

Contact

Phone

Email

Address

Education

Jan 2021

Online master's in Global Marketing, Communication and Made in Italy
Centro Studi Comunicare l'Impresa & Fondazione Italia-USA

Oct 2020

M.A. Intercultural communication for business (with honours)
University of Urbino 'Carlo Bo'

Feb 2019

B.A. Foreign languages for business (with honours)
University of Urbino 'Carlo Bo'

Emanuele Maggioli

Ph.D. Candidate

Ph.D. programme in Global Studies - Economy, Society and Law. 37th cycle, University of Urbino 'Carlo Bo'.

Title of the dissertation: 'Elites' Brexit from a Civilisational Perspective'. Thesis submitted on 29 October 2024, obtained minor revisions. Research interests: British and European politics, international relations, culture, identity, political elites, civilisation states, British and European institutions, elections in Europe, the UK and the US, the Anglosphere, comparative politics. My reliability, attention to details, and outstanding relationship skills are what I am most proud of, and they allow me to make the difference in everything I do.

Experience

Nov 2021 - Oct 2024 (Expected defence in March 2025)

University of Urbino 'Carlo Bo', Urbino, Italy.

Ph.D. Candidate: Global Studies

- **Oct 2024:** I submitted my thesis *Elites' Brexit from a Civilisational Perspective*, obtaining minor revisions. After having revised my work according to reviewers' suggestions and comments, I confirmed my thesis in mid-January 2025, and the evaluation committee is setting the defence for next March.
- **Jun 2024:** I presented my paper 'Britain & Denmark - A Qualitative and Cultural Observation of the Uncertainty Generated by the Transition to a New Monarch' at the Britain And The World (BATW) Conference 2024, organised by the University of Winchester and the Royal Historical Society. I profited from peers' suggestions and refined my presentation and public speaking skills.
- **Oct 2023:** I specialised in qualitative interviewing, acquiring solid competences about interviewing techniques and different types of interviewees at the Fall Methods Workshop of Interpretive Interviewing offered by the University of Aarhus (Denmark), and held by Prof. Lea Sgier. A particular attention was dedicated to political elites and elite interviewing, which I could exploit as principal methodology to gather fresh data for my doctoral work.
- **Feb-Jul 2023:** I obtained the position of Visiting Post-Graduate Researcher for six months at the Department of Politics of the University of Surrey (UK). Under the supervision of Prof. Simona Guerra, I conducted elite interviews with MPs, Peers and experts at local geopolitical think tanks. I gave my contribution and gained precious experience by teaching UK-EU relations, and the causes and consequences of Brexit to foundation year students.
- **Jan 2023:** Winter School 'European Studies' at Freie Universität Berlin (Germany). I had a closer look at how diplomacy and policy-making work, with visits on the field to the Czech Embassy, the European Parliament Office in Berlin, the Körber Foundation, the Bertelsmann Foundation, the German Parliament and the Konrad Adenauer Foundation.
- **Apr 2022:** I gained extensive knowledge about the challenges of globalisation and economic international relations through the Masterclass in International Business, Global Development and Geography of Innovation at the Henley Business School of Reading (UK).

Jun 2019 - Oct 2021

LC S.p.a., Isola del Piano (PU) Italy.

Junior Export Manager

I was selected for an internship in the export office of this big furniture producer, where I learnt how to manage the whole delivery process. I helped my tutor sales manager to carry out market research, customer care, and data storage. With her, I also went to two business trips to Croatia and France, and I was included in the salesteam that participated in the International Furniture Fair of Cologne (Germany). After a short period I was promoted Junior Export Manager and autonomously directed the operations on the British, Russian, Swiss and Greek markets...

Expertise

- Research
- Qualitative & elite interviews
- Presentations
- Intercultural negotiations
- Communication
- Time management
- Teaching
- MAXQDA
- Microsoft office
- Web of Science
- Academic writing

Languages

Reading - Listening - Writing - Speaking

Italian (Native)

English: C2 - C2 - C2 - C2

German: C2 - C1 - C1 - C1

French: C1 - B2 - B2 - B2

Russian: B1 - B1 - B1 - B1

Swedish: A2 - A1 - A1 - A1

...In 1.5 years I managed to increase the company's turnover by generating a sales revenue of € 1,650,000. I activated 5 new B2B customers, absorbed the effects of Brexit minimising issues for the company on the British market - where I ensured the continuation and enhancement of services - and started projects of expansion to the US, Australian and Hong Kong markets. Thanks to my proficient level of German, I also coordinated the relationship with the German subsidiary company located in Schieder-Schwalenberg, Nordrhein-Westfalen.

Jul - Sep 2018

Fiordilatte Food, Stockholm, Sweden.

General Assistant

I won an Erasmus+ Traineeship scholarship for two months and worked in a startup which imports typical Italian food to Stockholm, and which is now a consolidated reality in the Swedish capital. I had the privilege to work close to the CEO and owner Amilcare Astone, who trained me in all tasks: market research, market development, marketing management, customer care, customer relationship management, product storage, delivery and accountability. In this way I could have a 360° look at how a newly established company develops, but above all I understood the real essence of networking and learnt a lot in terms of soft skills I can apply in various different fields.

Mar 2018

United Nations Organisation, New York, USA.

Student Delegate

I was selected in the 2018 'Change the World - Model United Nations' project of diplomatic simulation at the UN General Assembly. After the online 'Global Affairs Course' and the 'Advanced Delegates Course', I participated in the simulation sessions where I teamed up with students from all the nations of the world to draft a resolution. I refined my skills of problem solving, creative management of conflicts, learning by doing and public speaking.

Aug - Sep 2017

Rhythmic Gymnastics World Championships, Pesaro, Italy.

Access Control

I worked as a volunteer in the 35th edition of the Rhythmic Gymnastics World Championships, where I carried out the activities of access control and linguistic mediation. I discovered the organisational procedures of a major international event, trained my interpersonal skills, and boosted my teamwork abilities.

I give consent to process my data with the purpose of the recruitment process, in accordance to the Regulation of the European Parliament 679/2016, regarding the protection of natural persons and free movement of such data.