Marco Rizzone

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WORK EXPERIENCE

03/2018 – CURRENT
MEMBER OF THE ITALIAN PARLIAMENT (CHAMBER OF DEPUTIES) – REPUBLIC OF ITALY

- Member of the V Commission - "Budget, Treasury and Economic Planning"
- Member of the Special Investigation Commission on "Banks and Financial Markets"
- Member of the Special Investigation Commission on "Users and Customers Protection"

- Former Member of the X Commission - "Economic Development, Commerce & Tourism"

- Other memberships:
- Member of the "Innovation & Digital" parliamentary intergroup
- Member of the "Artificial Intelligence" parliamentary intergroup
- Member of the "Aerospace industry and policies" parliamentary intergroup
- Member of the "Health & Science" parliamentary intergroup - Member of the "Next Generation - Policies for Young People" parliamentary intergroup
- Member of the "China-Italy" parliamentary association
- Member of the "Ireland-Italy" parliamentary association
- Member of the "Thailand-Italy" parliamentary association
- Member of the "Bulgaria-Italy" parliamentary association

--- XVIII Legislatura - Deputato della Repubblica Italiana - Eletto nel Collegio Uninominale Genova 4

Rome, Italy

2013 – CURRENT
CO-FOUNDER & CEO – ZF S.R.L. - ZONZOFOX

- ZF s.r.l. is the award winning travel startup that developed ZonzoFox (www.zonzofox.com).
- ZonzoFox is a leading travel planning mobile app (iOS, Android), top ranked on Apple Store and Google Play Store, with more than 130.000 downloads and a very high average rating of 4.7/5 stars
- Keywords: Entrepreneurship, Mobile App Development, Growth Hacking, Data Mining, Database management, Web Development, UI/UX Design, Marketing, User Acquisition, Branding, Business Development, Legal Affairs

Pisa, Italy

2008 – CURRENT
FOUNDER, WEB DESIGNER & SOFTWARE DEVELOPER – WEBGALAXY

- Growing network of vertical websites with more than 500.000 pageviews/month. Profitable cash machine created by myself learning by coding. It can be considered my first experiment of web "company", boosted by passion, willingness to learn and hard work. A good money source that allowed me to dedicate time to new projects and become a serial entrepreneur.
- Keywords: Growth Hacking, Digital Advertising, Domain Trading, Data Mining, Web Development, Web Design, Online Marketing, SEO, User Acquisition, A/B Testing, SQL, PHP, HTML, CSS, Python

07/2017 – 07/2017
GLOBAL DREAMER PROGRAM - INTERNATIONAL TALENT – ALIBABA GROUP

- Selected as one of the 30 top talented young entrepreneurs from around the world to connect with the Chinese giant Alibaba Group: an opportunity to learn and get inspired, sharing experiences with

Top Managers of Alibaba.com, AliPay (Ant Financial), TaoBao, Tmall, DingDing, Alibaba Cloud and CaiNiao. Full immersion in the Chinese Market and Culture.
- Keywords: China, E-Commerce, Mobile Payments, Digital Marketplaces, Entrepreneurship, Business Networking, International Business Strategy, Market Analysis

Hangzhou, China

09/2012 – 11/2015
CO-FOUNDER & SOFTWARE DEVELOPER (E-COMMERCE) – R76 S.R.L.

- Startup focused first on B2C Wine E-Commerce & E-Magazine (Veneto & Sapori), later on Wine Events (www.suonipatavini.it) and B2B E-Commerce platforms creation for third parties
- Keywords: E-Commerce, Wine, Brand Management, Web Development, SEO, Magento, Startup

Padova, Italy

04/2013 – 04/2015
DIGITAL MARKETING SPECIALIST – UAMBO.COM

- Communication, design, marketing and services for SMEs
- Keywords: Online Marketing, Digital Strategy, Branding, Web Design, Creative Thinking

Genova, Italy

10/2012 – 12/2014
CO-FOUNDER & OPERATION OFFICER – SAMBA - SANT'ANNA MILKY BUSINESS ANGELS

- Managing the deal flow, assessing startups and supporting the organization of the SAMBA (Sant'Anna Milky Business Angels) Investment Forum, accomplishing different operative tasks. I contributed to the launch of the "Seeds Avenue" Program, which involved business angels networking and startup mentoring activities.
- Keywords: Business Angels Networking, Startup Mentoring, Business Analysis, Program Management, Event Management

Pisa, Italy

03/2011 – 05/2013
CO-FOUNDER, VICE PRESIDENT & COO – KIWI S.R.L.

