

# Cristina Saporiti

## Curriculum Vitae



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Experienced Director of Operations with a demonstrated history of working in the higher and executive education industry at global level. Skilled in Organization, Project Management, Business Planning, Entrepreneurship, Career Development, Market Analysis, and Event Management. Strong consulting professional with an Executive Education focused in Change Management, Leadership, Marketing, Communication Management and Key Account Management from SDA Bocconi, Kellogg School of Management, USA, INSEAD, EMST and USI Università della Svizzera italiana.

Open and flexible mindset. Ability to plan and use available resources efficiently with respect to assigned tasks, good skills in collaboration and teamwork with people of different cultures and nationalities.

Strong organizational and baking skills, keen on details without losing the big picture perspective. Management of complex relationships and business with different hierarchy levels and professionals at global level.

Attitude to take responsibility and work under pressure.

<b>Executive Education</b>	2021	<b>USI Executive MBA Candidate, MAS – Focus in Digital Transformation &amp; Sustainability (Class 2021-2023)</b>  <b>Leadership</b> Prof. Andreas Bernhardt, ESMT, Berlin, Germany <b>Change Management</b> Prof. Frédéric Godart, INSEAD, Fointainebleau, France
	2019	<b>Digital Business Immersive</b> , EMBA USI, Università della Svizzera italiana, Lugano CH
	2018	<b>Business Law</b> , EMBA USI, Università della Svizzera italiana, Lugano CH
	2017	<b>Talking Presentation/Public Speaking</b> , Kinetic Consulting Group, Dubai, UAE
	2010	<b>Communication Management</b> , SDA Bocconi School of Management, Milano, Italia
	2005	<b>Integrated Marketing Communications Strategy</b> , Kellogg School of Management, Evanston, IL, USA
	2005	<b>Key Account Management</b> , SDA Bocconi School of Management, Milano, Italia
	2004	<b>Basic Marketing Evening Edition</b> , SDA Bocconi School of Management, Milano, Italia
<b>Bachelor</b>	2009	<b>Degree in Law</b> , Major in International Law Università Cattolica del Sacro Cuore, Milano, Italia
<b>Bachelor</b>	1998	<b>Degree in Political Sciences</b> , Major in International Economic Organizations Università Cattolica del Sacro Cuore, Milano, Italia
<b>High School</b>	1992	<b>Scientific High School Diploma</b> Liceo Scientifico Statale L. Da Vinci, Gallarate (VA), Italia
<b>Professional Experience</b>		<b>USI Università della Svizzera italiana, Lugano, Svizzera - Executive Education Department</b>
	2021	<b>Director of Operations Executive Center</b> Responsible for strategic, planning of all the learning activities performed in the Executive Center: executive masters, MAS, short course, seminars, teambuilding activities, teamwork, workshops.
	09/2010 ongoing	<b>Director of Operations USI Executive MBA</b> USI EMBA is a Global Multi-Cultural Advanced Master in Management Degree. 18 months - 60ECTS – 52K fee per participant. Participants are professionals from more than 30 different Nations. Responsible for CHF 1 million turnover per edition.

Strategic planning, design, development and launch of the first edition in 2010. Process optimization, redesign and implementation of the new edition which will start in September 2021 through new e-learning tools and platforms.

**Project Manager Executive Education Programs & Events**

Organization, implementation and management of executive open enrollment course and customized programs in different discipline at senior and middle management level. Responsible for executive training courses for internal colleagues and workshops. Coordination of Academic National and International conferences and public and institutional events. Responsible for the administration, contracts and reporting.

**Corporate Relations**

Internal and external communication activities with the Academic Faculty and the Administrative Staff. Development and management of partnerships with companies, public and private institutions. Strategic planning and reporting.

01/2007 **SDA Bocconi School of Management** - Università Commerciale Luigi Bocconi, Milano, Italia  
08/2010

**Program Manager, Executive Education Division**

Planning, management and organization of about 80 short executive education courses and about 10 international executive education programs per year. Business & Marketing Plan of all the activities of the Executive Education Learning Division.

12/2006 **SDA Bocconi School of Management** - Università Commerciale Luigi Bocconi, Milano, Italia  
01/2004

**Program Manager, Marketing Department**

Business & Marketing Plan of the executive education learning activities of the Faculty of the Marketing department of SDA Bocconi and initiatives, such as: Marketing Community, conferences, events. Part of the team that launched the first Executive Master with Double Degree between Bocconi and ESADE Business School, Barcelona, Spain (2005). Key Account Management activities on corporate customers.

12/2003 **SDA Bocconi School of Management** - Università Commerciale Luigi Bocconi, Milano, Italia  
11/1999

**In Company Projects Coordinator, Masters Division Career Development Service**

Development of partnerships between organizations and SDA Bocconi - Budget planning, sales and logistics, management of about 30 field projects per year, an integral part of the MBA course. Preparation of contracts, reporting and accounting. Career Coaching - Placement activities for MBA international students (about 150 per edition)

02/1999 **Freshfields Bruckhaus Deringer** – International Legal Firm - Milano, Italia

10/1999 **Team Assistant Paralegal**

Word processing of the legal documentations and translations for Offering Circular, M&A Contracts.

**Languages Skills**

- Italian Mother tongue
- English C1 Proficiency
- French B2
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**IT Skills**

- Windows – MS Office – SAP – Microsoft Teams – Panopto –
- Academic e-learning platform – Miro – Trello – Visio –
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**Hobbies**

Skiing, travelling, music and concerts, fashion and design.