

Magali PINO

Second year Ph.D. Student

FRENCH

Born in 1992

After studying Management and International Business Strategy, I have been working for a few years, mainly as a product and project manager. I was in charge of projects focused on organisational transformation, IT department performances' improvement and digitalisation. These experiences, strongly contributed to develop my aptitude in ICT and management issues. It allowed me to develop my analytical skills to better understand the global picture and think out of the box. Team player, most of my colleagues define me as organised, proactive, perseverant, keen on discovering new topics and enthusiastic. I am now pursuing doctoral studies in Business and Management at the University of Torino in Italy and the University Jean-Moulin Lyon III in France.

EDUCATION (EDUCATED IN FRANCE, THE UK AND ITALY)

Since 11.2022 **Business and Management PhD student**

Joint supervision - Università degli studi di Torino, Torino, Italy / Université Jean-Moulin Lyon 3, Lyon, France

Thesis (in progress): SMEs internationalisation strategies in the Industry 4.0 context: what about clusters?

Doctoral programme: Introduction to Research Methods, Core Management Theories, Qualitative & Quantitative Methods, Paper Positioning and Literature contribution, Develop hypothesis and research questions, Ethics in research.

04.2021 **ITIL® Foundation Certificate in IT Service Management**

2012 - 2017 **Masters in Management with a specialisation in 'International Business Strategy' – with honours**

Dual Award University of Greenwich, London, United-kingdom / ESCM Grande École (now merged and part of Excelia Group), Poitiers, France

Dissertation: The Importance of Clusters in the Internationalisation of SMEs (written and defended in English)

Main modules: Research Methodology, Managing with Data in International Firms, Managing Strategic Information and Decision Systems, Innovation and Entrepreneurship, Corporate Clusters and Knowledge

Other noteworthy activities:

- 2015 – 2016: class delegate
- 2014: international exchange student at Northumbria University, Newcastle, United-Kingdom (1 semester)
- Vice-president partnerships of the school aid organisation

2010 - 2012 **Two years degree in Management and Business Administration**

Université Lyon III, Lyon, France

Main modules: Marketing, Accounting, Law, Human Resources, Management

Other noteworthy activities: President of the student union "IUT Lyon III" (800 students)

2010 **Scientific high school diploma - with honours**

Lycée Immaculée Conception, Villeurbanne, France

PROFESSIONAL EXPERIENCES

Since 11.2022 **PhD student**

Università degli Studi di Torino, Turin, Italie / Université Jean-Moulin Lyon III, Lyon, France

This experience includes a wide variety of tasks such as:

- Preparing and teaching workshops and invigilating exams:
 - International business: 6 hours
 - Marketing: 45hours
- Conducting research and writing scientific articles
- Reviewing scientific manuscripts for peer-review journals and international conferences

From 11.2021 Digital Project Manager**to 10.2022** April Santé Prévoyance (ASP), Lyon, France

Responsible of all the digital projects on the behalf of the customer experience team, I contributed to the construction of the digital roadmap and the completion of the tasks that come out of it.

From 10.2019 PMO and Change Manager Consultant**to 11.2021** Altran consultant advising Enedis, Lyon, France

After a few months I was seconded to the IT Operations Department's assistant director to be involved in the establishment of the roadmap by 2023 and the adoption of SRE¹ practices. This roadmap included over eighty initiatives and covered both technical areas and organisational issues.

From 05.2017 Product Owner – European Market**to 10.2019** Johnson Controls Hitachi Air Conditioning (JCH), Saint-Priest, France

As part of the product development team and after winning the Shark Tank's internal competition (500K€), I participated in the digitalisation of the company offer from devising new products to accompanying partners in the deployment of new processes. My main project was designing and managing a remote maintenance platform for residential heat pumps.

Award: Certificate of Recognition for significant contributions to the JCH Western Europe Project recognised as the best innovative project on FY2018 in the JCH CEO awards.

Between 2012 Two years of project management and marketing internships**and 2016** Among them:**Project coordinator** for 6 months at Université de Lyon, France

As an intern at the doctoral programme's department, I was in charge of organising and documented two days of workshops and conferences for Ph.D. students' employment in the private sector.

The success of these events has led to a week at Università di Torino to share competencies.

Marketing Assistant for 6 months at Groupe Casino, Saint-Etienne, France

As an intern at the international business partnerships' department, I developed turnkey offers for partners and clients worldwide. In order to do so, I collected market data (benchmarking) and analysed sales to specify potential opportunities.

ACADEMIC EVENTS

As a speaker

- "Entrepreneurship 360°: Driving Sustainable Change", III International Conference on Entrepreneurial Motivation 2023, University of Valencia, 23-24.10.2023
- 'How to craft an IB paper', European International Business Academy, GRM-lab, IAE Nice, Université Côte d'Azur, France, 13.10. 2023
- "9th Enteryng workshop", ENTreprenEurship Research workshop for YouNG scholars, University of Bergamo, May 25-26.05.2023

As a participant

- "Digitalization Globalization Research Summit", Academy of International Business, conference, Online, 21 February 2024
- "Reviewing IB Conference Submissions and Journal Articles", Academy of International Business Journals webinar, Online, 24 January 2024
- "Technology and AI in IB Teaching", European International Business Academy, webinar, Online, 22.09.2023
- "International Perspectives on Digital Platforms & Ecosystems", International Marketing Review, webinar, Online, 20 April 2023
- "How do digital technologies impact the models and processes of international business?", Academy of International Business Journals webinar, Online, 21 March 2023
- "Società, cibo e cultura: gli ecosistemi al servizio di un futuro sostenibile", Festival of Management, Torino, 03 February 2023

¹ Site Reliability Engineering, is a software engineering approach applied to IT operations. Invented by Google, it aims to build more scalable and reliable information systems. This discipline offers a wide range of tools such as: system observability, error budget or automation.

- “International Business Teaching Innovations: Lessons from Outstanding Educators”, Academy of International Business Journals webinar, Online, 30 January 2023
- Young IB Scholars Workshop, International Business Review in association with European International Business Academy, Online, 13 January 2023
- “Digital technology and international entry modes: New trends, databases and research areas”, Academy of Management, Online, 31 May 2022

ACADEMIC PUBLICATIONS

Articles in writing

Pino, M., Bargonia, A., Ferraris, A., & Hussler, C. “Unpacking the role of clusters and digitalisation in SMEs internationalisation”. Submitted on May 17th 2024 to European Management Review (ABS ranking 3)

Pino, M. “The internationalization of SMEs through clusters in the 21st century: a bibliometric analysis and future research pathways”. Submitted on May 27th 2024 to Global Business Review (ABS ranking 1)

Conference proceedings

Pino, M., Esposito, G., & Bo, S. (2023). Feeling ready? The interplay between digital readiness and sustainable growth in the food industry. Dans Entrepreneurship 360°: Driving Sustainable Change (3e éd.). RESOCEM · Research Society on Entrepreneurial Motivation. <https://www.resocem.com/icem-conference/>

ADDITIONAL INFORMATION

Language

French (native)



English (TOEIC 980/990 – 03.2016)



Italian (B2)



IT skills (I adapt easily to new software)

Pack office (Word, PowerPoint, Excel)



SharePoint, Joomla, Prismic



JIRA; Confluence; Trello



LimeSurvey



Photoshop / Illustrator

