



[The applicant must supply all information requested in the CV format.

Fill in **Italian or English language**.

In particular, the CV should include:

- 1) the list of the applicant's publications (if available)
- 2) a recent photo of the candidate
- 3) no more than two attached documents (for instance, a portfolio and a publication, or 2 publications) chosen among those that are deemed most significant to illustrate the applicant's potential.

The curriculum and its attachments, must be provided in a single file that shall not exceed 10 MB]

## curriculum vitae

### PERSONAL INFORMATION

Surname	<b>Rossi</b>
Name	<b>Giulia</b>
Address	<b>Via kant 3, 20151 MI, Milano, Italy</b>
Telephone	<b>3470888183</b>
Fax	
E-mail	<b>giulia.rossi@polimi.it</b>
Skype	

Nationality	Italian
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Date of birth	29/03/1994
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### Education and training

After the scientific high school, I decided to follow my inherent mathematical and analytical skills starting the engineering academic path. In particular, I decided to study management engineering at Politecnico di Milano, firstly with a bachelor and then with a master of science. The education I received gave me both technical and managerial competences, and, as a consequence, the instruments and the mindset necessary to face and resolve complex problems.

• Date (from – to)	From 10/2016 to 12/2018
• Name and type of organisation providing education and training	Politecnico di Milano
Duration of the program of study	2 years
• Principal subjects/occupational skills covered	Main courses: strategy and marketing, accounting finance and control, social innovation, product life-cycle management, economics of innovation, entrepreneurship economics and policy.
• Title of qualification awarded	Master of Science - Management engineering – Stream “Design, innovation and entrepreneurship”
Final mark obtained	108/110 – rating scale 66 -110
• Date (from – to)	From 10/2013 to 09/2016
• Name and type of organisation	Politecnico di Milano

providing education and training	
Duration of the program of study	3 years
• Principal subjects/occupational skills covered	Mai courses: Mathematics I and II, physics, statistics, informatics, optimization, economy, fundamentals of applied mechanics, business management.
• Title of qualification awarded	Bachelor Degree - Management engineering
Final mark obtained	91/110 – rating scale 66 -110
• Date (from – to)	From 09/2008 to 07/2013
• Name and type of organisation providing education and training	L. Scientifico Piero Bottoni
Duration of the program of study	5 years
• Principal subjects/occupational skills covered	General knowledge on the main subjects such as science, biology, mathematics, physics, Italian, history and geography.
• Title of qualification awarded	Scientific High School
Final mark obtained	78/100 – rating scale 60-100

### graduation thesis

Title	Scaling Impact: A managerial perspective on social franchising
Language	English
Supervisor	Mario Calderini
Thesis Summary	<p>Several societal challenges are capturing the attention for their urgency and gravity. As a response, social businesses are the main actors involved in the creation and diffusion of social innovation to tackle these problems.</p> <p>In this regards, the literature includes many strategies to increase the social impact, and social franchising is one of the most promising. Despite its big potential, the related literature is still not developed. The thesis' objective is to deepen social franchising concept, with a focus on the franchisor-franchisee relationship, considered a key successful element.</p> <p>Taking into consideration the rich commercial franchising literature, and using the Stewardship theory as a theoretical lens, nine challenges that occur in the selection of the partner and in the management of the franchisor-franchisee relationship has been identified.</p> <p>Applying the case studies methodology combined with the results of the literature review led to the formulation of themes particularly relevant for the franchisor-franchisee relationship. These results increase the knowledge on social franchising, helping in a concrete way its diffusion.</p>

### publications and articles submitted

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Author(s) and title	\
Language	\
Publication place	\
Date of publication	\

### certifications

GRE	\
GMAT	\
Certifications of language knowledge	TOEIC 19/09/2016 score:795

### Work experience, stages, studies abroad

• Date (from – to)	From 11/21 to now
• Name and address of firm/university	Politecnico di Milano

