



Ministero della Giustizia

Sistema Informativo del Casellario Certificato del Casellario Giudiziale (ART. 24 D.P.R. 14/11/2002 N.313)

CERTIFICATO NUMERO: 39314/2024/R

Al nome di:

Cognome **RINALDO**
Nome **CECILIA**
Data di nascita **26/12/1998**
Luogo di Nascita **MONZA (MB) - ITALIA**
Sesso **F**

sulla richiesta di: **INTERESSATO**
per uso: **RIDUZIONE DELLA META' DELL'IMPOSTA DI BOLLO E DIRITTI: PER ESSERE ESIBITO IN OCCASIONE DI CANDIDATURA ELETTORALE (ART. 1 COMMA 14 LEGGE 3/2019)**

Si attesta che nella Banca dati del Casellario giudiziale risulta:

NULLA

ESTRATTO DA: CASELLARIO GIUDIZIALE - PROCURA DELLA REPUBBLICA PRESSO IL TRIBUNALE DI TORINO

TORINO, 07/05/2024 11:11



RESPONSABILE DEL SERVIZIO CERTIFICATIVO

Il Funzionario Giudiziario
Paola Calderan

Il presente certificato non può essere prodotto agli organi della pubblica amministrazione o ai privati gestori di pubblici servizi della Repubblica Italiana (art. 40 D.P.R. 28 dicembre 2000, n. 445), fatta salva l'ipotesi in cui sia prodotto nei procedimenti disciplinati dalle norme sull'immigrazione (d.lgs. 25 luglio 1998, n. 286). Il certificato è valido se presentato alle autorità amministrative straniere.



**** AVVERTENZA ****

Certificato del casellario giudiziale - (ART. 24 D.P.R. 14/11/2002 N.313) - al nome di:

Cognome	Nome	Luogo di Nascita	Data di nascita	Sesso	Paternità	Codice Fiscale
RINALDO	CECILIA	MONZA	26/12/1998	F		

Si attesta che nella Banca dati del Casellario Europeo NULLA risulta.



Il Funzionario Giudiziario
Paola Calderan



CECILIA RINALDO

SALES AND MARKETING COMMUNICATION SPECIALIST/PROJECT MANAGER



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Corso Marconi 9, 10125, Torino (TO), Italy

PROFILE

I'm deeply convinced of art's transformative power. My aim in life is to make art accessible to everyone, exploring the freshest and most innovative practices in the art world. I'm determined to leverage my passion for art, music, photography and cinema to effect positive change and enhance accessibility to artistic practices for both artists and spectators.

EXPERIENCE

PROJECT MANAGER COMMUNICATION AND BUSINESS DEVELOPMENT

GRANSTUDIO | July 2023

As a professional specializing in Marketing, Communication, and Business Development, my role encompasses the formulation of strategic communication and marketing activities to enhance the company's visibility, find new business opportunities and strategies for internationalisation. From a strategic perspective, I am Project Manager of external communication activities, overseeing all essential tasks and people involved, assess results and allocating budget for marketing and communication activities. I also actively engage in negotiations and defining commercial agreements, skillfully crafting commercial offers and contracts.

MARKETING & FUNDRAISING - VOLUNTEER

NATIONAL LIBRARY OF TURIN | November 2023

Manage marketing and communication initiatives to enhance the visibility of events organized by ABNUT, aimed at promoting the National Library of Turin. Head of fundraising for exhibitions, supporting cultural initiatives and fostering community engagement.

BUNISESS DEVELOPER STRATEGIST

OVRSEA | November 2022 - June 2023

I took part in the first Italian team of OVRSEA; Launching from zero the Italian market; As a Business Developer, my primary responsibility entailed identifying and capitalizing on new business prospects, with monthly targets as benchmarks. Employing an omnichannel strategy, I found the most efficient way to increase the CR. Moreover, I continuously assessing market dynamics to optimize our approach for both short-term gains and long-term sustainability. Italian top performer, 90% to 110% of target reaching.

BUSINESS DEVELOPER SPECIALIST

DOCTOLIB | July 2022 - ago 2011

As a member of the Itala sales team in the medical market, I was responsible for expanding the Italian market, overseeing sales from lead generation to price negotiation and post-sales services. I provided strategic counsel to healthcare professionals and collaborated with product and marketing teams for cohesive sales efforts. Reporting directly to management, I achieved exceptional results, exceeding targets by 300% in the first month as the top performer.

EXPERTISE

Market Strategy: Expert in market analysis and strategy planning.

Geographical Expansion: Skilled in diversification planning and entry strategies.

Communication Management: Proficient in multi-channel communication planning.

Social Media Management: Experienced in social media strategy and management.

Digital Marketing: Knowledgeable in digital marketing planning and analytics.

Sales Mastery: end-to-end process from crafting commercial offers to securing signed contracts.

Profitability Analysis: Adept in profitability assessment and optimization.

Effective Relationship Building: Skilled in fostering commercial relationships for up and cross-selling.

Co-Marketing and Partnerships: Experienced in defining co-marketing and partnership strategies.

CERTIFICATE

EPM Certification for Project
Management - AICA (2022)

EDUCATION

MASTER’S DEGREE IN ART AND CULTURE
MANAGEMENT

ROME BUSINESS SCHOOL
May 2023

MASTER’S DEGREE IN MARKETING AND COMMUNICATION

UNIVERSITÀ COMMERCIALE LUIGI BOCCONI
July 2020 - November 2020
101/110

BACHELOR’S DEGREE IN FOREIGN LANGUAGES AND
CULTURE - ENGLISH AND CHINESE

UNIVESITÀ DEGLI STUDI DI BOLOGNA
September 2017 - March 2021
110 cum laude/110

ERASMUS PROGRAM

UNIVERSITY OF MANCHESTER
September 2019- April 2020

HOBBIES

- Ashtanga Yoga (For Teacher Training)
- Aereal Dance
- Photography
- Contemporary Art
- Auction House Market
- Art House Cinema
- Outdoor Sport and Activities (Climbing and Rowing)
- American Literature

DIGITAL SKILLS
AND TOOLS

Salesforce: CRM Management

Excel: Profit Forecasting and Analysis

Google Analytics: Website
Performance Analysis

Google Ads: Search Engine Marketing

Hootsuite: Social Media Management
(LinkedIn, Instagram , Wechat and Weibo)

Python and SQL: Data Analysis and
Management

Adobe Photoshop and Premiere:
Content Creation and Publishing

LANGUAGE SKILLS

ENGLISH

Written: C1
Spoken: C1
Reading: C1
Listening: C1

CHINESE

Written: B1
Spoken: A2
Reading: B1
Listening: A2

Personal Data Usage:

The undersigned authorizes the processing of data personal pursuant to Legislative Decree 196/2003 .

Data and Place
11/02/2024, Turin

Cecilia Rinaldo