

# giulio calò

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## WORK EXPERIENCE

**SANCHIP** Jan. – feb 2024

*Lucca, italy*

- Sanchip is a 4 years old startup that leads in developing new sensor of purity for oil.
- i was in a 14 days stage, in that time i did:
  - helped with some new project development
  - made a full plan on ad campaign
  - found new leads for the company

**8BALL CO.** Jul. – Sept 2023

*Indiana, Usa*

- 8ball takes small agencies and /or hustlers to a new level of height jesturing the growth of the agency , building a community space for other companies
- i were part of the sales team
  - make calls with other salesman
  - make appointment with the founder
  - be responsible of my own sales funnel
  - find new leads
- represent the company to other and do pitches in front of clients, and close them

## EDUCATION:

**ITIS ENRICO FERMI**

from sept 2018-Present

- on last year
- Studying in city
- electronic and robotic course

## CERTIFICATIONS, SKILLS & INTERESTS:

- **CERTIFICATIONS:**
  - QUEENS UNIVERSITY CERTIFICATE OF ENTERPRISE SELLING
  - NY INSTITUTE OF FINANCE CERTIFICATE FOR STOCK & TRADING
- **Skills:**
  - **SOFT SKILLS**
    - decision making
    - multitasking
    - creativity
    - negotiation
    - collaboration
    - emotional intelligence
    - organization
    - adaptability
    - time management
    - problem solving
  - **HARD SKILLS**
    - sales & marketing
    - small team cooperation
    - run ads campaign
    - investing capital
    - stock & crypto
    - videogame programming (gamemaker studio,blender,unreal engine)
- languages i speak: english, spanish, italian
- interests: investments and money making opportunities