



FILIPPO ZADRA

BUSINESS DEVELOPER

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Santa Sofia (FC), Italy

SKILLS

- Business Development – Project Management – Negotiation – Account management – Contract management – Consulting
- Strategic planning – Operational leadership – Financial management – Business administration – Employee management
- Fundraising – non profit – ONG management

NON PROFIT

Bebe Vio Academy

09/2021 – Current

support to coaches and athletes during trainings, fundraising, event planning

Project Passpartout

09/2017 – 09/2021

Project focused on job placement of refugees and immigrants in Italy
Management and fundraising activities

Pro Loco Santa Sofia

09/2006 – Current

Events, Music/Arts festivals organization
PM and fundraising activities, event planning and organization

LANGUAGES

Italian – Native
English – Fluent
Spanish – Fluent
French – Intermediate
Russian – Intermediate

CERTIFICATIONS

Project Manager Fellow 2016

KHC Know How Certification

UNICEF AMBASSADOR

achievement for sport merits

WORKING EXPERIENCE

Too Good To Go, Bologna

Business Developer Romagna 03/2023 – current

- Research the market to find interesting prospects, identify stakeholders/decision-makers and generate interest about Too Good To Go.
- Proactively call potential stores and build relationships finding access and onboard the right stores via email and phone and more often visits
- introduce new partners to the world of Too Good To Go, train them on how to use the app and advise them on finding the best possible solution for food waste, weekly and monthly targets and KPIs

Amaris Technologies, Roma-Bologna-Milano

Senior Manager

09/2017 – 02/2023

- Management of 38 people, 3 millions of turnover
- Deep knowledge of IT technologies and Engineering environment.
- Business Development e Account management:
 - Defined yearly business plans and account strategies
 - Organization and participation of prospection meetings with new customers, development of customer portfolio and relations.

Dorelan SpA, Forlì

Export Area manager global

02/2016 to 08/2017

Business Development in Europe, Balkans, Mediterranean, Middle East and South East Asia, lead to Opening of new DorelanBed and Dorelan stores in Germany Macedonia, Korea, and Switzerland.

EDUCATION

Master's Degree

09/2014 to 10/2016

MIEX International management at UNIBO, ICN, MGIMO

Triple degree held in:

UNIBO, Bologna: 1st level Master degree in Int. Management
MGIMO, Moscow: Master of science International Relations
ICN, Nancy: Master of Science in Int. Management

Bachelor's Degree

10/2010 to 03/2014

Business and Economics at UNIBO

Bologna, Italy

Erasmus+ at Universitat Rovira I Virgili

08/2013 to 03/2014

Tarragona, Spain

American High School Diploma

08/2008 to 06/2009

Jefferson Forest High School, Forest VA USA