**Valentina Bagnato**

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29.04.1985

**EDUCATION**

**2017  Certificate of Translator**

SSTI - School for Translators and Interpreters, Pescara (Italy)

**2010 – 2011** **Master Degree** **M.Sc. International Business (2:1)**

School of Business – Economics department, University of Dundee, Scotland (UK)

**2005 – 2009** **Bachelor Degree BA Communication and Society: Corporate Marketing and Communication (2:1)**

Università degli Studi di Milano, Italy

**January – June 2008** **Erasmus Exchange Programme**

Dep. Journalism and Mass Communication - University of Tampere, Finland

**1999 – 2004** **High School Diploma of Languages**

**WORK EXPERIENCE**

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**June 2016 - Actually Project Leader - Web/Promotion & Loyalty**

- In charge of promotion & loyalty projects development and management related to web incentive platforms

- Activity of translation from En>It>En

**December 2012 – April 2016 Export-Business Development/Media-Marketing-Communication**

Preo Srl, (Italy) – hot melt gluing equipments

 -Activity of sales, marketing, promotion and contents translation

-Creation of promotional material, emails communication, production of literature, presentations and other information material

- Web site content management and social media development

- Maintain and maximize business relationships and communication with our international customers and distributors

- Business Intelligence, qualitative and quantitative business and marketing analysis aim to:

- Identify and establish new contact for business acquisition, understand market trends to develop new business opportunities and improve company sales and strategies

- Managing marketing activities, promotional plans and definition of commercial activities to increase international business opportunity

-Customer support/ Follow up during business negotiation and post-sales assistance

-Develop and negotiate sales offers and commercial proposals and orders processing

- Collection of data to analyze sales trends

**Media/Marketing/Communication**

-Communication plans management and development

- Web site content management and social media development

-Development of the website and social media as marketing tool for the company

-Creation, organization, updating of contents also for the web site

-Monitoring through CEO techniques of company position

-Activity of sales, marketing, promotion and contents translation

-Creation of promotional material, emails communication, production of literature, presentations and other information material

-Translation

**June 2012 – August 2012** **Market Researcher**

Dapa A/S, Copenhagen (Denmark)

Responsible of the market research about with the aim to identify opportunities for sector development and the start-up of the Italian sales office. Preliminary study of the local market, prices, distribution methods, definition of target customers and competitors

**September 2011 – May 2012** **Commercial/Trade Department Trainee**

Consulate General of Denmark, Milano (Italy)

- Assist directly Danish companies entering the Italian market and facilitate contact with local firms
- Arrange b2b partnerships and meetings, also promoting and marketing products/services offered
- Conduct market survey, research and business analysis for Danish companies seeking to invest in Italy for a preliminary screening of the market and identification of possible target partners
- Prepare and update market sector reports, collecting primary and secondary data and writing related articles and presentations
- Involved in organization of business meetings, events and commercial exhibition on behalf of the Consulate and Danish companies
- Translation En/It/En of news and contents for both Danish companies and the consulate website

**June 2011 – August 2011** **Translator/Junior Market Analyst**

ChemOrbis Italy, Milano (Italy)

- Translation En/It/En of the website contents for the Italian

-Market Intelligence : collection of primary data to prepare analysis about price level, demand/supply, market trends and outlooks for the Italian market

**February 2010 – July 2010 Commercial Back Office**

**Farmaceutica Repubblica, Milano (Italy) – pharmaceutical distributor**

* Responsible for the order processing and fulfilment

**December 2008 – April 2009 Marketing Product Communication Trainee**

**NCH Italy, Cusago (Italy)**

- Restyle and creation of sales catalogues and brochures for the company aimed to highlight product main functions and features, technical characteristics, instructions and sectors of application adapting the content to the Italian market
- Responsible together with the Marketing Manager of the implementation plan

**LANGUAGE SKILLS**

English: Proficient user

French: Independent user

German, Greek: Basic user

**COMPUTER SKILLS**

* Competent with Microsoft Office suite (Word, Excel, Power Point), Windows 7 and previous editions, Outlook, Internet and Social Networks
* Ability to use SPSS statistical software and Eviews for business forecasting

**SOCIAL SKILLS**

* Intercultural skills: I am experienced at being involved within international environment
* Flexibility skills: I am able to adapt myself and my communication ability according to situations and people involved. Confident and determined

**ORGANIZATIONAL SKILLS**

* Ability to plan and organise my working time according to multiple tasks, objectives and deadlines both individually and as part of a team, with good analytical and problem solving attitude

**REFERENCES** available on request