• Type of business or sector	Higher Education sector
• Type of employment	PhD Candidate
• Main activities and responsibilities	The main areas of research are social innovation, impact measurement and collaborative projects with multi-stakeholders relationships.
• Date (from – to)	From 06/21 to now
• Name and address of firm/university	Politecnico di Milano
• Type of business or sector	Higher Education sector
• Type of employment	Research fellow
• Main activities and responsibilities	The main theme of the research is the analysis of the managerial challenges linked to “Profit for Purpose” paradigm; with a particular focus on the study of the state of the art and the evolutionary trajectories of the Benefit Corporation model. Besides the theoretical work, I’m following the process of a company in achieving the B Corp certification and of a multinational company to become a Benefit Corporation.
• Date (from – to)	From 06/2020 to 06/21
• Name and address of firm/university	Angels4Impact– Via Aosta 4 20155 MI, Milano
• Type of business or sector	Financial sector
• Type of employment	Permanent contract - Investment Analyst
• Main activities and responsibilities	I followed and supported the creation of Angels4Impact, a business angels association focusing on impact startup with a strong technological component. After the set up activities I was in charge of the operations of the association with more than 75 members. Main activities: deal flow management from startup engagement to investment process, members onboarding and engagement and organization of events (5 every years). Results: Increased the number of members from 65 a to 80, analysed more than 110 startup, presented 16 startup in 8 events and 1 due diligence performed.
• Date (from – to)	From 05/2019 to 06/21
• Name and address of firm/university	Impact Hub Milano – Via Aosta 4 20155 MI, Milano
• Type of business or sector	Third sector – Social Incubator
• Type of employment	Permanent contract – Startup Analyst
• Main activities and responsibilities	Overall, the main objective is to create and foster synergies among all different stakeholders of the ecosystem (innovative startup, mentor, business angels, associations and foundations, public administration, etc) through the following activities: <ul style="list-style-type: none"> <li>• Incubation: I supported the scouting and selection activities, the development of incubation programs and ad hoc consultancy for innovative startup with a social, environmental and cultural impact. I bolstered the management of our group of mentor (more than 80 mentors) and the management of the incubation activities of FabriQ (the social incubator of Milan Municipality). Results: I followed the incubation of more than 25 startup.</li> <li>• Additional activities: I support the participation to tenders and the consulting activities to foundations and association</li> </ul>
• Date (from – to)	From 10/2018 to 03/2019
• Name and address of firm/university	UniCredit – Piazza Gae Aulenti 3, 20154 MI, Milano
• Type of business or sector	Bank
• Type of employment	Internship
• Main activities and responsibilities	I supported the internationalisation of Social Impact Banking, a Unicredit business line fostering social inclusion through three pillars: Financial education, Microcredit and Impact investing. I was part of the Holding team guiding the roll-out, supporting program management activities and the strategic analysis of target territories (i.e. Germany, Austria and some CEE countries) for the assessment of social impact potential.

	As a result, all the countries defined their service model and business plan based on the Italian Social Impact Banking model.
• Date (from – to)	From 02/2017 to 06/2017
• Name and address of firm/university	University of Namur – Rue de Bruxelles 61, 5000, Namur, Belgium
• Type of business or sector	University
• Type of employment	Erasmus+ Student
• Main activities and responsibilities	Followed the course of: Political economics, Operations management, Innovation management, Supply chain management, Advanced Corporate finance, Strategic management

## Personal skills and competences

*Acquired in the course of life and career but not necessarily evidenced by formal certificates and diplomas.*

Mother tongue

Italian

Other language(s)

### English

- reading
- writing
- speaking

Excellent  
Excellent  
Excellent

### French

- reading
- writing
- speaking

Elementary  
Elementary  
Elementary

## Social skills and competences

*Living and working with other people, in multicultural environments, in positions where communication is important and situations where teamwork is essential (e.g. Culture and sports), etc.*

I went to two weeks Study Holiday in England from 2008 to 2012 every year. Here I had the chance to improve my English and to challenge myself in a multi-cultural environment.

In 2013, I become a volunteer at Libera (Italian association against Mafia). In this occasion I worked in a confiscated land hosting people with physical and psychological disabilities. Here I learnt the importance of helping others and the importance of working in a team, by supporting each other to reach a common goal.

During my Erasmus experience I used to live and study with people coming from several different countries, this improve my flexibility and adaptability, increase my interest in getting to know other cultures and ways of thinking and enhanced my emotional intelligence while trying to overcome language barriers.

At university I joined SIT, "Social Innovation teams" a student association focused on the themes of social innovation and sustainable operations. Here I get involved in some projects, learning how to work in team and get out from the comfort zone.

While working at Impact Hub Milano, I had to manage the relationship with different stakeholders, requiring different communication approaches, hence fostering my abilities to adapt communication languages based on the situation.

## Organisational skills and competences

*E.g. coordination and management of people, projects and budgets; at work, in voluntary work (e.g. culture and sports) and at home, etc.*

During my internship ad UniCredit, I had the chance to improve my project management skills, by working close to senior colleagues and by following the entire internationalization process of the project: from the engagement of the other Unicredit branches, to the setup of the project till the finalization of each countries' business model and financial plan.

In Impact Hub Milano, I strengthened my capabilities to managed several activities simultaneously and so my project management skills.

Being a small company, I improved my proactivity and adaptability while being alone in facing some situation with no ready-to-use solutions. As an example, I was in charge of defining and writing a project proposal for an extraordinary call for ideas for Covid-19. The project was involving 3 different Impact Hubs, performing coordinated activities with the aim of supporting SMEs in this particular period.

## Technical skills and competences

*With computers, specific kinds of equipment, machinery, etc.*

I can use Microsoft Office proficiently. I had a basic knowledge on SQL language and C++ developed during my studies at Politecnico. I know the fundamental elements of Solid Works and I have a good knowledge of BPMN.

Thanks to my work, I am able to efficiently use Gust, a well-known screening platform used for both incubation programs and business angels activities.

		In addition, I often use Campaign monitor, an email marketing website.
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Artistic skills and competences <i>Music, writing, drawing etc.</i>		\
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Other skills and competences <i>Competences not mentioned above.</i>		\
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Additional information		I have a certification as a BLS-D Provider (basic life support). I have a diving licence provided by PADI.
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annexes			Reference Letter PPT Dissertation
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