

GIACOMO FRANZOSO

PROJECT & ACCOUNT MANAGER

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📍 Sydney

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PROFILE

I am an adaptable, creative, calm, passionate, and detail-oriented professional with 8+ years of experience in IT companies as a project manager and account manager. I'm capable of working effectively under pressure while maintaining a peaceful working environment. I love technology in every dimension, and I'm always keen on being on the edge of it. I have full working rights.

WORK EXPERIENCE

- **01/2026 - Ongoing**
Freelancer I Italy - Consultancy
Independent IT Consultant
- **09/2024 - 12/2025**
Condense S.r.l., Garipalli S.r.l. I Milan, Italy - IT companies
Sales Account & Project Manager
 - Coordinated teams with a size from 3 to 20 professionals (both developers and designers), using the Agile Kanban framework
 - Lead 3 different development projects
 - Been the main point of contact for the projects between the dev teams and stakeholders
 - Designed the sales strategy, automated the related processes, and implemented them to open the B2B market for Garipalli
 - +75% YoY B2B sales during the first 3 months of implementation
- **07/2023 - 09/2024**
Neosperience S.p.A. | Milan, Italy - AI company
Sales Account Manager
 - Managed a portfolio of 60+ clients, selling tailored digital products
 - Executed sales strategies for AI-based products
- **10/2019 - 01/2024**
Wizkey S.p.A. I Milan, Italy - Fintech/blockchain startup
Counsellor of the BoD, COO, Business Development Manager, Project Manager
 - Been C-Level and a member of the Board of Directors
 - Led a team of 5 developers and 3 freelancers and opened 3 new business lines, collaborating with the CEO and strategic advisor.
 - Speaker at Milan Fintech Summit 2022
 - Managed 3 different projects starting from scratch
 - Managed the biggest operation carried out on the proprietary blockchain-based platform (€800 Mln of asset value)
- **10/2017 - 10/2019**
Black Swan DAR S.r.l. I Milan, Italy - Consultancy
Blockchain Analyst, Junior Project Manager

HOBBIES AND INTERESTS

- Tabletop gamer, loving Terraforming Mars, Gloomhaven, Nemesis, Root, Pax Pamir, etc...
- Eager reader, I love to read anything from Sci-fi, fantasy, comics, manga, etc...
- I love horror movies

EDUCATION

- 2023-2024**
DIGITAL BROS GAME ACADEMY, GAME DESIGN COURSE
 - Design and Game Design Fundamental
 - Engines (Unity, Unreal Engine) fundamental and advanced features
 - Agile framework, SCRUM, Kanban
 - C# and C++ fundamental, Blueprints fundamental
- 2016-2018**
CONSERVATORIO DI MUSICA, BOLOGNA
 - Master's degree in sound design (withdrawn)
- 2012-2015**
CONSERVATORIO DI MUSICA, FERRARA
 - Bachelor's Degree: Jazz Guitar
- 2006-2011**
DAMS, BOLOGNA
 - Bachelor's Degree: Cinema

SKILLS

- Accustomed to Agile methodology using SCRUM and Kanban frameworks
- Trello boards management
- Proficient with the Atlassian Suite (Confluence, Jira, Trello)
- Accustomed to Notion
- Knowledge of the Google Workspace Suite
- Basic knowledge of Monday
- Knowledge of the end-to-end development process, from the Discovery phase to support post go-live
- Basic coding understanding

CERTIFICATIONS

- IELTS: 7.5 band score
- MITx Introduction to Computer Science and Programming using Python

LANGUAGES

- Italian (native)
- English (Fluent)