CLAUDIA VOLPETTI

claudiavolpetti@gmail.com

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EXPERIENCE

Research Fellow @DIAG Antonio Ruberti at University of Rome "La Sapienza"
October 2014 - Present (2 months)

Claudia Volpetti (Rome, 1980) is actually working as a Research Fellow at the University of Rome "Sapienza" with a particular focus on complex systems analysis by applying the System Dynamics methodology. She is now working on the design of a model on Migration Flows to Europe and on an Evaluation of Costs and Impacts of a Preemptive Shut Down of Public Transit.

Web Designer & Illustrator at Freelance Web/Graphic designer
September 2012 - Present (2 years 3 months)

Computer Science K-12 Teacher at Istituto di Istruzione Superiore - Leonardo da Vinci
December 2013 - July 2014 (8 months)

Computer Science K-12 Teacher at Istituto di Istruzione Superiore - Federico Caffè
October 2013 - July 2014 (10 months)

Physics K-12 Teacher at Istituto Paritario Pio XII
2009 - 2013 (4 years)

Web Designer & Illustrator at LabDesign Studio
October 2009 - April 2010 (7 months)

Web Designer & Web Master for www.alessandralanna.com + www.labdesignstudio.com

Project Manager at TIS innovation park
October 2008 - December 2008 (3 months)

Ide4 - start up project c/o Start Up TIS of Bozen

Commercial Account Manager at Hewlett-Packard
May 2007 - June 2008 (1 year 2 months)

Customer Portfolio: Colussi, Beghelli, Gruppo Total, API, iGuzzini, Teuco Guzzini, Antonio Merloni, Fiorucci, Pfizer, Merk Sharp & Dohme, Brystol Myers Squibb, Manutencoop, Fiditalia, Natuzzi, Astaldi, Bunge, Procter & Gamble, Thyssen Krupp. Responsible for expanding HP's account presence and control within enterprise accounts. Drives value sales pursuit activities within multiple enterprise accounts at the country level. Scans for sales opportunities and manages leads to involve the right product and service specialists essential for maintaining a healthy sales funnel. Collaborates with product specialists. Builds partner networks. Collaborates with industry analysts and experts to anticipate emerging trends and solution requirements. Understands the unique business needs and requirements of clients, and serves as overall account lead – plan keeper, escalation point, activity coordinator, and, in general, the face of HP in enterprise accounts.

Pre Sales Consultant at Hewlett-Packard Italiana Srl
September 2006 - May 2007 (9 months)

Responsible for consulting with customers in selling and supporting company products and systems. Provides technical support in sales presentations, product demonstrations, customer training and delivery of professional systems consulting/integration services. Understands, develops and delivers system/applications solutions to customer's business, information, technical and educational needs.

Senior Consultant, Area Business at CONSEL
May 2006 - August 2006 (4 months)

Responsible for "University Knowledge Mapping Project", Customer SIEMENS. #3 Direct Reportings.

Team Leader, Area Business at CONSEL
November 2005 - May 2006 (7 months)
Responsible for: "ELIS Knowledge Management Project", Customer CONSEL; "Document Management Platform Introduction Project", Customer POSTE ITALIANE. #6 Direct Reportings.

Junior Consultant, Area Technology at CONSEL
May 2005 - November 2005 (7 months)
Responsible for: "Interactive TV and Electronic Programme Guides: Usability Evaluation. Digital Terrestrial Television & Personal Video Recorder. New TV Advertising Revenue Model & Self-targeting Advertising". Costumer MEDIASET, in collaboration with CONTENT FACTORY MEDIASET.

EDUCATION
Università degli Studi di Roma Tre
Postgraduate Certificate in Physics Education, Physics' Pedagogy, 2014 - 2014
Grade: Postgraudate

Sapienza Università di Roma
Postgraduate Certificate in Computer Science Education, Computer Science Pedagogy, 2013 - 2013
Grade: Postgraduate

St. Martin's College
Computer Graphics, 2011 - 2011
Activities and Societies: Idea developing. Adobe Indesign, Adobe Photoshop, Dreamweaver, Adobe Illustrator. Spreads, Logos, Websites, Posters.

Istituto Europeo di Design
30/30, Adobe Dreamweaver CS4 (HTML,DHTML e CSS), 2009 - 2009
Activities and Societies: Browsers, Naming, W3C, Macromedia Dreamweaver, Usability, Web Writing, Net Semiology, tag HTML, SEO, Dynamic HTML, CSS, Embedding Objects, Flash Javascript Applet basic, FTP.

Università degli Studi di Roma 'La Sapienza'
Engineering, Information Technology Engineering with major in Business Management, 1999 - 2006

Universitat Politècnica de Catalunya
Facultat de Informatica(FIB), 2003.