

## Curriculum Vitae

Name/Surname: ANNALISA ZANCHETTA  
Nationality: Italian  
Date of birth:  
Address:  
Mobile:  
E-mail:

### PROFESSIONAL EXPERIENCE:

- |                                   |   |
|-----------------------------------|---|
| <b>Currently</b>                  | <b>Evolution Project Manager South East Europe at Hilti Italia S.p.a   PMP®</b> <ul style="list-style-type: none"><li>- Drive implementation of Strategic Project (Evolution / Digital Transformation)</li><li>- Support Change Management of the organization (mainly at Executive level)</li><li>- Support Salesforce.com Adoption and Pipeline Management</li></ul>                                |
| <b>Jan 2020 – Jan 2023</b>        | <b>Area Sales Manager at Hilti Italia S.p.a</b> <ul style="list-style-type: none"><li>- Lead and develop a team of 8 Account Managers and a Consultant</li><li>- Drive the team to perform strategic initiatives such as solution selling / Opportunity Oriented Sales Approach</li><li>- Drive Double Digit Net Sales growth</li><li>- Steer and monitor Area P&amp;L and Performance KPIs</li></ul> |
| <b>June 2017 -Dec 2019</b>        | <b>ON!Track Product Manager Southern Europe at Hilti Italia S.p.a.</b> <ul style="list-style-type: none"><li>- Develop / Implement new services (eg. Customer Care Process)</li><li>- Improve SaaS Customer Experience</li><li>- Improve and ensure that services offered meet high quality standards</li></ul>   |
| <b>June 2016- June 2017</b>       | <b>ON!Track Product Specialist at Hilti Italia S.p.a.</b> <ul style="list-style-type: none"><li>- Business development and marketing activities</li><li>- Support the sales organization with the goal of improving the market reach</li><li>- Provide customer consultation, and training needed to maximize the efficiency of our service solution</li></ul>  |
| <b>April 2015- June 2016</b>      | <b>Account Manager. Graduate Program: Commercial Track at Hilti Italia S.p.a.</b> <ul style="list-style-type: none"><li>- Management of the assigned Customer Platform according to the strategy</li><li>- Technical consultancy regarding Hilti's product / services</li><li>- Development of innovative processes and projects</li></ul>  |
| <b>August 2014- February 2015</b> | <b>Human Resources Internship at Robert Bosch GmbH</b> <ul style="list-style-type: none"><li>- Implementation of new global HR tools / processes</li><li>- Activities on the topics Diversity and Leadership at Bosch / training &amp; events</li></ul>   |

## **EDUCATION:**

|                |  |
|----------------|--|
| March 2023     | Executive Master in Advanced Project Management for PMP – at Sole 24 Ore business School   |
| April 2015     | Master degree in International Business and Economics at Università di Pavia.<br>Final grade: 110/110 Cum Laude<br>Thesis: The Born Global firms and the factors affecting the internationalization speed, a theoretical and empirical analysis. |
| February 2014  | Erasmus Placement (six months) at Emrich Consulting in Stuttgart.  |
| September 2013 | Erasmus Exchange (six months) at University of Southern Denmark.   |
| October 2012   | Bachelor degree in Business administration at Università di Genova.<br>Final grade: 102/110<br>Thesis: The corporate social responsibility with a specific focus on banking industry   |
| July 2009      | Scientific diploma at Istituto G. CIAMPINI, Novi Ligure. Voto finale: 100/100  |

## **LANGUAGE SKILLS:**

|         |  |
|---------|--|
| Italian | Mothertongue   |
| English | Fluent   |
| German  | B1 and DTZ Certificate at Henke Schule, Stuttgart<br>C1 Niveau Certificate did deutsch Institute, Munich |

## **ADDITIONAL INFORMATION:**

|                  |  |
|------------------|--|
| PMP Certified    | Project Management Professional certified  |
| Computer skills  | ECDL (European Computer Driving License)<br>Good office knowledge (ppt, Excel, Word, Sharepoint)<br>Salesforce.com<br>Project Management tools: JIRA, Trello, Service Now, PowerBI |
| Mobility         | Available to travel in Italy/ Europe and Overseas  |
| Linkedin Profile | <a href="https://www.linkedin.com/in/annalisa-zanchetta-03824768/">https://www.linkedin.com/in/annalisa-zanchetta-03824768/</a>  |