

# Felipe Aguilera Pereyra

## Personal Data

Born in Santa Cruz de la Sierra

Nationality Bolivian

Birthday 07/06/1989

Email felipe.aguilera@mip.polimi.it



## Current Home Address and Contact Details

Via Aprica 3, 20032 Cormano (MI)

(+39) 3209553340

## Education

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### International Part Time MBA

2016 – 2018

MIP - Politecnico di Milano

Partnership with:

*Santa Clara University (Santa Clara, USA) - New Venture Program - Apr 2018 EADA*

*Business School (Barcelona, ES) – International Program - Nov 2016*

### Master in International Relations

2014 – 2014

ASERI – Alta Scuola Relazioni Internazionali

### Master in Banking in Finance

2011 – 2014

Università Cattolica di Milano

### Bachelor's Degree in Economics

2008 – 2011

Università Cattolica di Milano

## Professional Experiences

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### PwC Advisory – Milan

August 2019 – Present

#### Senior Associate

- Responsible for the development of innovative business products and services aiming to increase Tax & Legal Services' value proposition for local and international clients.
- Project Manager of Special Projects which require a heterogeneous set of skills and competences (e.g., tax, finance, process mapping, organizational strategy and technology).
- Conducted and designed assessment workshops in order to identify and advice international clients on new requirements needed for tax regulation compliance.
- Assessed and redesigned client's current Target Operating Models against new legal/tax provisions, as well as built and implemented related Target Reporting Models.

### Marsh & McLennan Co. – Milan

July 2017 – July 2019

#### Project Manager

- Developed new business, and go to market, strategies to lead the risk management market through innovation.
- Studied and analyzed client's business and operating models in order to identify main risk factors and related risk management solutions.

### Marsh & McLennan Co. – Milan

Feb 2015 – Jun 2017

#### Broker

- Developed, structured, built, negotiated and placed international insurance programmes for Marsh Italy's main clients.

- Managed international insurance contracts negotiation for large corporations.

## **Marsh & McLennan Co. – Milan**

Jun 2014 – Feb 2015

### **Graduate Program**

- Collaborated with the Client executives in the business development of the Corporate segment portfolio.
- Analyzed and performed risk assessment and risk analysis at Marsh Risk Consulting.
- Developed and structured international insurance programmes at the Broking and Placement Department.

## **Languages**

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Italian: Mother tongue

Spanish: Mother tongue

English: Fluent

## **Computer Skills**

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ECDL (European Computer Driving License)

## **Additional Information**

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- Strong passion for lean digital transformation and business planning & modelling.

## **Side Projects**

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### **Hostmate.it – Milan**

Nov 2016 – Present **Co-Founder**

- Strategy and Marketing Advisor – Hostmate is a short-term rentals company based in Milan.

### **L-Move.net – Milan**

May 2015 – July 2019 **Co-Founder**

- Project leader - L-Move was a social platform for entrepreneurs and professionals willing to build up projects from scratch.

### **VisualNet AR-evolution – Milan**

Mar 2015 – Dec 2015 **Co-Founder**

- Led the business development strategy and business planning of VisualNet AR-evolution - a Startup offering Augmented Reality Services.

# Federica Vitali Salatino



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## WORK EXPERIENCE

### Senior Associate - People & Organization PricewaterhouseCoopers

12/2015 – Present

Milan, Italy

#### Tasks

- Defined and executed go-to-market strategy, developed sales and proposals to clients and vendors
- Designed and conducted process reengineering workshops to redesign several HR processes including Hire to Retire, Onboarding and Recruiting
- Lead and coordinated diverse teams on a national and international level to implement HRIS solutions, especially on SAP Products (SuccessFactors, SAP HCM)
- Identified impacted stakeholders, developed a communication plan and change management strategy for a large consulting company undergoing a major acquisition of a shared service center
- Conducted risk assessment and developed recommendations prevent loss of critical capabilities within the Finance, HR Administration and IT departments of a shared service center
- Developed organizational and governance model for a future state service delivery model for 3 stakeholder groups of a shared service center impacted by the merge with another company, to enable clear execution of roles and responsibilities
- Developed training courses and supplementing training material for global stakeholders across EMEA, APAC and Americas, impacting a leading company in the Luxury industry

### Marketing Intern 10 Minutes With

10/2014 – 01/2015

Beijing, China

#### Tasks

- Scouted and managed relationships with school institutions and private investors
- Case management: followed up with candidates, provided feedbacks and evaluation to corporate clients
- Analyze Webpage & Social Media campaign cost-effectiveness
- Consolidated key marketing outlets data for analysis and review

## EDUCATION

### Executive Program in Digital Transformation (Part Time) MIP School of Management (Politecnico di Milano)

03/2020 – Present

Milan, Italy

### Exchange Program Nova Business School

09/2013 – 02/2014

Lisbon, Portugal

### Bachelor's in Economics and Business, Global Marketing Management Milano-Bicocca University

09/2011 – 03/2015

Milan, Italy

#### THESIS PROJECT (Study of an academic internship)

Social Media Marketing Strategies and Differences Between East And West

## SKILLS & COMPETENCES

HR Transformation

HR Processes analysis and redesign

Project Management

Client Management

Change Management

HRIS Implementation (SAP HCM On-Premise, SuccessFactors)

MS Office Suite (PowerPoint, Word, Excel, Project)

CRM Accounts Tracking (Salesforce)

Adobe Suite (Photoshop)

Design Thinking Methodology

Agile Methodology

Retail Industry

GDO Industry

Luxury Industry

## MOST PROUD OF

### PwC's Retail Play Solution

Designed and promoted the PwC retail specific asset dedicated to help retailers moving their training need to the digital world

<https://www.pwc.com/it/it/services/consulting/retail-solution.html>

### Google's Angel

Supported and facilitated change management in PwC Italy during the migration to the Google Suite Platform

## CERTIFICATES

SAP Certified Application Associate | SAP SuccessFactors  
Recruiting Management

SAP Certified Application Associate | SAP SuccessFactors  
Recruiting Marketing

TOEFL | 85, level B2 (Cert.2015)

Istituto Confucio | Chinese Language Certificate level A2

## ORGANIZATIONS

Young Women Network | Promoting and supporting women equality and empowerment

## LANGUAGES

Italian

Full Professional  
Proficiency

Spanish

Full Professional  
Proficiency

English

Full Professional  
Proficiency

Chinese

Beginner

## THINGS I BELIEVE IN

Team work

Diversity

Acting student in theatre

Music passionate: feeding my iTunes Library since 2005

Arts in all its forms

Ballet: former classical dancer

Squash

Technology

Women Empowerment

The Beatles