

Andrea Carpani

 Sint-Jozefstraat 8, Antwerp, Belgium

 +39 3423889897

 andrea.carpani93@gmail.com

 [Andrea Carpani LinkedIn](#)

Work Experience

Jun 2023 - Present

Sales Engineer – OM Partners, Antwerp (BE)

- Delivered demos of proprietary software at management and executive levels at companies with 1B€+ revenues
- Successfully supported Business Development Managers in closing 5M€+ deals
- Led prospecting and lead generation activities at conferences and industry events
- Contributed to successful tender responses by drafting RFP, RFI documentation
- Improved efficiency for demo development processes to enrich current offer

Jul 2021 – Jun 2023

IT Presales consultant & Project Manager – Logistics Reply, Milan (IT)

- Prepared and delivered demos and presentations of proprietary SaaS to prospects for deals up to 300k€
- Drafted quotations and drew up economic proposals for RFPs, RFQs
- Managed multiple logistics projects for large and mid-sized companies
- Responsible of budget management of projects (Total budget 100k€)
- In charge of planning and scheduling activities for a team of 3 people

Jan 2019 – Jul 2021

IT Supply Chain Consultant – SedApta Group, Milan (IT)

- Implemented on-premise and cloud-based Supply Chain Planning software in large and mid-sized companies.
- Produced all relevant requirement documentation
- Supported account executives by preparing and presenting demos to prospects
- Scheduled and led project groups of 2 people

Aug 2018 - Dec 2018

IT Project Management Intern – PwC Italy, Milan (IT)

- Simultaneous management of two app development projects for a major banking client
- Organizing meetings, drafting project reports, reporting to Senior Project Managers

Education

2015 - 2018

Management Engineering, MSc – Politecnico di Torino

Grade: 101/110. Thesis: "Investment profiles of Business Angels tied to the European Investment Fund"

Main subjects: supply chain management, business strategy, project management

2017

Erasmus Program – Arts et Métiers ParisTech, Paris

Main subject: 3D Printing technologies and their impact on production and product development

2012 - 2015

Management Engineering, BSc – Politecnico di Torino

Main subjects: operations management, statistics, corporate governance

Skills and Languages

 Italian

 Office Suite

 Public Speaking

 English

 Atlassian Suite

 Sales Development

 French

 SQL

 Leadership