

## Curriculum Vitae

### PERSONAL INFORMATION

Name **Perrotta Fabio**  
Address  
Telephone  
E-mail  
Nationality  
Date of Birth  
Gender



### WORK EXPERIENCE

Dates 03/2014 - ongoing  
Occupation or position held **Corporate Consultant at Invest in Lombardy**  
the Investment Promotion Agency of Lombardy,  
*promoted by Promos, Regione Lombardia and Unioncamere Lombardia*  
Main activities Specialized and technical assistance to the FDI investment in Lombardy. Corporate assistance to the foreign companies. Management of Merger & Acquisition process. Greenfield and Brownfield investments management. Active support to the foreign investors and foreign companies during the business set-up and during the business activities, Elaborating business development strategies, business intelligence analysis, Scouting for potential foreign Investments and investors in Lombardy/Italy, Managing and developing business relations with private investors and international companies from Europe, China, Japan, South Korea, ASEAN, India, and Russia  
Name and address of the employer PROMOS  
Via Meravigli, 7 - 20123 Milan, Italy  
Type of business or sector International trade and international investments  
Dates 06/2013 - 12/2013  
Occupation or position held **Commercial Finance Analyst at General Electric Power & Water**  
Main activities Commercial finance analyst for the "African team": portfolio management, offers and orders in all Africa, commercial, risk assessment, management of bank guarantees, contracts and letters of credit  
Name and address of the employer General Electric (GE) Power & Water  
Milan Office, Via Roberto Lepetit 8 - 10; 20124, Italy  
Type of business or sector Industrial - energy  
Dates 11/2012 - 05/2013  
Occupation or position held **Intern: CESI - Engineering & Environment, Contracts and Proposals area**  
Main activities Economic management, analysis and management of the backlog  
Name and address of the employer CESI SpA  
Via Rubattino 54, I-20134 Milano (Italy)  
Type of business or sector Industrial - energy  
Dates 06/2009 - 09/2009  
Main activities Work period in foreign country during university years  
Name and address of the employer Willy Wallace Hostel : 77 Murray Place, FK8 1AU Stirling (Scotland, UK)

### EDUCATION AND TRAINING

Dates 07/2014-11/2014  
Additional specializations **Executive courses at New International Business Institute**  
Principal subjects - Merger & Acquisition; - Lead generation e lead nurturing; - Italian tax system  
Name and type of organisation **Nuovo Istituto di Business Internazionale (NIBI): Via Santa Marta 18 - 20123 Milano (Italy)**

Dates 02/03/2013 – 30/09/2013  
 Additional specializations Single courses of: "Corporate Finance" and "Investment Strategies" of master's degree in Economics and Finance of Bicocca University, Milan  
 Principal subjects Corporate finance, mergers and acquisitions, statistics, company strategy, portfolio management and financial theory  
 Name and type of organisation Università degli studi di Milano-Bicocca: Piazza della Scienza, 3. 20126 Milano (Italy)

Dates 30/10/2010 - 15/10/2012  
 Title of qualification awarded **Master's degree in International economics, politics and Institution (Dottore in Economia, Politica e Istituzioni Internazionali)**  
 Graduation mark Languages - Graduation grade: **110 cum laude**  
*Dissertation on natural resources management in the International Economics and in the international relations.*  
 Name and type of organisation Università di Pavia: Strada Nuova, 65, Pavia (Italy)  
 Level in national or international classification Laurea Magistrale / Master degree

Dates 08/2011 – 02/2012  
 Title **Erasmus exchange** (all exams passed with honours)  
 Name and type of organisation University of Copenhagen: Øster Farimagsgade 5, 1353 Copenhagen (Danimarca)

Dates 09/2007 - 12/2010  
 Title of qualification awarded **Bachelor of Political Science (Dottore in scienze politiche)**  
 Graduation mark Graduation grade: **110 cum laude**  
*Dissertation on the corporate organization management*  
 Name and type of organisation Università degli studi di Milano: Via Conservatorio 7, 20122 Milano (Italy)  
 Level in national or international classification Laurea triennale/Bachelor degree

Dates 09/2002 - 07/2007  
 Title of qualification awarded **Diploma di Liceo Scientifico/High school diploma**  
 Name and type of organisation Liceo scientifico Luigi Cremona: Viale Marche 73, 20159 Milano (Italy)

**Mother tongue(s)** Italian

**Other language(s)**

Self-assessment

European level (*)	Understanding		Speaking		Writing	
	Listening	Reading	Spoken interaction	Spoken production	Writing	
<b>English</b>	C1 Proficient user	C1 Proficient user	C1 Proficient user	C1 Proficient user	C1 Proficient user	C1 Proficient user
<b>Spanish</b>	B1 Independent user	B1 Independent user	A2 Basic user	A2 Basic user	A2 Basic user	A2 Basic user

(\*) Common European Framework of Reference (CEF) level

**Social skills and competences** -Great ability to work in team and mediation skills, obtained during university years and during work experiences.  
 -Good ability to adapt to multicultural environments, achieved through my work experience and study in foreign country  
 -Excellent dialogue and interaction ability

**Organisational skills and competences** -Good coordinating of the team work;  
 -Leadership (captain of the basketball team)

**Technical skills and competences** -Good knowledge and use of software for data analysis and statistics: SPSS, Stata, R (obtained during university years), IBS, BDRT and Oracle Hyperion (obtained during job experience), Nexus, program for management the contracts and commercial offers;  
 -Excellent knowledge and use of Microsoft Office, especially Word, Power Point and excellent knowledge of Excel;  
 -Excellent knowledge and use of the Internet, e-mail and CRM program.

**Other skills and competences** -Sports, in particular basketball;  
 -Travel and great interest for different cultures

Driving licence

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I authorize the processing of my personal data (art. 13 del D. Lgs. 196/2003)