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SIMONE DALLEDONNE
Innovation Management Engineer

ABOUT ME

Ambitious Innovation Management Engineer with extensive international experience and a proven track record in business development, product management, and technology integration. Open-minded and adaptable, skilled in leveraging AI, Blockchain, and VR to deliver innovative solutions. Excels in strategic stakeholder engagement, cross-cultural collaboration, to drive impactful results

SKILLS

MS Office
Google App
Matterport
Everpano
Jira
Miro
Notion
Google Analytics
Google Ads
Blockchain
Artificial Intelligence

CERTIFICATES

Introduction to Cyber security for Business
University of Colorado, Oct 2022

MasterZ
AIO Blockchain, Jan 2022 - Jun 2022

Advance Analytics
Google, Sep 2022

Masterclass Excel
Tutored, May 2021

IPMA Italy Introductory Level
Ipma Italy, Jun 2021

Element of AI
University of Helsinki, Sep 2020

Blockchain Innovation Manager
Udemy, Jul 2020

LANGUAGES

Italian | Native
English | Business Fluent
French Elementary

WORK EXPERIENCE

Business & Blockchain Consultant   Jan 2023 - Today
KNOBS srl - SME Software house for blockchain based solution   Milan, Italy
- Managed projects to embed blockchain-based solution for multinational companies in the automotive, luxury, and mobility sectors
- Delivered business and technological assessments and led cross-functional teams composed by 4-10 people, covering departments such as IT, HR, Legal, and Marketing
- Achieved a 90 % success rate in project delivery, respecting budgets and quality output
- Achieved a 300% increase in personal deal closures between 2023 and 2024 by acquiring new customers and expanding sales with existing ones
- Delivered business assessments that gained client approval for blockchain integrations, fostering innovation and enhancing competitive advantage in emerging technologies

Director, Hackathon Organizer, Tour Guide #49 and #52 SVST   Sep 2019 - Today
Silicon Valley Study Tour - No profit association   Verbania, Italy
- Led the organization of two hackathons with over 120 participants and 30 projects, securing sponsorships for more than 20.000 € for each event
- Directed the association's international expansion strategy, establishing partnerships globally and founding a new chapter as Singapore Study Tour
- Led Study Tours around Bay Area with more than 15 students from 3 different countries.

Business Analyst Mobile Strategy   Jun 2022 - Dec 2022
Deloitte Digital - Branch of Deloitte Consulting   Milan, Italy
- Led the launch of a redesigned mobile app for a global fashion retailer, managing a team of 14 professionals from Italy, Greece, and Romania to implement a new loyalty program, resulting in a 24% increase in customer retention
- Conducted a benchmark analysis of 15+ fashion mobile apps and metaverse, providing insights to drive competitive differentiation and user engagement

Co-founder & COO   Sep 2020- Sep 2021
Freesho - eRetail as a Service for Interactive Virtual Tour   Frosinone, Italy
- Co-founded and fundraised €20,000, successfully launching an MVP across 14 retail stores, driving early market validation and user adoption, with more than 1.000€ revenue in 2 weeks
- Streamlined operational workflows, enabling to launch our product in just 1 and a half months

EXTRA-WORK EXPERIENCE

Crew Captain and Board Advisor   Apr 2024 - Today
Midnight Runners   Milan, Italy
- Led weekly runs in Milan with over 150 participants from more than 15 nationalities, fostering community engagement and increasing event attendance by 30 % within 3 months
- Aligned local community initiatives with the global Midnight Runners strategy, enhancing consistency and strengthening the organization's mission across 18 different countries

Selected Student   Aug 2019
Silicon Valley Study Tour   Redwood City, California (USA)
- Selected as one of the 50 Italian students for participating to SVST
- Established public relationships with C-level executives, investors, and engineers in Bay Area

EDUCATION

Master Degree in Innovation Management Engineering   Mar 2020 - Mar 2022
Politecnico di Torino   Turin, Italy
Thesis: AI-Based Services to help high school seniors in their post-high school transition.

Visiting Research Student   Sep 2021 - Mar 2022
Tallinn University of Technology   Tallinn, Estonia
Won a scholarship among 40 Politecnico of Torino students, for writing master's thesis at TalTech

Bachelor Degree in Management Engineering   Oct 2016 - Mar 2020
Politecnico di Torino   Turin, Italy
Thesis: Blockchain in renewable energy sector and the emerging "Prosumer to Consumer" market.