- Startup focused on Local Social Discovery, backed by several investors (3 rounds), initially built around a B2C mobile app (Kiwi Local) and a software for sharing messages during events (Local Wall), later pivoting to B2B whitelabels, creating rebranded mobile apps for companies such as Juventus FC, Microsoft and the University of Venice Alumni Association.
- As Co-Founder I covered several roles including New Product Design, Product Management, Technical Team Management, Recruiting, Business Planning, Marketing, Investor Relations and Public Speaking.
- Keywords: Startup, Mobile App, Software Development, Social Networking, B2B Events Networking, Digital Communities Engagement, User Experience, Growth Hacking

Pisa, Italy

03/2011 – 07/2011
BUSINESS CONSULTANT – NUVOLAB S.R.L. & LVENTURE S.RL.

- Business consultancy services ranging from business plan review to innovation advising, mentoring startups @ Enlabs Incubator (www.enlabs.it), in Rome.
- Keywords: Business Planning, Pitching, Innovation Advisory, Startup Incubator

Roma, Italy

08/2010 – 01/2011
OPERATIONS MANAGER – MIND THE BRIDGE FOUNDATION

- Business Plan Competition & "Gym" Program Coordinator in San Francisco.
  Selecting and supporting startups coming to the U.S.A. to develop their businesses.(http://mindthebridge.org/)
- Keywords: Silicon Valley, Startup Incubator, Venture Capital, Program Management, Business Analysis, Due Diligence

San Francisco, United States

09/2009 – 12/2009
FINANCIAL BUSINESS ANALYST – TTVENTURE - FONDAMENTA SGR (QUADRIVIO SGR)

- Seed & Venture Capital Fund. Business & Technology Analyst. (http://www.ttventure.com/)
- Keywords: Venture Capital, BP Evaluation, Financial Analysis, Technology Analysis, Due Diligence, Reporting

Milano, Italy

10/2008 – 10/2008
ACTOR – TERRAMADRE (DI ERMANNO OLMI)

- The famous film director Ermanno Olmi invited me to take part to the documentary movie "Terramadre" as Economist and Tech Guru, debating with Vandana Shiva and Carlo Petrini about the role of (bio)technologies for sustainable development.
- I was featured as one of the main actors, in the role of "myself". More info about Terramadre (2009) on IMDB.
- Keywords: Movie, Sustainable Development, Economist, Tech Guru, Biotech, Agriculture, Future

Quarto d'Altino (TV), Italy

07/2008 – 10/2008
EVENT CREATOR & CHIEF ORGANIZER – XCOOL (EXCELLENT COLLEGES OLYMPICS)

- Creator and Event Manager of the 1st edition of the "XCOOL" (eXcellent COlleges OLympics). Networking activities and Sport challenges among the Italian Top University Colleges. 1st step for further Excellent Colleges Connections (institutional partnerships among those colleges followed some years later). The event was also reported in the news of the national newspaper "Corriere della Sera" (14/09/2008). Several editions followed and the event is now a "tradition" :-)
- Keywords: Top Italian Universities, Event Management, Branding, Logistics, Student Networking, Partnership Development, Sport & Fun

Volterra (PI), Italy

10/2005 – 05/2008
GENERAL MANAGER & BOARD OF DIRECTORS MEMBER – ASSOCIAZIONE TOSCANA-CINA INSIEME

- Strategic Planning of the main projects of the non profit Association with Operative Execution of the "first growth activities" since foundation, including Fund Raising and Financial Accounting, Public Relations and Contact Management, Website Building and Promotion.
- Keywords: China, International Relations, Non Profit, Fund Raising, Operations Management, Public Relations

Pisa, Italy

06/2006 – 06/2007
FOUNDER & EVENT MANAGER – ASSOCIAZIONE ALLIEVI DELLA SCUOLA SUPERIORE SANT'ANNA

- Startup activities of the newborn non profit student association. Internal rules definition, organization of a photo exhibition and other public events.
- Keywords: Top Italian Universities, Team Building, Public Relations, Event Management, Student Association, Non Profit

Pisa, Italy

EDUCATION AND TRAINING

2008 – 2012 – Pisa, Italy
PHD STUDENT IN INNOVATION MANAGEMENT (ALLIEVO PERFEZIONANDO) – Scuola Superiore Sant'Anna

Research fields: R&D Management, Technology Management, Web Business Models, Startups, Open Innovation, Entrepreneurship, Venture Capital, Innovation Financing.

