

Alessandro Guidi

Product Manager · AI / Data Products · Fintech & Financial Services

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Zürich / Turin · Italian (EU citizen) · Eligible to work in Switzerland
Italian (Native) · English (C1 · IELTS 7.0) · French (B2)

PROFESSIONAL SUMMARY

Product Manager with experience in Big Tech (Amazon) and Tier-1 consulting (Capgemini), specializing in fintech and financial-services product strategy. Combines business execution with technical depth in ML pipelines, LLMs, and blockchain/DeFi (PMP, MasterZ, Neural Academy certified) and applied ML research (co-author of a paper accepted at WI 2026). Uniquely positioned to translate ML model outputs into product decisions, bridging data science teams and business stakeholders.

WORK EXPERIENCE

EU5 3P Product Manager — Amazon, Paris, France

Sep 2025 – Aug 2026

- Own product strategy and roadmap for onboarding strategic B2B sellers (+€100M annual revenue) into EU5 Amazon Business, coordinating across Sales, Tech, Legal, and Ops in 5 markets.
- Redesigned Salesforce-based CRM workflows using data-driven automation, reducing operational overhead by ~25% and cutting commercial cycle time end-to-end.
- Defined and tracked funnel KPIs (lead-to-contract conversion, onboarding velocity) to drive prioritization decisions and report to senior stakeholders.

Consultant — Capgemini, Technology Consulting, Milan, Italy

Sep 2023 – Aug 2025

- Delivered financial modelling and process reengineering for Tier-1 banking clients in highly regulated environments, contributing to ~€2M in documented cost savings.
- Built market analysis models and risk assessment tools to support executive decision-making on digital transformation roadmaps.
- Designed KPI frameworks and data reporting structures, presenting insights to C-level stakeholders at regulated financial institutions.

RESEARCH & PUBLICATIONS

A Data-Driven Decision Support System for Venture Capital Valuation

2025 – 2026

Master's Thesis & Conference Paper — ESCP Business School (Paris / Turin)

- Built an end-to-end ML pipeline to predict private-company valuations using investor-syndicate co-investment network features, funding history, and market signals — on a dataset of **3,403 PitchBook-backed deals**.
- Engineered graph-based features from investor co-investment networks (centrality, clustering, syndicate overlap) to capture the signal value of investor reputation and collaboration patterns.
- Trained and benchmarked ensemble models (Random Forest, XGBoost, SHAP) against DCF/comparables baselines on an out-of-time holdout spanning the 2022 correction; best model performed **competitively with, and more robustly than**, traditional baselines (RF $R^2 = 0.557$, MAE = 0.888). Key finding: investor-syndicate capacity (mean co-investor AUM) is the dominant valuation driver via SHAP, evidence of information saturation. **Accepted at WI 2026** (Business Informatics), Student Track.

EDUCATION

Master in Management — GPA 3.8/4.0 — ESCP Business School (Turin · Berlin · Madrid · Paris)

Sep 2022 – Sep 2026

- Specialisations: International Business Consulting & Corporate Finance / Financial Markets.
- Programme includes integrated professional apprenticeship years (standard ESCP MiM format: Capgemini, Amazon).

The Future of Financial Institutions Mgmt. — SDA Bocconi & Capgemini, Milan, Italy

Sep 2023

- Corporate-sponsored program on financial markets, digital innovation, and strategic management trends in banking.

Bachelor's in Business & Management — 110/110 summa cum laude — Università degli Studi di Torino, Italy

Sep 2019 – Sep 2022

- Core focus: corporate finance, financial accounting (IFRS), business strategy, and quantitative methods; highest grade achievable in the Italian system.

CERTIFICATIONS

- PMP – Project Management Professional** · Project Management Institute · 2025
- LLMs & Generative AI** · Neural Academy · 2023 — LLM architecture, fine-tuning, deployment; applied to the end-to-end ML pipeline for the master's thesis.
- Blockchain & Digital Assets** · MasterZ (EU's largest Blockchain Training Hub) · 2022 — DeFi protocols, tokenization, staking, digital asset custody, Web3 business models, smart contract fundamentals.

LEADERSHIP & VOLUNTEERING

180 Degrees Consulting — Turin

Sep 2022 – Jul 2025

- Progressed from Consultant → Project Manager → Consulting Director → President; defined strategy, managed project portfolio, and coached PMs.
- Led CiboCrudo's B2B EU5 expansion through reseller partnerships, driving ~30% revenue growth.

SKILLS & TOOLS

Analytics & Tech: Python (scikit-learn, XGBoost, SHAP), SQL (Redshift), feature engineering, graph analytics, model explainability, LLM development.

Blockchain & Digital Assets: DeFi protocols, tokenization, staking, digital asset custody, Web3 business models, smart contract fundamentals (MasterZ certified).

BI & Reporting: Tableau, Power BI, Excel (advanced), financial modelling.

Project Management: Roadmapping, KPI design, funnel analytics, stakeholder management, Salesforce CRM, Agile/Scrum, PMP-certified.

Finance & Markets: Corporate finance, valuation (DCF, comparables, ML-based), VC/startup ecosystems, financial risk.