

GABRIELE I. LANGELLOTTO

- AI
- DATA
- SALES
- BUSINESS
- MARKETING
- CONSULTANCY

ABOUT

An highly motivated individual known for boundless energy, exceptional organizational skills, and a background deeply rooted in customer service, marketing, and sales. My innate ability to multitask has been honed through a dynamic career journey. With a passion for learning and improving, tech, helping others and sales strategies, I am adept at guiding individuals towards their desired goals. This also fuels my enthusiasm for new challenges, enabling me to continuously develop both personally and professionally.

PERSONAL SKILLS

Languages:

- Italian (Native);
- English (Proficient);
- Spanish (Proficient);
- French (Colloquial).

•Can-Do Attitude

- Creative spirit
- Reliable
- Organised
- Team player

•Leadership

- Fast learner
- Self-Motivated
- Multitasking.

PROFESSIONAL SKILLS

•AI •IT •DevOS •Linux •Web Development •UI/UX •Digital Marketing •NLP for Sales •Computer Languages proficiency (JavaScript, CSS, HTML5, Python) •Business Innovation •Business Intelligence •Data Analysis •Business Architecture.

EDUCATION

- Data Science and AI (UEL 2023-Present)
- Business and Marketing (ARU University - 2022/2023)
- International Business Management (UWS - 2021/2022)
- Business and Marketing with Programming (High School Giovanni Falcone, Loano, IT - 2009/2012)
- Secondary School (F.lli Cervi, Ceriale, IT - Graduated 2009)

WORK EXPERIENCE

Self-Employed | Oct 2021 - Present

AI Developer: •NLP, Prompt Engineering, Software Development, AI Engineering, AI Consultation, and AI Quality & Efficiency Assessment (Finance / News);

Data Manager: •Data gathering, organisation and analysis & Archive Architecture (Finance);

Bar Manager: •Business Management, Organisation & Operation (Hospitality);

Letting Negotiator: •Time & Task Management, Problem Solving, B2C, CRM, Social Media Marketing (Real Estate);

Digital Marketing Solutions: •Web Development, Web Strategies, Web Sales, SEO, UX/UI (Online Services).

FREELANCE

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LETTING & MARKETING MANAGER

GIL LETTINGS | Oct 2019 - Oct 2021

- **Operation Management:** Contracts, properties, CRM, ROI, maintenance services, sales platforms configuration, B2B/B2C (led to 100% online sales, customers referrals and satisfaction growth).
- **Team Coordination & Management:** Recruitment, training, office supply, responsibilities, meetings and team-cohesion operation manager.
- **Marketing Manager:** R&D, DM, SMM and EM strategies plan and execution (led to 100% Social media, brand and visibility growth).
- **Brand Management:** Online brand visibility, offline brand visibility, engagement, relationship management.

ACCOUNT MANAGER

FONDOCASA SPA | Apr 2019 - Jun 2019

- **Operation Management:** Order coordination, customer interaction, operation efficiency.
- **Team Coordination & Management:** Recruitment, office supply, internal network workforce.
- **Marketing Management:** R&D, SMM and EM strategies execution (led to 100% lead engagement growth).
- **Brand Management:** Nationwide event, visibility and engagement operation management (led to 100% success).

SALES & SOCIAL MEDIA MANAGER

LIGURIAWEB.TV / OPS GROUP SRL | Oct 2018 - Mar 2019

- **Operation Management:** Lead, CRM, Business Growth, ROI, B2B/B2C, Media architecture, sales, revenue, channels operations plan and execution.
- **Team Coordination & Management:** internal network workforce, office supply, responsibilities, meetings and team-cohesion operation manager.
- **Marketing Management:** R&D, DM, SMM and EM strategies plan and execution (led to 100% lead engagement growth).
- **Brand Management:** National & International events, relations, visibility and engagement operations management (led to 100% success).

DIGITAL MARKETING MANAGER

DREAMPOWER Ltd | Jan 2014 - Sep 2018

- **Operation Management:** Lead, CRM, Business Growth, ROI, B2B/B2C, Media architecture, sales, revenue operations plan and execution.
- **Team Coordination & Management:** Recruitment, training, meetings and team-cohesion operation manager.
- **Marketing Manager:** DM, SMM and EM strategies plan and execution.
- **Brand Management:** National & International online events rep.

GENERAL MANAGER

ADS Esso Ceriale Nord di LANGELLOTTO FABIO & CO | Jun 2013 - Aug 2018

- **Operation Management:** Overall operation plan, management & execution.
- **Team Coordination & Management:** Training, rota, meetings and team-cohesion operation manager.
- **Marketing Manager:** DM, SMM and EM strategies plan and execution.
- **Brand Management:** Brand visibility, awareness and reputation.