2010 – 2010 – Chongqing, China
CHINESE LANGUAGE & CULTURE BASIC COURSE – Chongqing University + Confucius Institute

07/2007 – 08/2007 – Londra, United Kingdom
SUMMER SCHOOL CERTIFICATE - INTERNATIONAL BUSINESS STRATEGY – The London School of Economics and Political Science (LSE)

01/2007 – 02/2007 – Paris, France
VISITING STUDENT – Ecole Normale Supérieure

2005 – 2007 – Pisa, Italy
MA IN FINANCE AND FINANCIAL MARKETS / LAUREA MAGISTRALE IN FINANZA AZIENDALE E MERCATI FINANZIARI – Università di Pisa

- 110 e Lode / 110 (Full honors)

2005 – 2007 – Pisa, Italy
DIPLOMA DI LICENZA MAGISTRALE - ALLIEVO ORDINARIO DI SCIENZE SOCIALI – Scuola Superiore Sant'Anna

2002 – 2005 – Pisa, Italy
DIPLOMA DI LICENZA - ALLIEVO ORDINARIO DI SCIENZE SOCIALI – Scuola Superiore Sant'Anna

08/2005 – 08/2005 – Beijing, China
SUMMER SCHOOL CERTIFICATE - CHINA'S ECONOMIC DEVELOPMENT – Peking University + LSE

2002 – 2005 – Pisa, Italy
BACHELOR OF ARTS (BA) IN ECONOMICS & MANAGEMENT / LAUREA IN ECONOMIA E COMMERCIO – Università di Pisa

- 110 e Lode / 110 (Full honors)

1997 – 2002 – Genoa, Italy

SCIENTIFIC HIGH SCHOOL DIPLOMA / DIPLOMA DI MATURITÀ SCIENTIFICA – Liceo Scientifico "G. D. Cassini"

LANGUAGE SKILLS

Mother tongue(s): **ITALIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C2	C2	C2	C2	C2
FRENCH	B2	C1	B1	B1	B1
GERMAN	A1	A1	A1	A1	A1
SPANISH	B1	B1	A1	A1	A1

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

HONOURS AND AWARDS

Honours and awards

- Top 30 talented young entrepreneurs - Alibaba Global Dreamer Program (Jul 2017 - Alibaba Group Inc.)
- Grant winner - Facebook Start Acceleration Program (May 2017 - Facebook Inc.)
- Mention of Honor by the President of the Italian Republic - Premio Nazionale Innovazione nei Servizi (Sep 2016 - Confcommercio & Presidenza della Repubblica Italiana)
- Grant Winner - Premio Cambiamenti - CNA Pisa (2016 - CNA Pisa)
- Winner of HackToscana - 1st Prize - Mobility Challenge (2016 - Regione Toscana & Engineering s.p.a.)
- EIT Digital Idea Challange - 3rd prize Urban Life & Mobility 2015 (Dec 2015 - EIT Digital)
- Grant Winner - 1st prize - "StartApp Contest" (2015 - Regione Toscana)
- Grant Winner - "Startup House" (2015 - Regione Toscana)
- Winner of Hack4Pisa (2014 - Europeana)
- ZonzoFox is featured by Intel as "Case History" for the XDK Developers Community (2014 - Intel Inc.)
- ZonzoFox is featured by Apple as "Best New App" on the Apple Store (2014 - Apple Inc.)
- Winner of the San Francisco Startup Weekend - Education Hackaton - 1st prize (2010 - Startup Weekend)
- 3 years of full scholarship as PhD Fellow (Allievo Perfezionando) @ Scuola Superiore Sant'Anna - Pisa (2008 - Scuola Superiore Sant'Anna - Pisa)
- Best Entreprenurial Project Proposal @ Education Without Borders 2007 (Feb 2007 - Ministry of Education of the United Arab Emirates)
- 3rd prize @ Business Game "Global Management Challenge 2005" (2005 - Global Management Challange - Università di Udine)
- Winner of the Creative Contest "La Facoltà vista dai suoi studenti" (1st prize) (2003 - Facoltà di Economia - Università di Pisa)
- 5 years of full scholarship as Allievo Ordinario @ Scuola Superiore Sant'Anna - Pisa (2002 - Scuola Superiore Sant'Anna - Pisa)

• ORGANISATIONAL SKILLS

Organisational skills

- Entrepreneurship
- Leadership
- Team Building
- Project Management
- Product Development
- Fundraising
- Business Planning
- Growth Hacking
- Creative Problem Solving
- Innovation Management
- Marketing

• COMMUNICATION AND INTERPERSONAL SKILLS

Communication and interpersonal skills

- Public Relations
- Public Speaking
- Mentoring
- Graphic Design
- Web UI/UX Design
- Photography