



UNIVERSITÀ
DEGLI STUDI
DI PADOVA

*d*SEA

Guide: how to write a correct and effective CV



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Opening time: every morning from 8.00 am to 14.00 pm		

Our Delegate: Prof. Diego Campagnolo, Prof. Thomas Bassetti



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Is this a good CV?

97% compatibile 19/09/1998 BARI 23 stag

Laureato all'Università degli studi di Bologna in Economia Aziendale, frequento il Master Science in Entrepreneurship and Innovation all'università di Padova. Sono una persona fortemente creativa e curiosa, desiderosa di mettersi in gioco in un ambiente di lavoro stimolante. Appassionato di Storia, Geopolitica e Start-up. Attualmente sono alla ricerca di un tirocinio/stage in azienda, nell'ambito del Marketing e della Strategia, dove applicare le competenze acquisite.

Episodi: Formazione

- 1 MS in Entrepreneurship and Innovation (A.A. 2021/2022)
Durante questo percorso formativo ho sviluppato competenze analitiche e comunicative da applicare in un contesto innovativo, specialmente start-up. I temi di maggiore interesse sono stati Relational Marketing e Value chain.
- 2 Laurea triennale in Economia Aziendale (A.A. 2018/2019 - 2020/2021)
Mi sono laureato all'Università degli studi di Bologna il 16 settembre 2021. In questo percorso formativo, ho appreso le conoscenze economico-aziendali, gli strumenti di analisi e le capacità critiche necessari a operare con successo nella funzione manageriale e gestionale d'impresa, oltre che competenze strategiche e di marketing. Le materie che mi hanno appassionato maggiormente sono state Strategia d'Impresa, Marketing e Logistics and Operations.

Episodi: Esperienze professionali

Stagione 2

- 1 Agente di Vendita presso Apulia s.r.l. 57min
Apulia s.r.l. è un'azienda che si occupa principalmente di servizi digitali (internet e tv via cavo). In questo ruolo ho ricoperto il ruolo di agente responsabile per la vendita di servizi digitali. Mi occupo di accogliere i clienti, capirne i bisogni, consigliare i prodotti più adatti e seguirli nel post-vendita.
- 2 [Illegible] 58min
In questo stage, da luglio 2016 ad agosto 2017, ho lavorato come agente di servizi di spedizioni doganali. Le mie principali responsabilità sono: riordino, archiviazione fatture e gestione della corrispondenza. Grazie ad esse ho sviluppato competenze in team work e lavorare in squadra.

75% compatibile

Altre esperienze:

- Arbitro di calcio, tesserato AIA, della sezione di Bari dal 2015 al 2018, esperienza interrotta a causa di un infortunio.
- Qualità acquisite:
 - Gestione della pressione.
 - Decision-making.
 - Leadership.

83% compatibile

Profilo LinkedIn

AutORIZZO il trattamento dei miei dati personali presenti nel cv ai sensi del Decreto Legislativo 30 giugno 2003, n. 196 "Codice in materia di protezione dei dati personali" e dell'art. 13 del GDPR (Regolamento UE 2016/679).



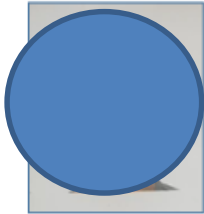
Curriculum Vitae

Sabino Curci

STUDI

INFORMAZIONI PERSONALI

[Redacted]



[Redacted]

Sesso Uomo
Italiana

[Redacted]

ESPERIENZA PROFESSIONALE

DAL 01/08/2021 AL 30/08/2021

BAGNINO presso lo stabilimento balneare "Bagni Traiano" di Ditrani Grazia sito in Margherita di Savoia (BT), Via Traiano nr. 1.

DAL 18/12/2019 AL 28/02/2020

TIROCINIO FORMATIVO presso "Bagni Traiano" s.a.c." sito in Trapani (TP), Via Traiano nr. 1.

DAL 01/08/2019 AL 30/08/2019

BAGNINO presso lo stabilimento balneare "Bagni Traiano" di Riondino Maria sito in Margherita di Savoia (BT), Via Traiano nr. 1.

DAL 01/06/2014 AL 30/08/2014

BAGNINO presso lo stabilimento balneare "Bagni Traiano" di Ditrani Grazia sito in Margherita di Savoia (BT), Via Traiano nr. 1.

LUGLIO 2022 (data prevista)

LAUREA MAGISTRALE IN ENTREPRENEURSHIP AND INNOVATION
Laurea Magistrale in corso di ottenimento presso l'Università degli Studi di Padova con media voti attuale di ventisette/27.

18/2019

**TRIENNALE IN ECONOMIA AZIENDALE
E IN INNOVAZIONE DELLE AZIENDE E MANAGEMENT**

Laurea conseguita presso l'Università degli Studi di Foggia con media voti attuale di nove/110.
Partecipazione al progetto Erasmus dal titolo "Il Project Financing: dai progetti di investimento al finanziamento delle imprese" presso l'Università di Padova e l'Università di Foggia.

2016

DIPLOMA DI MATURITA' LINGUISTICA

Diploma Linguistico con votazione settanta/100 presso il Liceo Scientifico "A. Moro" di Margherita di Savoia (BT) sito in Via Varvitelli nr. 1.

02/2020 AL 15/06/2020

INNOVATION SCHOOL

Partecipazione all'esame di lingua inglese livello B2 ai fini del conseguimento del First English Certificate previsto in data 27/06/2020.

