

Nicola Gemignani
Via Argine Ducale 117 Ferrara (FE)
Tel. +39 3208517217
Email nicola.gemignani@gmail.com

Personal Profile

Expert in Marketing and Customer support services with a Master in Communication, determined in developing a career within marketing and communication field. Hard worker capable to use her own initiative to reach goals, and enjoys helping others.

Looking for work environment to share and develop knowledge and skills through team-work would be a big plus.

Strengths

Good communication and relationship skills with a proved professional experience recently gained through my Telesales Agent job, previously as a Communication Manager for an EEIG Company, and as freelance web content manager for a Web advertising agency in Italy

Excellent organization and planning skills, mainly in managing work at the time and further through my sales agent position. Problem solving, flexibility, and adaptability demonstrated in reaching my goals

Friendly, respectful, and able to deal with stressful situation

Caring and helpful individual. Precision, punctuality, and reliability

Employment History

January 2020 – March 2023

Verizon Connect S.p.A, Ferrara (Italy)

BDR

- Qualifying leads from marketing campaigns as sales opportunities
- Contacting potential clients through cold calls and emails
- Presenting company to potential clients
- Identify client needs and suggest appropriate products/services
- Customize product solutions to increase customer satisfaction
- Proactively seek new business opportunities in the market
- Reach weekly targets & daily targets
- Good negotiator, goal oriented, self motivated

October 2018 – December 2019

National Pen, Dundalk, co. Louth (Ireland)

Tele Sales Agent

- Call customers from existing mail orders received
- Entering orders on Oracle system and Up-Selling live
- Looking after customer's Invoice / credit check / credit note
- Managing the pre-sale / sale / post-sale
- Reach weekly targets & daily targets
- Good negotiator, goal oriented, self motivated
- Respecting deadlines and achieving goals.
- Managing stressful situations and proven ability to problem solving.

November 2015 / October 2018
Nexus Multimedia, Venice (Italy)
Freelance

- Planning and Graphic design Marketing Advertising online (Facebook, Google, Instagram)
- Web Content and SEO Company websites
- Development Web sites (Php/Mysql) with CSM (Wordpress and Joomla)
- Promoting services to customers

January 2009 to October 2015
Marco Polo System, European Economic Interest Groups (EEIG)
Communicator Manager

- Journalist/Press Officer, press release, press review
- Planning and Graphic design Marketing Advertising online (Facebook, Google, Instagram)
- Organized meeting with stakeholders and promotional events
- Development Web sites (Php/Mysql) with CSM (Wordpress and Joomla)
- Promotion and Sale Tourist publications

October 2003 / April 2008
Radio Base Popolare Network, Venice (Italy)
Journalist, Marketing Manager

- Daily Radio news edition, speaker
- Journalist/Press Officer, press release, press review
- Managing the pre-sale / sale / post sale of Advertising slots

December 2002 / September 2003
IUAV, University of Venice, GIS dep., Venice – Italy
Tutor Students

- Plan lessons timetable and teachers individual meet
- Support classroom teachers
- Students support

October 1996 / October 2001
AVMAP Srl, group C-MAP (Jeppesen/Boing), Carrara (Italy)
Sale Manager
GPS Navigation System for Italian Air Force and Vehicles Localization System

- Customers and Technical support
- Enter & verify orders from production dept.
- Responsible for handling merchandise and supplies in a timely and organized manner
- Managing stressful situations and proven ability to problem solving.
- Ability to work under pressure.

Education

- University of Ferrara – ISS Istituto Scuole Superiori (Italy) 2014-2015
Master in Journalism and Scientific Communication
- University IUAV Venice (Italy) 1999
SIT Sistemi informativi Territoriali – Geographic Information System (GIS)
- University of Pisa (Italy) 1989-1995
B. A. Geology, Mathematical, Physical and Natural Sciences dept.
ERASMUS at the University of Barcelona (Spain), 1 year
- ITC Zaccagna, Carrara (Italy) 1989
Surveyor Diploma

Languages

- English, Level B2, Intermediate Advanced
- Spanish, Level A2, Beginner

Computer skills

Salesforce

Salesloft

MS Office / Outlook

Digital Marketing tools

Oracle DB

SQL/MysSQL / PHP / ASP

ADOBE Illustrator, Photoshop, Premiere, After Effect, Lightroom

Car driving license: Category A/B