

## PERSONAL INFORMATION



## Manuel Aimaro

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 Date of birth 04/05/1991 | Nationality Italian

## WORK EXPERIENCE

- From May 2022 **Digital e Open Innovation Specialist** at: **UnipolSai**, ([www.unipolsai.it](http://www.unipolsai.it)) - **Milan**, Italy  
Activities: Management of innovative projects across different units. Active innovative ecosystem monitoring  
Business or sector: Insurance, Open innovation, Insurtech, Fintech
- From October 2020 **Startup Mentor - Startup Expert** at: **Polihub**, ([www.polihub.it](http://www.polihub.it)) - **Milan**, Italy  
Activities: Startup Expert, certificated by 6 month training course at Polihub (Startup Accelerator & Innovation District of **Politecnico di Milano**).  
 Startup Mentor: support during all development stages, following the lean startup method  
 Industry of mentored startup: Fintech, Digital, Community  
Business or sector: Accelerator, Startup
- December 2019 - April 2022 **Innovation Consultant** at: **Simbiosity**, ([www.simbiosity.com](http://www.simbiosity.com)) - **Milan**, Italy  
Activities: Innovative startups scout and analyst. Strategic advisory to large corporate to innovate through startups. Qualitative and quantitative startup analysis. Industries analysis.  
 Main project industries: Fintech, Insurtech, Software, AI, AR, VR, Smart Mobility, Meteo  
Business or sector: Open innovation, Startup, Advisory
- January 2018 - November 2019 **Business Analyst** at: **Gas Plus SpA**, ([www.gasplus.it](http://www.gasplus.it)) - **Milan**, Italy.  
Activities: Economic and feasibility evaluation of Italian and international projects. Data and market analysis. Production volumes and sales analysis. Business development of international projects. Day-to-day liaising with internal (GM, legal and performance audit) and external (consultant) people. General Manager support.  
Business or sector: Oil & Gas
- March 2017 - July 2017 **Marketing Analyst** at: **Stacycity Aparthotels**, ([www.stacycity.com](http://www.stacycity.com)) - **Dublin**, Ireland.  
Activities: Data and market analysis. Web Sales, Paid and Non Paid Advertising reports using Google Analytics. Customers analysis. Working closely with PPC Expert using Google AdWords and Excel. Support to SEO specialist.  
Business or sector: Hospitality, Accommodation
- October 2015 - April 2016 **M&A Financial Analyst** at: Arietti M&A International, now **Oaklins Arietti** ([www.oaklins.com](http://www.oaklins.com)) - **Turin**, Italy.  
Activities: Research and analysis of companies, potential buyers or potential targets, for the international network. Editing of companies' profiles, analysis of companies, preparation of teasers and support in the development of information memoradums, cooperation in all stages on merger and acquisition projects and fundraising.  
Business or sector: Mergers and Acquisitions, Financial Services

## EDUCATION

- 2022 - 2025 **Phd (Dottorato) in Business and Management - Sustainability & Circular Economy**  
 School of Management and Economics, University of Turin, Turin (Italy)
- 2014 - 2016 **Master's degree in Corporate Finance and Financial Markets**  
 School of Management and Economics, University of Turin, Turin (Italy)  
 Final grade: 106/110
- 2010 - 2014 **Beachelor's degree in Bank, Stock Exchange and Insurance.**  
 School of Management and Economics, University of Turin, Turin (Italy)
- 2005 - 2010 Scientific High School, National IT Plan (PNI)  
 Liceo Scientifico A. Avogadro, Biella (Italy)

## PERSONAL SKILLS

Languages English: Fluent Italian: Native

- Work related Skills
- High skills in the use and construction of financial models in EXCEL
  - Excellent knowledge of Microsoft Office tools (Word, Excel and PowerPoint)
  - Excellent knowledge of the platforms Aida Bureau van Dijk and Standard & Poor's Capital IQ
  - Good Knowledge of Google Analytics and Google AdWords
- Personal Skills
- Excellent Organising, planning, scheduling and time management skills
  - Good ability to work in a team as well as autonomously
  - Excellent communication and contact skills
  - Good problem solving and analytical skills
  - Determination and persistence
  - Punctuality and precision
  - Good leadership skills