

Fabrizio Aiello

Via Enrico Medi 11

Roma (RM)

00149 Italy

18/01/1991

Telephone [+393474975970](tel:+393474975970)

Email fabrizio.aiello@stip.io

Linkedin <https://www.linkedin.com/in/fabrizio-aiello/>



My Vision Of Life: "I have no special talent, I am only passionately curious". (Albert Einstein)

WORK AND PERSONAL EXPERIENCES

- **COO at Stip – ongoing.**

Stip is an innovative startup that automates all the activities of customer service, allowing companies to focus on the only thing that really matters: customer reply!

My tasks focus on business modelling, business and customer development by following the lean approach. I am the Scrum Master and in charge of all the organization activities of the team.

- **Professional Scrum Master I (scrum.org)**

Scrum is framework that helps people to develop and release product. Scrum is used in the most innovative companies (Spotify, Microsoft, Amazon, Apple etc.). The Scrum Master is a servant-leader for the Scrum Team.

- **Startup educator at High schools – ongoing.**

I was an educator for the program "startupper in the classroom". The aim was to introduce startups and business model pillars to students in many high schools.

- **Co-organiser and mentor of Startup weekends at High School.**

With my Stip partner, Edoardo Vallebella, we have organised many startup competitions for students who have to pitch their idea in front of an important jury which represent the roman startup ecosystem. One of these startup, also won the award dedicated to the high schools of Lazio district.

- I have lived in Oxford for three months where I have attended a general and business english course in a school recognized by the British Council.

EDUCATION

Master's degree LUISS Guido Carli University In Rome

From Oct 2013 to Oct 2015

Faculty: **Business and Management**

Degree Vote: **110/110 cum laude**

Title of my thesis: **"How to build a startup under condition of uncertainty"**.

The aim is to find the origin of the uncertainty that startups have to face when they build their business model. I also developed a model to suggest the right questions that a team has to ask to minimize the risk.

LANGUAGES

Italian - Native speaker

English - Bec Vantage (Cambridge) Advanced

I authorise the use of my personal data in compliance with Legislative Decree 196/03.