

## PERSONAL INFORMATION

Emanuele Maggioli

## EDUCATION AND TRAINING

(day/month/year)

- 01/2020-01/2021: Online Master's in Global Marketing, Communication and Made In Italy. Online Master's organized by *Centro Studi Comunicare l'Impresa* and *Fondazione Italia-USA*. 300 hours online course about the following themes: Export Credit Risk management, International movement of goods, Marketing principles, International contracts, Internationalization and Marketing. Final project work about brand promotion on global markets.
- 01/10/2018-29/10/2020: Master's degree in Foreign Languages and Cross-cultural Studies: cross-cultural communication for business at *Università degli Studi di Urbino "Carlo Bo"*, Italy. Dissertation title: '*The Old Continent and the British Isles – History and problem analysis*'. Graduated with honour. Target languages: English and German; marketing and international communication, cross-cultural negotiations, cross-cultural relationships with Great Britain and Germany.
- 09/2015-11/02/2019: Bachelor's degree in Foreign languages and cultures: languages applied to economics at *Università degli Studi di Urbino "Carlo Bo"*, Italy. Dissertation title: '*Cross-cultural encounters in the past*'. Graduated with honour. Target languages: English, Russian and German; English and Russian culture, entrepreneurial analyses and management, business strategy, communication techniques (marketing, cross-cultural and corporate communication).
- 01/11/2018-05/11/2018: Cross-cultural exchange with the Pedagogical State University "Lev Tolstoj" of Tula, Russia: Student delegate of the University of Urbino in Russia as part of the exchange sponsored by the *Fondazione Claudi* of Macerata (Italy) among the University of Macerata, the University of Urbino and the University of Tula (Russia).
- 16/03/2018-18/03/2018: CWMUN 2018, New York, United States: Student delegate in the project "*Change the World Model United Nations*" organized by *Associazione Diplomatici* at the UN General Assembly in New York. Online course "*Global Affairs Course*" and "*Advanced Delegate Course*" with final international simulation event in the above-mentioned location. Development and strengthening of multiple skills: *problem solving, learning by doing e public speaking*.
- 09/2010-07/2015: Istituto d'Istruzione Superiore "Raffaello" – liceo linguistico, Urbino (Italy). High School diploma (achieved with honour). Target languages: English, German, French. Humanistic-literary subjects learnt in foreign languages.

## WORK EXPERIENCES

- 06/07/2020-present: Junior Area Manager at LC SpA. Autonomous management of a customer portfolio. Target markets: United Kingdom, Germany, Russia, Switzerland; management of the business relationships with some minor customers in Norway, Ukraine, Greece. Projects to study and implement: expansion to the US, Hong Kong, Australian markets. Analysis of the 'Brexit-effect'.
- 13/06/2019-06/07/2020: Traineeship aimed at hiring in the export department at LC SpA. LC Spa is a big furniture producer located in Isola del Piano (PU), Italy. Activities carried out in the

field: orders management and fulfillment, customer care, market research, customer relationship management, data storage, business trips to France and Croatia, participation in an international furniture fair (IMM Cologne, Germany). Under the supervision of a tutor sales manager; 1-year traineeship, 30 hours a week.

09/07/2018-10/09/2018: Erasmus+ Traineeship. 2-month traineeship at Fiordilatte Stockholm – Amilcare Astone AB, importer of Italian typical food located in Stockholm, Sweden. Activities carried out in the field: marketing management, market research and development, customer care and customer relationships, delivery, accountability, product storage.

30/08/2017-03/09/2017: Volunteer in Pesaro 2017 35th Rhythmic Gymnastics World Championships (Italy). Activities of access control and linguistic mediation, 8 hours a day. Reinforcement of interpersonal and teamwork skills, organisation and management of big international sport events.

01/08/2013-07/09/2013: Traineeship of 120 hours patronised by the municipality of Cagli (PU), Italy, at the tourist office *Associazione Turistica Pro Loco – Cagli* (Cagli – PU). Tasks: info point opening, touristic welcoming and touristic information.

18/06/2012-04/08/2012: Traineeship of 120 hours patronised by the municipality of Cagli (PU), Italy, at the travel agency *Agenzia NIKI VIAGGI* of Lepri Nicole (Cagli – PU). Tasks: customer service, photocopies, data gathering, files reordering, data storage

#### LANGUAGE SKILLS\*

Italian: mothertongue

	RECEIPTIVE SKILLS		PRODUCTIVE SKILLS	
	Reading	Listening	Writing	Speaking
English	C1	C1	C1	C1
French	B2	B2	B2	B2
German	C1	C1	C1	C1
Russian	B1	B1	B1	B1
Swedish	A1	A1	A1	A1

\*The levels are self-certified according to the categories defined by the CEFR. The levels of English, German and Russian skills are certified by the final language exams of the academic career at the *Università degli Studi di Urbino 'Carlo Bo'*; the level of French skills is certified by the official certification DELF B2 issued by the '*Ministère de l'éducation nationale, de l'enseignement supérieur et de la recherche*' of the French Republic.

01/07/2016-30/09/2016: Swedish online course

30/03/2014-05/04/2014: language study abroad of one week. Accommodation at local families' houses and attending of lessons at the German school for foreigners *Deutsch in Franken* of Würzburg, Germany.

25/06/2013-14/07/2013: awarded stay for Italian students of three weeks. Accommodation at local families' houses and attending of lessons at the high school *Friedrich-Koenig-Gymnasium* in Würzburg, Germany.

13/04/2013-20/04/2013: language study abroad of one week. Accommodation at local families' houses and attending of lessons at the high school *Ecole Supérieure de Français Langue Etrangère – Pierre Overall* in Le Cannet, France.

**COMPUTER AND DIGITAL SKILLS**

Independent user of windows, microsoft office and open office; good knowledge of the web, webmail and the social networks. Basic knowledge of the program for the creation of webpages and contents Kompozer.

**HOBBY AND OTHER ACTIVITIES**

Music: violinist and member since 2004 of the non-professional orchestra of the music school *Nova Civitas Cale*, to date part of the *Accademia di Belle Arti* of Ancona.

Baking: passionate about pastry making, chocolate pastries and leavened products.

Tennis: amatorial tennis player, member of the tennis club *Circolo Tennis Cagli* since 2016.

Teaching: passionate about foreign languages, I help young and adult students with private lessons of Italian, English, French, Russian and German.

**MISCELLANEOUS**

Driving licence B