

Luca Malaguti

Field Specialist

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Data di nascita: [REDACTED]
Nazionalità: Italiana
Link: Luca Malaguti



DESCRIZIONE

I am a dynamic person with experience in training, sales and business analysis who gives his best in team working. I define my problem solving in approach with LSD: Listening, Summarizing, Deepening.

ESPERIENZA

Milano, Italia
Settembre 2016 - Attuale

Field Specialist

Nespresso Nestlé Italiana Spa

- Implementing PoS business strategies, facilitating the relationship between PoS (e.g. Mediaworld, Euronics, Unieuro) and Nespresso;
- Increasing brand visibility, sell-in and sell-out;
- Allocating promoters according to PoS potentiality, promotional activities and machines stock;
- Monitoring Nespresso's competitors in terms of commercial strategies applied at retail level;
- Providing proper training to stores staff (employees and promoter);

London, United Kingdom
Agosto 2015 - Agosto 2016

Operations Specialist

Gourmio

Gourmio is a new London-based company that delivers to your door typical Italian ingredients to cook a recipe with

I was involved in the main off-line activities such as:

- Product development and marketing test
- Off-line sales and marketing
- Warehouse management and procurement

Wageningen, The Netherlands
Agosto 2014 - Agosto 2015

Professor Assistant

Wageningen University & Research

The research regards the evaluation of the most effective financial aspects that incentivize farmers to adopt strategies for improving food safety. It is a collaboration with Rikilt instute (Wageningen, NL).

Besides the research, I have been assisting the professors in teaching of the following courses: financial business management, corporate financial management and risk management. All courses are focused on the food supply chain.

ISTRUZIONE

Cremona, Italia
2011 - 2014

Double Master Degree

Università Cattolica Del Sacro Cuore

Double Degree with Wageningen University & Research in
Management, Economics and Consumer Studies

Bologna, Italia
2008 - 2011

Bachelor Degree **Alma Mater Studiorum Bologna**

Economia e marketing nel sistema agroindustriale

COMPETENZE

- To the point
- Problem solving
- Sales
- Feedback
- Active listening

LINGUE

Ingelse

Livello avanzato. TOEFL, master degree

SUCCESSI

Judo third dan athlete and trainer.