

Andrea Sponga

Date of Birth: January 11th, 1998

LinkedIn: [linkedin.com/in/andrea-sponga/](https://www.linkedin.com/in/andrea-sponga/)

Email: andrea.sponga5@gmail.com

Phone: +39 349 23 25 148



PROFESSIONAL WORK EXPERIENCE

Digital Product Owner – Gi Group Holding (Milan, Italy)

Apr 22 – Present

Reporting to the Global Digital Manager, supporting global innovation strategy execution of Digital & Innovation dept:

- **Systems evolution** (CRM MS Dynamics): collecting needs from Business or Innovation; analyzing operational process impacts; approving technical analysis provided by IT department and/or suppliers; prioritizing and planning functionalities releases
- Acting as **PM** with Innovation, cross-functions and/or suppliers to plan, **coordinate and execute selected budget initiatives**: Marketing Automation, Opportunities to Order Management, Compliance to GDPR (e.g. Turkey integration with government portal)
- **Managing system rollout** (CRM MS Dynamics): configuration, data migration, training of Countries' operative teams (e.g.: on the field training in Turkey), post-training follow ups
- **Scouting digital products/SaaS vendors** in collaboration with Innovation (e.g.: Oracle, Adobe, AB Tasty)
- Selected for internal development plans (e.g.: Train the Trainer, Product Management)

Global Business Model Specialist – Gi Group Holding (Milan, Italy)

Mar 21 – Apr 22

Reporting to a Board member, worked at strategic level across 28 countries and cross-functions to evolve and match the Global Business Model of the Temporary and Permanent Practice to the local strategy:

- **Countries' processes implementation**: gap analysis & assessments, target and KPIs definition & monitoring (e.g. remote assessment of the Chinese delivered to local and global top management)
- Support on **global business model design** (e.g.: Sales Process definition, Client Journey) **and evolution** (e.g.: Marketing Automation, Digital Sales, International Mobility, Robotic Process Automation)
- Lead an **International Mobility market research**: set up methodology, insights collection and data analysis, coordinated activities of 3 intern from cross-functions of the organization; final output presented to CEO and Country Managers

EDUCATION

MSc in Management – Università Cattolica del Sacro Cuore (Milan, Italy)

Sep 19 – Jul 21

- 2-year Master's program entirely *taught in English*; specialization in Consulting; thesis on the Product Impact Transparency methodology (by Harvard Business School)
- Final Grade: 110/110 with honors (cum laude) | *Scholarship* holder | Degree award | Member of the Alumni Network
- Extensive **market analysis and internationalization proposal** personally delivered to AM Instruments senior management
- Extensive **strategic analysis and M&A proposal** to ERG Spa

BSc in Economics and Management – Università Cattolica del Sacro Cuore (Milan, Italy)

Sep 16 – Jul 19

- Final Grade: 110/110 with honors (cum laude)

High School Classic Diploma – Liceo Classico G. Da Vigo (Rapallo, Italy)

Sep 11 – Jul 16

VOLUNTEER PROJECTS & ACHIEVEMENTS

Head of Local Development – Yezers Local (Milan, Italy)

Dec 20 – Present

Founded and led a division that launches field projects with Public Administrations and Startup to promote a sustainable development and a concrete impact in Italy.

- Projected, coordinated and monitored the activities performed by 8 team members split in R&S, marketing and business development;
- Delivered **consulting projects to 5+ partners** (Vaia, Oreegano, ReCreo Network, Trentino 2030, Comuni Online)
- Installed an **innovative solution** to reuse efficiently volumes of disposable plastic in Zoagli (GE), **free of costs** for the Municipality
- Personally recruited more than 40 students and young professionals; managed the know-how of 30+ research teams

LANGUAGES, SKILLS & INTEREST

Italian: Native

English: Full professional proficiency (IELTS C1)

Spanish: Basic working proficiency (Dele B1)

Soft skills: teamwork & empathy, problem-solving, resourcefulness, curiosity, analytical mindset, willingness to learn

Interests: **personal growth & continuous learning**, innovation, sustainability, local communities, history, gym

Member of CSRnatives | Selected for ISPI G20 Global Ambassador (2021) and FT Talent Hack the Normal (2022)