

Alessandro Guidi

Management Consulting Specialist | Data-Driven Decision Maker | Financial Optimization Expert
Phone: +39 3472911103 | **Email:** alexguidioff@gmail.com | **LinkedIn:** [alessandroguidi1](#) | **Address:** Pianezza (TO), Italy
Languages: Italian (Native) | English (C1) | French (B2) | Spanish (A2) | **MBTI:** ISTJ-INTJ

Professional Summary

Results-driven management consulting professional with expertise in strategic analysis, project execution, and financial optimization. Skilled in driving data-backed insights to enhance business efficiency, streamline operations, and support executive decision-making. Proven ability to collaborate with cross-functional teams, manage high-impact projects, and deliver actionable recommendations. Committed to delivering measurable results and supporting corporate strategy and transformation initiatives.

WORK EXPERIENCE

Consultant | Capgemini – Technology Consulting Firm | Milan, Italy Sep 2023 – Present

- Developed strategic frameworks for financial institutions, reducing operational costs by €2M and enhancing governance.
- Conducted market and financial analyses, optimizing risk assessment models and strengthening decision-making.
- Advised clients on business transformation initiatives, aligning corporate strategy with industry best practices.

Business Analyst | Facile.it | #1 Italian Online Broker | Milan, Italy May 2023 – Jul 2023

- Led performance analytics, driving a 30% increase in mortgage division market share and revenue growth.
- Identified operational inefficiencies, refining workflows and improving process efficiency by 15%.
- Conducted competitive research, optimizing pricing strategies and enhancing customer acquisition efforts.

Business Developer Intern | Yeap Srl | Consulting & Software Company | Milan, Italy May 2022 – Jul 2022

- Conducted industry benchmarking, redefining customer segmentation and increasing qualified leads by 35%.
- Assisted in commercial due diligence, evaluating business models and market positioning for investment opportunities.
- Supported strategic planning, aligning go-to-market initiatives with business objectives to maximize growth.

EDUCATION

Master in Management (2nd year) – GPA: 3.8/4.0 Sep 2022 – Sep 2026 | ESCP Business School | Turin, Italy | Berlin, Germany | Madrid, Spain

- Specialization in International Business Consulting, focusing on strategy, market analysis, and corporate transformation.

The Future of Financial Institutions Management | SDA Bocconi | Milan, Italy Sep 2023

- Explored financial markets, digital innovation, and strategic management trends shaping the banking sector.

Bachelor in Business & Management – Grade: 110/110 | Università degli Studi di Torino | Turin, Italy Sep 2019 – Sep 2022

- Gained expertise in finance, strategy, and organizational management, with a strong analytical foundation.

VOLUNTEERING EXPERIENCE

180 Degrees Consulting | Student Consulting Association

President June 2024 – Present

Spearhead strategic direction, managing consulting projects and fostering corporate and nonprofit partnerships to drive sustainable growth, enhance impact, and expand organizational reach.

Consulting Director Jun 2023 – May 2024

Oversaw project selection and team recruitment, providing guidance to project managers to ensure successful execution and alignment with client expectations, optimizing consulting outcomes.

Project Manager Jan 2023 – May 2023

Led **CiboCrudo's B2B expansion** across Europe, increasing revenue **30%** through strategic reseller partnerships in **five key markets**, strengthening competitive positioning and accelerating growth.

CORE SKILLS

MS Office (Word, Excel, PowerPoint, Project) | Python | SQL | Tableau | Power BI | Strategic Analysis | PMP Certification | Project Management | Financial Optimization | Growth Strategy | Market Analysis | Business Model Evaluation | Transformation Planning | Competitive Positioning | Decision-Making Support | Analytical Thinking | Communication Skills | Team Collaboration | Interpersonal Skills | Sustainability Integration | Data Synthesis | Intellectual Curiosity.