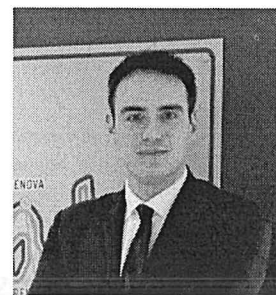


MATTEO DELLA VALLE

Swiss/Italian Always Positive Business Lover

Born
Cell #



WORKING EXPERIENCES

Sales and Marketing Passengers Director (Reporting to CEO)

GNV, Grandi Navi Veloci, MSC Group – 2.500 workers
January 2021 – Ongoing, Genoa (Italy). 100/150 team members

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

GNV, Grandi Navi Veloci, MSC Group – 2.500 workers
June 2017 – January 2021, Genoa (Italy)

- Created and trained new Trade Manager Team and TM Positions
- Guided the Company to its first positive net financial result since 2008 and its highest sales result ever
- Achieved worldwide leadership for vessel accommodation service
- Directed commercial activities during the Coronavirus emergency

Business Development Manager

GNV, Grandi Navi Veloci, MSC Group – 2.500 workers
November 2014 – May 2017, Genoa (Italy)

- Designed new products “Vessel Accommodation” and MICE
- Proposed and coordinated launch of 5 new lines, still present
- Exceeded challenging budget goals
- Devised upsell flow
- Changed whole budgeting and forecasting corporate procedure

Market Analyst – Revenue Management

Costa Crociere, Carnival Group – 20.000 workers
October 2013 – November 2014, Genoa (Italy)

- Led revenue management team of the Italian market, the biggest one
- Launched new Call to Action campaign after Concordia
- Achieved revenues budget

Pricing and Inventory Analyst – Revenue Management

Costa Crociere, Carnival Group – 20.000 workers
September 2011 – September 2013, Genoa (Italy)

- Participated to the Concordia crisis management
- Conceived and developed competition monitoring flow

Managing Director and Co-founder

Il Sorriso – Assistenza e Badanti – 8 workers
January 2011 – September 2011, Genoa (Italy)

Teaching Assistant – Micro and Macro Economics

University of Genoa
2008 – 2011, Genoa and Imperia (Italy)

- Published five international papers

Economic Consultant

*Regione Lombardia, Chamber of Commerce in Milan,
Province of Bolzano, Liguria Ricerche SPA*
2007 – 2011, Milan (Italy)

MAIN SKILLS

Excellent qualities of problem-solving and project management
Extreme focus on company results
Marked qualities of flexibility and hardworking (12-14 hours/day)
Mother Language Italian, Fluent English, Basic French and Spanish

EDUCATION

Executive Master in Sales and Marketing

Bologna Business School – Bologna (Italy)
July 2016 – June 2017
Top 5% of the class

Research Fellowship in Economics

University of Genoa – Genoa (Italy)
October 2010 – September 2011

PhD in “Quantitative and applied economics”

University of Genoa – Genoa (Italy)
January 2007 – May 2010
Top Marks

Master in Economics

Paris School of Economics (Ecole Normale – Paris France)
September 2007 – July 2008

Master of Science in Economics

University of Genoa – Genoa (Italy)
February 2005 – November 2006 – Genoa (Italy)
110/110 with first-class honors (cum laude)

Bachelor of Arts in Economics

University of Genoa – Genoa (Italy)
September 2001 – February 2005
110/110

High School Diploma – Classical Studies

Liceo G. Bruno - Albenga (Italy)
September 1996 – June 2001

TRAINING

One-to one coaching experience – *SCOA* – 2019/2022
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

EXPERIENCES AND PASSIONS

Marketing Lecturer at the University of Genoa – 2019/2022
Wrote a book in 2019 “I Cinque Studenti”
Champion at the TV Progr “Reazione a Catena” (Raiuno) – 2015
Football Ref (Serie C) – 2001/2014
Crazy for Tennis
80/90’s Cinema Proud Expert