

# Gianluca Altieri

Date of birth: 16/11/1975

Nationality: Italian

Current city: Milan – Italy

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## Summary

Strong background and over 15 years of experience in entrepreneurship and business development. Focus on start-ups, team enhancing and maximizing sustainable returns for stakeholders through empowered financial modelling and network expansion. Proposal of new solutions to business angels and venture capitalists leveraging on execution, hypothesis validation and team leadership.

## Professional Experiences

### Take Order – Milan, Italy

2024 – present

#### ERP Software - Founder and Software Engineer (front-end)

- Validating an innovative ERP solution tailored for small to medium-sized enterprises (SMEs)
- Creating an AI-powered order-taking assistant, aiming for the simplicity of Google Search
- Developing user-friendly UI/UX interfaces using Flutter and Dart for front-end improvements
- Networking to validate the concept, gather feedback, and attract funding

### Sadesign – Trento, Italy

2017 – present

#### Merchandising, custom promotional products – <https://www.sadesign.it>

#### Business Development and Innovation Advisor

- Enhancing team of 15 employees by encouraging hard and soft skills with specific learning paths
- Monitoring performance on 5Y ratio analysis, increased analytics usage by 100% with business intelligence dashboards
- Designed and executed “#Ecoworld” structure with focus on sustainability, forecasting 15% growth in revenue
- Performed significant turnover increase – over 30% p.a. (2021/2022/2023) – through new price policies and new strategies
- Optimized of sale and marketing tools by innovation of ERP, CRM, website and procedures
- Formulated company split into operational and holding company, performing balance breakdown and strategic division
- Led the transformation of the company into a benefit corporation
- Implemented ISO 14001/9001/EMAS management system, emphasizing sustainability
- Refactored the company ERP developing the front-end through project management and developing front end in Flutter/Dart

### CasaSynergy – Milan, Italy

2023 – 2024

#### Maximizing the value of real estate investments through upgrade renovation and tax optimization strategies

#### <https://www.casasynergy.com> - Founder

- Validated the business strategy by leveraging the formula "renovate without buying"
- Designed the core of the platform, built as an innovative project management system
- Launched "Vendere Casa Smart" to scout real estate opportunities
- Networking to validate the idea, retrieve feedback and collect funding

### GestExpress – Milan, Italy

2021 – 2024

#### Restaurant platform for workload management and customer sentiment enhancement – <https://www.gestexpress.com>

#### Founder

- Designed kitchen workload concept core to get “0% late delivery” policy leveraging visual planning and artificial intelligence
- Leading remote team of 4 talented people, enhancing engagement through matching role, interests and vision
- Created strategic and operations plan, built and installed MVP prototype setting price strategy to reach first 1K+ installation
- Networking to validate the idea, retrieve feedback and collect funding

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**Greencells Group – Saarbrücken, Germany** **2018 – 2019**

**Utility-scale solar projects – <https://www.greencells.com>**

**Business Development Director**

- Arranged investment vehicles in Italy for Solar-PV (Incorporated 4 SPVs)
- Monitored projects in pipeline in Italy and its data room (1GW Solar-PV)
- Constructed complex financial models to perform capital budgeting based on 6+ projects KPIs (IRR/DCF)
- Supervised 3 local developers with regular visits and due diligence activities
- Originated 10+ new initiatives for investments in renewables using networking relationship for a pipeline size of 1GW

**Minerva Group – Luxembourg** **2015 – 2018**

**Investment fund focused on renewable projects – <https://www.micapa.eu>**

**Business Development Manager**

- Led investment business development in Italy ensuring strong relationship with 2 local project developers
- Organized 2 investment funds and 1 management company in Germany, 1 investment holder in Luxembourg
- Incorporated 1 SPV in Italy (utility “Energia24”) through be appointed as Board of Director’s chairman
- Monitored financial performance and 15+ KPIs using business intelligence dashboards and structured financial model
- Issued financial products and managed bonds compliance’s contracts subscribed by customers (EUR 1.3M)
- Tracked projects in pipeline (4GW Solar-PV) building a proprietary monitoring solution

**Colzip – Verona, Italy** **2009 – 2016**

**Screenprinter – <https://www.colzip.com>**

**Founder – Turnaround Business Case**

- Organized spin-off and defined new market positioning involving 5 core customers in a strong service agreement
- Set up and incorporation of two business units, fostering standard prices and simplified order processing, training MD
- Secured fund winning 3 public grants and evaluated P&L managing critical cash-flow and cash forecasts
- Achieved significant turnover increase - over 15% p.a. (2010-2016) – boosting sales and strong collaborations

**Italpublic – Verona, Italy** **2006 – 2009**

**Screenprinter**

**Director – Digital Transformation Business Case**

- Conducted market research and analyzed business ecosystem, identifying new yearly demand available of 1M
- Swapped market position from industrial customers to high rotation merchandising market, resulting in 500K new orders
- Improved company business reduced gaps on response times, increasing order confirmation by 25+%
- Led digital transformation aligning company silos, introducing ERP system and customer centric approaches
- Reorganized business units of 30 people spin-offing promotional unit into a new lean company
- Leveraged companies value proposition with customers need achieving turnover increase - over 50% p.a. (2006-2008)

**CGA – Venice, Italy** **1999 – 2006**

**Tire distributor - cooperative society**

**Manager**

- Managed B2C sales and price modelling through aggregating 20 price lists in a unique tool reducing idle time by 25+%
- Opened 4 points of sale, coordinating activities of 8 people and results alignment with corporate strategies
- Conducted monthly financial position and fiscal accounting, executed yearly financial statement
- Investigated discrepancies and reconciling suppliers’ distributor agreement increasing in accuracy by 300%

**Pizza Express – Venice, Italy** **1992 – 1999**

**Home delivery pizzerias**

**Manager**

- Opened 3 points of sale, hired and supervised team of 40+ people keeping tasks progressing aligned to due time
- Ensured quality of service through real-time workload monitoring, reached less than 1% in delivery delays
- Implemented and developed order management software connecting POS, achieving average order-taking of 1 minute
- Balanced subsidiary record and researched for cash fraud by internal employees, bringing thefts to zero

## Education

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### Executive Master of Business Administration (MBA)

2019 – 2021

MIP Politecnico di Milano Business School

### Accounting Diploma

1989 – 1994

Institute of Commerce Venice (Italy)

## Languages

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Italian: Native

English: Fluent

German: Proficient

## IT Skills

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Excellent knowledge of Office Suite, Flutter/Dart

Good knowledge of Data analytics and data science, Business Intelligence, Software development, AI and machine learning, CRM (proprietary) and ERP (Passpartout, Agile)

Basilar knowledge of Lindo, Visual basic, Vue