



# Francesca Silvani

Partnership Sales Executive

📍 Milan, Metropolitan City of Milan, Italy

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## Links

 [LinkedIn](#)

## Languages

Italian (Native)

English (Work Proficiency)

French (Work Proficiency)

## About

Experienced in identifying and establishing relationships with key decision-makers. Business acumen and strong negotiating skills. Good communicator with a proactive approach to work and results oriented. Good knowledge of MS Office package. Passion for fashion industry.

### BRANDS WORKED WITH

Automobili Lamborghini S.p.a. (Sant'Agata Bolognese)

Glovo (Milan)

Hibo digital creative agency (Bologna)

Santo Stefano Immobiliare (Bologna) - Oak International Real Estate (Milan)

## Experience

### ● Partnership Sales Executive

Glovo (Milan) | Feb 2022 - May 2023

Build long-term relationships with key decision makers to achieve performance goals in line with brand values. Handle all requests and needs coming from clients. Be the main point of contact, maintaining accurate client records through a pipeline management. Negotiate, trading terms and conditions, close contracts in order to develop existing and new partnerships. Collaborate with the marketing area to define a proper omnichannel and service promotion strategy. Analyze and develop new business opportunities and work closely with other departments (Marketing, Operations and CRM). Monitor and analyze business results based on assigned sales target planning.

### ● Real Estate Manager

Santo Stefano Immobiliare (Bologna) - Oak International Real Estate (Milan) | Jan 2015 - Feb 2022

Handle multiple properties, projects, clients and manage contractual obligations and key deadlines (lease's expiration or renewal, rent review, tax regulations). Property finding and tailor-made consulting for potential buyers. Manage the negotiations with the landlords, tenants and third parties. Participate in meetings with key people inside the deal (e.g. construction management company, architect, lawyer, project managers); Maintain an up-to-date knowledge of real estate market trends and relevant regulations. Build and maintain trusting relationships with investor clients.

### ● Junior Account

Hibo digital creative agency (Bologna) | Jan 2014 - Jan 2015

Event management assistant for Ferrari brand. Manage channel content creation for Jeep brand, assisted in online and offline marketing activities. Brand communication strategy.

### ● Trainee Legal&Compliance

Automobili Lamborghini S.p.a. (Sant'Agata Bolognese) | Sep 2011 - Jul 2012

Support and read sponsorship contracts and image rights. Support and review of privacy, compliance and administrative documents. Reading of contracts and all administrative and corporate document.

## Education & Training

2021

### ● Sole 24ore Business School

Executive Course in Marketing and Digital Communication,,

- 2014 ● **University of Bologna**  
Master I Level in Corporate Law and Legal advisors,,
- 2013 ● **Kaplan International School of London**  
Course in General and Business English,,
- 2009 - 2012 ● **University of Bologna**  
Bachelor of Economics,