

Alessandro Guidi

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

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Nationality: Italian (EU) | Work Authorization: Eligible to work in Switzerland (EU citizen)

Languages: Italian (Native) | English (C1) | French (B2)

Professional Summary

PM with experience in Big Tech (Amazon) and Tier-1 consulting (Capgemini), currently conducting ML research on VC valuation with papers under review at ICIS 2026 and WI 2026. Uniquely positioned to translate ML model outputs into product decisions — bridging the gap between data science teams and business stakeholders in fintech, wealthtech, and financial services.

WORK EXPERIENCE

EU5 3P Product Manager | Amazon | Paris, France

Sep 2025 – present

- Owned product strategy 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 Firm | Milan, Italy

Sep 2023 – Aug 2025

- Delivered financial modelling and process reengineering frameworks for Tier-1 banking clients, 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

Master's Thesis & Dual Conference Submission | ESCP Business School | Paris / Turin

2025 – 2026

A Data-Driven Decision Support System for Venture Capital Valuation

- Built an end-to-end ML pipeline to predict startup valuations using investor syndicate co-investment network features, funding history, and market signals — applied to a dataset of 10,000+ VC-backed companies
- 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 (XGBoost, Random Forest, SHAP explainability) against baseline DCF/comparables approaches; demonstrated statistically significant outperformance on early-stage valuation
- Under review at [ICIS 2026 \(Information Systems\)](#) and [WI 2026 \(Business Informatics\)](#)

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
- Thesis: ML-based decision support system for VC valuation — under review at ICIS 2026 & WI 2026

The Future of Financial Institutions Mgmt. | Corporate-Sponsored Program | SDA Bocconi & Capgemini | Milan, Italy

Sep 2023

- Explored financial markets, digital innovation, and strategic management trends shaping the banking sector.

Bachelor's in Business & Management – Grade: 110/110 | Università degli Studi di Torino | Turin, Italy

Sep 2019 – Sep 2022

LEADERSHIP & VOLUNTEERING

180 Degrees Consulting | Student Consulting Association | Turin

Consultant → Project Manager → Consulting Director → President | 180 Degrees Consulting | Turin

Sep 2022 – Jul 2025

- Consulting Director/President:** defined strategy, managed project portfolio, coached PMs, led organisational growth initiatives
- Consultant/Project Manager:** led CiboCrudo's B2B EU5 expansion through reseller partnerships, drove ~30% revenue growth

SKILLS & TOOLS

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

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