L., Gaggero, A. Gori, C. and Hernandez-Correa, L., March 2009.

HOBBIES

Crazy for Tennis

80/90s Cinema Proud Geek
