

## Davide A. Cecchini

Born in 1985

Nationality: Italian

### Professional Experience

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2018 – ongoing  
Torino, Italy

#### **Club degli Investitori**

##### **Business Development Manager**

Club degli Investitori is a network of 170+ business angel and investors, investing on high potential, innovative startup and SMEs. Club degli Investitori currently invests €3M+ per year, holds a portfolio of 26 companies and has invested more than €15M.

Within Club degli Investitori, my main responsibilities are:

- ✦ **Develop investment opportunities** by creating a deal-flow of high potential target companies (hi-tech startups and SMEs, mainly)
- ✦ **Manage the relationships with Club's investors** and curating the process from deal-flow to the final investment
- ✦ **Develop and manage partnership with co-investors, vc funds and stakeholders** to favor future investments and exit opportunities on the companies invested by Club degli Investitori

2015– 2018  
Turin-Milan, Italy

#### **Intesa Sanpaolo - Chief Digital, IT & Innovation Government Area**

##### **Fintech Analyst**

Within the business intelligence unit "Innovation Observatory", I seek, assess and analyse innovative businesses in the FinTech and InsurTech areas to provide informed and unbiased recommendation for the bank's business development activities and for venture investment purposes.

My main activities concern:

- ✦ **Analysing innovative technologies and business models that impact the Financial Services, Banking and Insurance sector:** I've been in charge of a number of reports on blockchain, robo-advisor, digital payments, challenger banks, openbanking & API, digital lending
- ✦ **Monitoring the scene of Fintech startups by analysing forthcoming players and by getting in touch with startups:** I analysed 1000+ startups for a series of internal initiatives and I met hundreds of startups along the years
- ✦ **Preparing reports and advising internal stakeholders by presenting results, both to small group and large audiences:** I presented in front of business units, to Clevel executives and I also hosted the demo day of the bank's accelerator program
- ✦ **Providing analysis to the Corporate Venture Capital program:** I witnessed the birth of the program in 2015 (also by collaborating with Anthemis investment fund in London) and I regularly help the CVC with analysis for their needs to invest on early to late stage startups

Along my career at Intesa, I also had the chance to spend five months heading the development of a data-monetization platform. My role was to be assess the feasibility of the project, the available resources and to coordinate the stakeholder activities.

**2013 – 2015 StartupGrind (powered by Google for Entrepreneurs)**

Pisa, Italy

**Chapter Director**

At StartupGrind, an international network of startup communities supported by Google for Entrepreneurs, I started the first ever chapter in Italy. As the Chapter Director, I managed the gatherings among local entrepreneurs and startup entrepreneurs. Before StartupGrind, I self-started “The Pitch”, a similar initiative launched independently.

**2008 – 2010 Archita**

Pisa, Italy

**Account Manager Assistant**

At the PR agency Archita, I assisted the Account Manager in the relationship with industrial clients (companies up to €50M of revenue) in the Machinery and Tissue sectors.

## Education

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2016

**MIT: Experimental Learning**

Online (GetSmarter)

**Fintech Certificate Course: Future Commerce**

12 weeks online course on Fintech innovation by MIT, the impact of technologies on the financial sector, business model and tools to launch new initiatives

2016

**Sant’Anna School of Advanced Studies**

**Postgraduate Master in Management, Innovation and Service Engineering**

The Master (950hrs full time) provides an in-depth overview of every aspects of how a company is structured (ranging from HR to logistics, finance, marketing and production) with a focus on the strategies to innovate processes, products and services.

2014

**University of Pisa**

**MA in Philosophy and Forms of Knowledge, Full Marks with Honours**

Major in Philosophy of the Economics with a focus on Behavioural Economics. Thesis title: “Economic Behaviour as a Part of the Study of Man”

2013

**Harvard Summer School**

**Mind/Behavior Science, Summer Program**

8 weeks campus in Trento (Italy) on Neuroscience, Neuroeconomics, Behavioural Economics and Decision Making. The courses were held by professors from Harvard (A.Caramazza, J.Assad) and University of South California (G.Coricelli)

2012

**University of Pisa**

**BA in Philosophy, 108/110**

Major in Philosophy of Economics, with a focus on Game Theory

2012

**École Normale Supérieure Paris-Saclay**

**Visiting student in History of Social Sciences**

10 weeks visiting student at the Département d'Économie et Gestion with professor P.Fontaine

**2011 London School of Economics****Leadership in Organisations, Summer School**

2 weeks intensive course in London on organizational theory, administrative behaviour, team management and leadership

**Publications****2019 Corporate Venture Capital. Imprese e capitali per l'innovazione: storie di successo (e fallimento) by Andrew Romans (Guerini NEXT, 2019, 308pp.)****Translation (ENG to ITA) and editing of the italian edition**

**Italian translation of the book "Masters of Corporate Venture Capital" by the american venture capitalist Andrew Romans.** The book collects more than 50 business cases on venture capital investments made by large corporations such as Intel, Google, Dell, Microsoft, Telefonica and many more. The Italian edition also includes three original business cases by three Italian companies (ENEL, Immobiliare.it and Healthware International) and the "Guide to CVC" by AIFI (the Italian association of Private Equity and Venture Capital firms)

Preface by Mauro Pretolani (Senior Partner, Fondo Italiano d'Investimento) and Prof.ssa Anna Gervasoni (Managing Director, AIFI – Associazione Italiana Private Equity & Venture Capital)

**Skills**

Languages	Italian	Mother tongue
	English	C1 – TOEFL certificate with a score of 107/120 attained in June 2011
	French	B1 – Good reading and speaking skills, also learned during the 10 weeks in Paris as visiting student
	Chinese	A1 - HSK1 certificate
Communication and interpersonal skills	<ul style="list-style-type: none"> <li>Working as Analyst has refined my skills in business intelligence and reporting. I am confident in public speaking, both in English or Italian, in front of small or large audiences.</li> <li>I like to work in ambitious and engaged teams. I had the chance to work in various teams, in presence or distributed, and also in cross cultural ones (at LSE and at Harvard Summer School)</li> </ul>	
Digital skills	<ul style="list-style-type: none"> <li>Power Point - High proficiency</li> <li>Excel - Good proficiency for data analysis</li> <li>CB Insight, Crunchbase, DowJones PE&amp;VC databases – High proficiency</li> <li>HTML &amp; CSS editing</li> </ul>	

June 24<sup>th</sup> 2019 I authorise the use of my personal data in compliance with the Law for your selection and assessment purposes