

# PATRIZIA DANESE



Cellulare: +39 3282357377

Email:

[patrizia.danese@gmail.com](mailto:patrizia.danese@gmail.com)

Profilo:

<https://www.linkedin.com/in/patriziadanese>

InnovAction Lab Alumno, Mentor at Lean Startup Machine.  
Startup School Y Combinator graduate.

I have 9 years experience of the digital ecosystem in Rome and I won many awards  
and worked in many startups.

**I love innovations in the healthcare field.**

## **Experience:**

-Founder Bancha  
Web development (Ruby)  
**Raised € 25.000**

-Business Developer LifeTip  
Crowdfunding campaign and international  
press office  
**Raised € 12.000**

-Fragrance consultant and retail sales  
Parfums Christian Dior, Cacharel, Procter &  
Gamble  
Promote product, presentation, proposal,  
overcome objections and close sale  
**Sales € 6.000 per month**

## **Education:**

**Business planning. Techniques and  
methods for business creation** -Ecapital  
**Startup School** -Y Combinator  
**Lean Startup and Entrepreneurship**  
-Unilever Startup Program  
**Working Capital Grant 2013** - Working  
Capital Accelerator  
**InnovAction Camp 2012** - InnovAction  
Lab  
**Startup Lab Open Validation** -BIC LAZIO  
**Business management and audiovisual  
media** -Master in Gestione d'Impresa  
Cinematografica ed Audiovisiva -Roma  
**Science Communication** -Università degli  
Studi di Roma "La Sapienza"  
**Diploma in Science** -Liceo Scientifico  
"A.Volta" Foggia

## **Awards:**

2018 **Unilever Startup Program** scholarship by Unilever  
2017 **Android Developer scholarship** funded by Google  
2016 Winner **Startup Weekend Roma**  
2016 Winner -**PosteHack**- Poste Italiane,IBM,Digital Magics e Talent Garden;  
2015 Special Award Winner **Hackathon Talent Time** -Bic Lazio;  
2015 Special Award Winner **iHealth Labs** and Clinivis Medical Technologies PinkHack Bic Lazio  
2014 E gomotion Award **Cleanweb Hackathon** Rome - Polytechnic University of Turin  
2013 **Working Capital** Grant TELECOM

## **Certifications**

- Agile Project Management
- Sales Techniques
- Recruitment: psychological and behavioral aspects.
- Startup management
- Django Workshop
- Ruby on Rails
- Modeling for 3D printing
- ECDL (European Computer Driving Licence)
- Editorial Techniques

## **Skills**

Sales, Problem solving, Lean startup, research, business development, project management, Social Media marketing, event management, human resources.

**Languages:** Italian (Native proficiency), English (Professional working proficiency)

*Io sottoscritto, Patrizia Danese, dichiaro di essere informato, ai sensi del Regolamento UE 679/16 (GDPR) e del D.lgs. n.196/2003, che i dati personali raccolti saranno trattati anche con strumenti informatici esclusivamente nell'ambito del procedimento per il quale la presente dichiarazione viene resa. I give my unambiguous consent to the use of my personal data for the selection process.*

*Autorizzo il trattamento dei miei dati personali ai sensi del D.lgs 196 del 30 giugno 2003 e del regolamento EU 2016/679 (GDPR); Firma autografa sostituita a mezzo stampa ai sensi dell'art. 3, comma 2 del D.lgs. n.39 del 1993*

Roma, 31 July 2020,

*Patrizia Danese*