

CURRICULUM VITAE

Nicola Davanzo



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- 👤 Date of birth: Aug 1st, 1985 | Nationality: Italian

SUMMARY

Currently developing Copernico (*leading Italian company for the property management*) by generating value through synergies & partnerships. Shareholder of the holding company Numa Italia; previously, I was co-founder and CEO of Bluewago, a startup company specialized in online boat vacation creation, backed by Unicredit, acquired by a private company and valued at € 2 million. Before founding Bluewago, I developed a sound background in sales and marketing.

Specialities: business development, marketing strategy, b2b sales, building relationships.
Worked extensively in business development, sales and project and product management.

EDUCATION

- 2015-2016 **Master's Degree** | MBA in Economics and Tourism
Milan, Italy Università Commerciale 'Luigi Bocconi'
 - Vote: 110/110 (graduated summa cum laude)
- 2012-2014 **Bachelor's Degree** | Economics and Business Sciences
Rome, Italy Università degli Studi 'Guglielmo Marconi'
 - Vote: 102/110
- 1999-2004 **High School**
Trieste, Italy Liceo Scientifico "Guglielmo Oberdan"
 - Vote: 74/100

MAIN WORK EXPERIENCE

COPERNICO Business Development

- Milan, Italy *Leading Italian company for the property management of offices, a new concept of working dimension and combines work spaces with social areas:*
2017-present
 - Increasing sales and business opportunities through various unconventional and/or usual market routes for Copernico and the >500 Companies being part of its community.

NUMA ITALIA Shareholder

- Trieste, Italy *Holding Corp. with investments in different businesses and innovative startups and SME*
2015-present
 - Handling deal-flow and attending meetings with entrepreneurs and co-investors to identify and evaluate potential investment opportunities.

BLUEWAGO.COM Founder & CEO

- Trieste, Italy *Innovative travel portal specialized in yachting holidays. Backed by Unicredit Bank, in 2015 it was acquired by Venetwork Spa and valued at ~€ 2 million.*
2013-2016
 - Strategic direction of the business, responsible for all aspects of sales and marketing, planning & forecasting, staff training and leadership, revenue and profit growth, business development.

PRADA GROUP Marketing & Communication - Luna Rossa

- San Francisco, USA
Milan, Italy
2010-2012
- Coordinating and measuring marketing and adv campaigns, developing a communication strategy, press conferences, web site management, new media and social networking. International Relations: EMEA, USA, Asia, Oceania.

MASCALZONE LATINO Marketing & Communication

CAPITALIA TEAM

Valencia, Spain

2007-2009

Italian sailboat racing syndicate first created to compete for the 2003 America's Cup.

- Communication and PR during the 32nd America's Cup and other international sailing circuit sponsored by Rolex, Audi, Volvo, Louis Vuitton.

NUMA Founder & Business Development

Trieste, Italy *Marketing & Communication Agency*

2003-2006

- Develop and lead project plans for all incoming contracts; planning and management of Marketing campaigns;

LENGUAGES

Italian: Mother tongue

English: Proficient user

Spanish: Independent user

DIGITAL SKILLS

Google G-Suite, Microsoft Software packages (Excel proficient user), Adobe CS5, Mac OS, Windows, , HTML, SEO, SEM, Analytics, Mailchimp, Social ADV, Wordpress CMS, Hubspot, CRM.

MEMBERSHIPS

Ordine Nazionale dei Giornalisti (n° 122891): 'giornalista pubblicista' (*freelance journalist*)

Italian Sailing Federation: member, sailing instructor