

STEFANO MARIA MAIOCCHI

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EDUCATION

Sept 2015 – Oct 2017



Politecnico di Milano

MSc degree in Management Engineering

Language of studies: English

Main courses: Digital Technology, Digital Business Innovation, Operations Management, Industrial Technologies, Entrepreneurial Finance, Corporate Finance, Financial Econometrics

Final grade: 108/110

Extra CFU obtained in order to deepen my Digital and IT competences

Sept 2012 – Sept 2015

Politecnico di Milano

Bachelor Degree in Management Engineering

Main courses: Information Systems, Computer Science A, Probability and Statistics, Logistics Management, Business Management, Industrial Plant Management, Mathematical Analysis I and II, Experimental Physics

Sept 2007 – July 2012

Liceo Scientifico B. Pascal, Busto Arsizio (VA), Italy

PROFESSIONAL EXPERIENCES

Jun 2019 – today



Comifar [Milano, Italy]

Assisting the Logistics department of Comifar, a leading pharmaceutical trading company, in discovering and implementing operational, digital and technical solutions to speed up and improve the quality of the processes. It is a very dynamic role that is improving my perseverance and determination, necessary to lead good ideas into concrete solutions.

May 2018 – today



Jumia Group

- January 2019 – today [Milano, Italy]
Salesforce Consultant: users training; custom Applications; Automation; Process and Flow builder; Reports and Dashboards; Chat channel (set up on Salesforce platform and integration with our Websites); Integration with external software (e.g. XCally, Gmail...)
- May 2018 – December 2018 [Nairobi, Kenya]
As a *Strategy and Global Operations Analyst*, I ran high impact projects across different divisions of Jumia, the African leader system of online marketplace: Coordinate operations across nine different African countries; Support Key Account Managers with guidelines and feedbacks; Create, organize and coordinate new groups of agents; Shifts scheduling; Develop a KPI structure for performance monitoring and improvement.

Dec 2017 – May 2018



Alten Spa [Milano, Italy]

Six months internship spent in large teams of PMOs, testers and technical developers. It has been a very useful experience to improve my teamwork skills: soft communication, feedback provisions, coordination and organization are fundamental abilities for a successful teamwork.

IT SKILLS

Software

- **Statistical and Financial analysis:** Gretl (intermediate); RStudio (beginner); Bloomberg (beginner)
- **DBMS:** Microsoft SQL Server (intermediate); MySQL (intermediate)
- **CRM:** Salesforce (advanced)
- **ERP:** SAP (beginner)
- **CMS:** WordPress (beginner)
- **Testing:** ALM (intermediate); Silk (intermediate)



Microsoft Office (advanced): Excel, Word, Power Point, Access

G Suite (advanced): Google Sheets, Google Docs, Google Slides, Google Forms



Languages and Frameworks:

- **Web design:** HTML5; CSS
- **Web development | client side:** JavaScript
- **Web development | server side:** PHP; Node.js
- **Database management:** SQL
- **Data interchange formats:** XML; JSON
- **Data analysis:** VBA

LANGUAGES

Italian: mother tongue

English: B2 (TOEIC, score 745)

Spanish: beginner



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