

## PERSONAL INFORMATION

## Claudio Losi



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💬 Skype claudio-losi

Sex M | Date of birth 05/07/1989 | Nationality Italian | Passport N° YA1609523

## WORK EXPERIENCE

September 2017 -

**Export Sales Junior Manager**

**Clavistec Srl – Via F. Santi 3, Parma, Italy**

Export manager responsible for sales on the international market of technologically advanced solutions for product inspection and quality control: checkweighers, metal detectors, X-Ray systems for food & beverage, pharma and cosmetic industries.

Main duties:

- Foreign markets analyses and development of business opportunities
- Contact and follow-up with distributors, clients and prospects
- Data collection and management
- International sales management
- Participation in international events and exhibitions to represent the company

June 2015 - December 2016

**English teaching fellow and job interviewer**

**Heart for Change Foundation – Carrera 71d # 124-61, Bogotá, Colombia**

Volunteer English teacher at Batallón de Sanidad Soldado José Maria Hernandez, Bogotá (previously at Escuela Normal Superior del Distrito, Barranquilla), in the Colombia Bilingüe Program.

Interviewer of potential candidates on behalf of the Heart for Change Foundation Colombia.

Freelance job interviewer for the Colombian Ministry of Education involved in hiring for top Ministerial posts.

October 2014 - March 2015

**Administrative assistant - internship**

**ALTIS, Postgraduate School Business & Society – Via San Vittore 18, Milan, Italy**

- Coordination of institutional relations with international organizations
- Market research and competitor analysis
- Business plan drafting for Italian start-up companies
- Support for the organization of the Global Social Venture Competition

EDUCATION

September 2012 - April 2015

**Master's Degree in International Business and Law**

**Università degli Studi di Modena e Reggio Emilia, Italy**

Graduated with top marks [First cum laude]

Master's thesis: "*The experience of Latin America in the WTO Dispute Settlement System*"

September 2008 - July 2012

**Bachelor's Degree in Economics for Development and International Cooperation**

**Università degli Studi di Parma, Italy**

September 2003 - July 2008

**Diploma from Scientific High School**

**Liceo Scientifico T. Parentucelli, Sarzana (SP), Italy**

Graduated with top marks

EXPERIENCES ABROAD

**2006**

Student Exchange Program  
Newton Moore High School  
Bunbury, Australia



**2015/2016**

English Teaching Fellow  
Heart for Change Foundation  
Bogotá, Colombia



**2014**

Erasmus Program  
Degree in International Business  
Universitat de València, Spain



PERSONAL SKILLS

Mother tongue Italian

Other Languages

	COMPREHENSION		SPEAKING		WRITING
	Listening	Reading	Interaction	Oral Production	
English	C1	C1	C1	C1	C1
TOEFL C1					
Spanish	C1	C1	C1	C1	C1

Levels: A1/2 Basic - B1/2 Intermediate - C1/2 Advanced  
European Framework for Language Assessment

**IT Skills** Advanced knowledge of Microsoft Office (Excel, Word, PowerPoint, Access).  
Good knowledge of SQL language, SPSS Statistics software, Teamleader CRM software, MailChimp marketing automation software, Google AdWords.

#### ADDITIONAL COURSES

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*Data, Models and Decisions in Business Analytics*, Columbia University

*Master Control in Supply Chain Management and Logistics*, Chalmers University of Technology

*Customer Relationship Management*, Indian Institute of Management, Bangalore (IIMB)

*New Trends in Trade Agreements in Latin America and the Caribbean*, Inter-American Development Bank

*Excel 2: Gestión de datos*, Universitat Politècnica de València

#### FURTHER INFORMATION

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**Projects** During the Erasmus Program at the University of Valencia in Spain, I took part in the *X-Culture Project*, consisting in the elaboration of a business plan for the expansion of the *Think Tank Tactics LLC* on the international market, collaborating with a virtual team of students from other universities over the world. It was chosen among the best twelve projects out of a total of over 400 participants.

**Driving license** B

**Personal Data authorization** I authorize the holding of my personal data according to Law n° 196 dated 30th June 2003 pertaining to the Code relating to the Protection of Personal data.