

Alessandro Limonta

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Dynamic and result-oriented professional offering significant experience and success in Company Management with a strong understanding of the fundamentals of Finance, Administrative, and Management with an emphasis on domestic and international markets. Possesses a clear understanding of and experience in multiple products—expert ability to analyze, research, and assess profit opportunities, interpreting financial and market data.

Expert on banking institutions' critical issues identification and management. Experienced in working for reputed customers achieving global media coverage and enhanced ROI. An assertive Manager with proven ability in managing teams and customers, building strong relationships at all levels.

Excellent communication skills; forges and maintains relationships with diverse groups of companies for Italian Territory, clients, and key stakeholders. Multilingual. Earned s-MBA and MASTER DEGREE from the esteemed program. Author of *two economic theories* - **TDK06** and **COMMERCE 011**. The first theory focuses on managing intangible assets and enhancing their value in relation to Althman's fair value. The second theory made in 2011 deals with the international handling of SME companies within a national territory. This theory allows for debt-free operations, achieving economic balance in the company's first year.

A self-starter who thrives in fast-paced, collaborative team environments. Committed to continued professional development. Recognized for sound judgment, key decision-making, analytical skills, and strong business/financial acumen. Proactive, resourceful, and respected.

- Executive Management
- Project Management
- Top Sales Management
- Senior FINANCE
- Strategic Planning
- Effective Negotiation
- Account Management
- Lead Generation
- Predictive approach - Behavioural economics evaluation

Professional Experience

MECONOMY GROUP • 2013 – Present

CFO

- Company Management & Coordination: administration, accounting and sales
- Administrative Management: collections & deadlines inspection, Banking Institutions' critical issues identification through the corporate CRM
- Accounting Management: group accounting processes supervision, international suppliers management
- Sales Management: Head of Sales interface during the local Italian agents coordination, sales support through international trade fairs participation, business prospects direct contact

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Private Equity companies group • 2000 – 2012

FINANCE MNG

- Business Opportunities identification and development through research & finance theory application in products promoted by strategic assets in a private company reality view.
- Business trade fairs participation in the EUROPE, USA territory
- Key Customers Issues Management

MEDIA FIELD • 2004 – 12/2009

PROJECT SPECIALIST & FINANCE MNG OF DEBT ISSUES

- Contemporary to the Finance manager aspect, TDK06 application method to improve intangible asset value results for authorial content in multiple formats.
- Project supervision & critical issues management

Education & Training

High School Diploma - 1999

Qualification to operate as Commercial Agent/ mng accounting and handling - ISC- Milan 2003

University courses (constantly updated during decades)

UNIMI / MULTIVERSITY- UNIMERCATORUM | Milan/ Bergamo , Italy |

Business economics degree course

Thesis: Structural Bond Pricing Models with Recovery to Face Value at Default Assumption

MULTIVERSITY

Economic science master degree

S-MBA BBS – Business School Berlin

Masterclass Banking law SBS – Milan

Masterclass Finance 4.0 -2022

Economic theories - TDK06 (2006) and COMMERCE 011 (2011)

Technical Proficiency

Microsoft Windows, Apple iOS, Suite MS Office, CRM

Languages

Italian (Native); English (Fluent); Spanish (Intermediate)

Trinity English course certification &

2000 – 2004: multiple English language training courses at the British School & Wall Street Institute

C1 certification – ESOL CERTIFICATE

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