

# TOSCA NALETTO

Treviso, Italy 21/02/1999 | (+39) 3408887547 | [tosca.naletto@gmail.com](mailto:tosca.naletto@gmail.com) | [www.linkedin.com/in/toscanaletto](https://www.linkedin.com/in/toscanaletto)

## EDUCATION

### NOVA School of Business and Economics - MSc in Management

Lisbon, Portugal, Sep 2021 – Present

Area of Expertise: **Strategy**

- Expected Graduation Date: 01/2021 – GPA: 17.38/20

### POLITECNICO DI MILANO - BSc in Management Engineering

Milan, Italy, Sep 2018 – Jul 2021

The **Management Engineer** combines the **technical** and **scientific** background of classical engineers with the **economical** and **organizational** skills needed to successfully manage a company in a complex environment.

- Graduation Grade: 107/110 – GPA: 27.56/30
- **Extracurricular courses:** mnemonics, public speaking.

## PROFESSIONAL EXPERIENCE

### NOVA Startup Club

Lisbon, Portugal, Feb 2022 – Present

University association bringing together **proactive** students with start-ups from several industries to foster **entrepreneurial thinking**. The Club provides consultancy services and organize events to keep NOVA SBE Community updated on happenings in the entrepreneurial ecosystem.

- **Project Leader:** advising a Lisbon-based start-up on business plan definition, market entrance, fundraising. Leading an international 4-people team.

### WISEAIR

Milan, Italy, Mar 2021 – Jun 2021

7-people start-up developing a smart sensor providing air measurements and data-oriented solutions to municipalities, firms and citizens.

- **Intern:** concluded the analysis of the management system adopted; evaluated its scalability; process re-engineering; proposals for improvements. Agile mindset and Scrum methodology. Marketing strategies development.

### JEMP - Junior Enterprise Milano Politecnico

Milan, Italy, Nov 2019 – Jun 2021

No-profit association aiming at empowering ambitious students to develop **hard** and **soft skills** through projects and consultancy services to companies and institutions. JEMP is part of the **JE Europe Network** and partner of **PoliHub** – Innovation Park & Startup Accelerator.

- **Project Manager:** starting of Junior Initiatives (early stage of a JE); best practices sharing and support in the achievement of minimum quality requirement for the recognition by JE Italy (JE Italian Confederation); 8 people team and involvement of JEMP members for 10 months. Competitive analysis of the emerging incubators and accelerators industry to support the Client's strategic and operational decisions. Final presentation to the Client's Board. Coordination of a team of 3 engineers for 3 months, generating 3 new leads from the Client's network.
- **Sales & Business Development Consultant:** lead generation; negotiation with clients. As Contracts Auditor: definition of the role responsibilities, operations and best practices in collaboration with the Legal Area of JE Italy; legal training and supervision in contract writing for JEMP Consultants; resolution of non-ordinary legal issues.

### CAFFÈ CENTRALE PAESE - Waitress

Treviso, Italy, Sep 2017 – Aug 2018

- Served clients in the **most crowded times** (breakfasts, happy hours, Saturday nights); complete a **training** on coffee preparation and drink mixing.

## ADDITIONAL INFORMATION

- **Italian** (Native Speaker)
- **English** (Advanced)
- **Office 365: Word, PowerPoint, Excel**
- **CRM: Podio**

### COLLEGIO DI MILANO

Milan, Italy, Sep 2018 – Jul 2021

Elite interdisciplinary programme for 100 selected students from the 7 Universities of Milan, hosted by a **College of Excellence** as certificated by the **Italian Ministry for Education, University and Research**.

- **Resident student:** proficient attendance at Cultural Activities Program consisting in team works, workshops, lectures and testimonies on areas complementary to my academic career.
- Team member in the **EDISON project work** to design a mobile app for high school students acquiring knowledge about energy field.
- Winner of a **merit scholarship** to partially cover expenses for accommodation.

### BAIN & COMPANY: Women Lead to Inspire

Oct 2020 – Jun 2021

Masterclass for highly promising female students with the aim to improve **problem-solving** and **networking skills** through live trainings, mentorship, interview coaching and case studies.

- **Program participant:** lectures on corporate strategy development, M&A, inspirational leadership, effective communication. Active interaction with the mentor and international program colleagues.

### MENTORS4U

Milan, Italy, Sep 2019 – Present

- Selected as **mentee** among 1600 applicants to participate in the largest mentoring and merit-based community in Europe.

### PALLADE. SHARING KNOWLEDGE

Apr 2019 – Aug 2020

No-profit association of 20 international students challenging **critical thinking** through discussions on current issues about economy, technology and science.

- **Co-founder:** foundation of a recognized association; participants selection, virtual meetings organization, debate mediation.

### LEAD ITALIA

Treviso, Italy, Oct 2016 – Apr 2021

No-profit organization investing in young people with **strong motivation** to develop leadership through projects targeting daily problems.

- **Project creator:** coordination of 5 experts team; involvement of elementary school students through the ideation of curricular and extra-curricular activities; alignment with other stakeholders: parents, teachers and institutions.

**INTERESTS:** Entrepreneurship – People & Education – Cooking – Trekking