



# SELVAGGIA FAGIOLI

*Innovation Change Maker*

## PERSONAL PROFILE:

I'm a Strategy Advisor, supporting both founders and professionals in defining their business model and SMEs reaching operational excellence to deliver customer value output within their C-suite.

I specialize in Marketing Strategy and as a certified Scrum Master, I lead companies through their Business Agility journey and Business Process Improvement.

I'm also a representative of Manageritalia Executive Professional and a core member of the U.lab Hub Rome.

## CERTIFICATIONS:

- 2021 - Scrum Master Certified (SMC), SCRUMStudy
- 2020 - Startup Expert, POLIHUB - INNOVATION PARK & STARTUP ACCELERATOR
- 2018 - A.C.E.A. (Advance Certification for EA), BMTG
- 2017 - Ch. Professional M. B. A., AIMBA

## CONTACT DETAILS:

M: +39 351 1624463  
E. [selva@execstarpro.com](mailto:selva@execstarpro.com)  
W. [www.execstarpro.com](http://www.execstarpro.com)  
LinkedIn: [@selvaggiafagioli](https://www.linkedin.com/in/selvaggiafagioli)

## CAREER BACKGROUND:

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### CO-FOUNDER & COO

*The Assistant Academy*

The Assistant Academy is an experiential and strategic training program created to support office staff or those who manage a pool of people (consultants or EAs) and need to improve their organizational and technological skills. We help companies to reduce complexity, simplify internal processes and improve information flows, increasing the performance of the hybrid team: in presence and remote

### STRATEGIC ADVISOR | STARTUP MENTOR

*ExecStarPro*

I support startups from the idea assessment to the first years of a new company life (pre-seed, seed, early-stage). I've assisted startups (B2B, B2C, C2C) in fields like fashion-tech, fintech, e-commerce, art, marketplace, medical, HR. I'm a certified Polihub mentor and a coach of Startup Geeks (the largest startup founders community in Italy).

## ACADEMIC HISTORY:

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### MIP-POLITECNICO DI MILANO

2019 - *Entrepreneurship Innovation & Start Up*

2016 - *Executive M.B.A.*

### UNIVERSITÀ DEGLI STUDI DI PERUGIA

2006 - *Master Degree "Esperto in Cultura d'Impresa"*

2003 - *Degree in Foreign Literatures and Languages*

## PORTFOLIO:

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- SAP Rollout
- Design Sprints
- BPR - Business process re-engineering
- Change Management
- Marketing Intelligence
- Corporate Strategy
- ICT Strategy
- Customer Experience
- Theory U Lab Prototyping
- Team objectives and alignment workshops
- Startups Hackathons
- Open Innovations Projects

## PROFESSIONAL SKILLS:

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- BUSINESS PLANNING
- MARKETING STRATEGY
- STRATEGIC PLANNING
- BUSINESS MODELLING
- PROJECT MANAGEMENT
- TIME MANAGEMENT
- BUSINESS PROCESS MANAGEMENT