



# Davide Musco

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## WORK EXPERIENCE

01/10/2023 - 15/01/2026 - TORINO, ITALY

### PROJECT MANAGER - CLIENT ACQUISITION

Aidify per IDT Spa, Torino, Ottobre 2023 - Ottobre 2024

Pipeline enterprise, demo C-level, reporting avanzato per forecast accuracy.

- TORINO, ITALY

### HEAD OF SALES & MARKETING 17/10/2024 - 31/03/2025

Direzione strategica sales e marketing, gestione team SDR di 15 professionisti, incremento del 35% nei qualified leads, implementazione KPI tracking e outbound multicanale.

### PROJECT MANAGER - SALES OPERATIONS 15/12/2020 - 15/09/2025

BDroppy per IDT Spa, Torino, Dicembre 2020 - Ottobre 2024

Gestione team di 12 professionisti, strategie outbound con ROI +250%, CRM automazione, playbook sales con +40% response rate.

## EDUCATION & TRAINING

15/09/1997 - 30/06/2002 - TORINO, ITALY

### DIPLOMA IN TECNICO DI LABORATORIO CHIMICO BIOLOGICO- ADA GOBETTI MARCHESINI

Level in EQF: 1

## LANGUAGE SKILLS

Mother tongue(s): **ITALIAN**

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	C1	C1	C1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user

## SKILLS

Microsoft Office | Microsoft Excel | Social Media | Microsoft Powerpoint | business processes | sales strategies | Organizational and planning skills | Good listener and communicator | Project/Program management | Motivated

## CERTIFICATIONS

01/09/2025 Google

**Certificazione Google Analytics**

01/09/2025 Alison Institute

**Diploma in Project Management**

01/09/2025 Google

**Google Ads - Measurement Certification**

01/09/2025 ILearn Innovative Learning

**KanbanLearn Kanban Awareness Certified**