AL 31/01/2019

PROGETTO ERASMUS

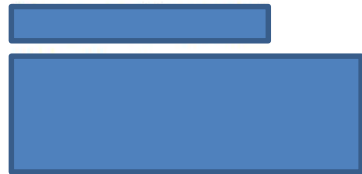
Partecipazione al progetto Erasmus dell'anno accademico 2018/2019 presso l'Università degli Studi di Foggia presso "Haute Ecole de la province de Liège" (Belgio).

15/09/2021 AL 15/02/2022

PROGETTO ERASMUS

Partecipazione al progetto Erasmus dell'anno accademico 2021/2022 presso l'Università degli Studi di Padova presso "Ruhr University Bochum".





Obiettivo

Sviluppare conoscenze e competenze necessarie per la progettazione, controllo, progettazione di business plan e gestione dei progetti.

Rivolgere particolare attenzione ai sistemi di misurazione della produttività e alle opportunità che potrebbero presentarsi con particolare interesse per le PMI.

Istruzione e formazione

2019 - 2022 Laurea triennale in Economia.
Dipartimento di Scienze economiche e Aziendali "Marco Fanzani"
Università degli Studi di Padova.
Percorso: "Amministrazione, finanza e controllo"
Votazione finale: 107

2014 - 2019 Diploma di maturità scientifica.
Liceo Scientifico P. Levi, Badia Polesine
Votazione finale: 81

Competenze informatiche

Software Microsoft Office: buona conoscenza
Sistema Windows: buona conoscenza
Linguaggio Html, Css: buona conoscenza

Esperienze lavorative

Stage: Aprile 2022-Luglio 2022
Azienda: Zhermack s.p.a.
Settore: HSE
Mansione: Hse, amministrativa
Mi sono occupato di: familiarità con l'uso di software aziendali come SAP e Q-81.
Mi sono occupato di: medicina del lavoro: organizzazione visite mediche di entrata-uscita personale, attività legati alla sicurezza e salute dei dipendenti, gestione appuntamenti, risultati nel database dedicato

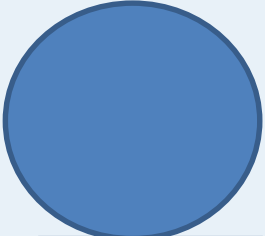
... cintura nera 2° DAN


... linara

Autorizzo il trattamento dei dati personali contenuti nel presente curriculum vitae in base all'art. 13 del D. Lgs. 196/2003 e all'art. 13 del Regolamento UE 2016/679 relativo alla protezione delle persone fisiche con riguardo al trattamento dei dati personali










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HOBBIES



TECHNICAL SKILLS

- Microsoft Office
- Integrated management software package
- Adobe Premiere Pro
- Final Cut Pro
- Python (beginner)

LANGUAGES

Arabic
Native

French
C1

English
C1

Spanish
A2

Italian
A2

I hereby authorize the use of my personal data in accordance to the GDPR 679/16 - "European regulation on the protection of personal data"

GOAL SETTINGS

Motivated and Excited to learn and develop new skills. Always willing to go the extra mile to help others and to achieve goals.
Seeking a **challenging and dynamic** position to get hands-on experience gaining competencies and capabilities from a well-known firm.

Academic BACKGROUND

UNIVERSITY OF PADOVA , ITALY
MASTER OF BUSINESS ADMINISTRATION (MBA) 2021- present

- Management, Taught in english
- Main focus on developing skills for business development, Market analysis, Financial analysis and forecasting and

National School of Business and Management, MOROCCO
MASTER of Financial management and auditing 2021-Graduated

- Master of financial management and auditing 2021- Graduated
- the Master program focused mainly on Financial Analysis and Forecasting, Accounting, Auditing and Portfolio Management.

LALLA AICHA High School
High School Diploma

- Major: Economics and Accounting

CAREER DEVELOPMENT

Tax officer Intern, KPMG, Morocco, Feb 2021- JUN 2021

- Day to day administration of tax evaluations
- Carrying out out agency work for other departments
- Making sure he right amount of taxes is being paid
- Adhere to tax professional standards and ethics in tax assistant functions

Junior Financial Analyst Intern , Exchange office, MOROCCO-June2018-AUG 2018

- Perform financial forecasting and reporting
- Analyse past results, perform variance analysis identify trends, and make recommendations
- Creating and maintaining personal files for all officers in the Moroccan Exchange program

Development Officer intern ,Oued Fés, MOROCCO, June 2017-Aug 2017

- Prepare fundraising plans and strategies
- Perform research and prepare revenue projections
- Ensure adherence to annual development plans and objectives
- Develop and maintain relationships with donors

PROFESSIONAL EXPERIENCES

Treasurer,Help with no limits association,Morocco, MOROCCO, Sep2019-Jan 2021

- Working closely with other members of the board over financial management strategies
- Setting up funding, fundraising, and sales
- Banking, bookkeeping and record keeping

Entrepreneurship Trainee, Injazz, Morocco, Sep 2015 – June 2016


- Set up a new company with a mission statement
- Making strategic decisions and operational processes
- Attend to clients and perform all duties related to the development of the company

SKILLS

- Financial Analysis
- Project Development
- Business Advising
- Strategic planning
- Risk Management
- Leadership

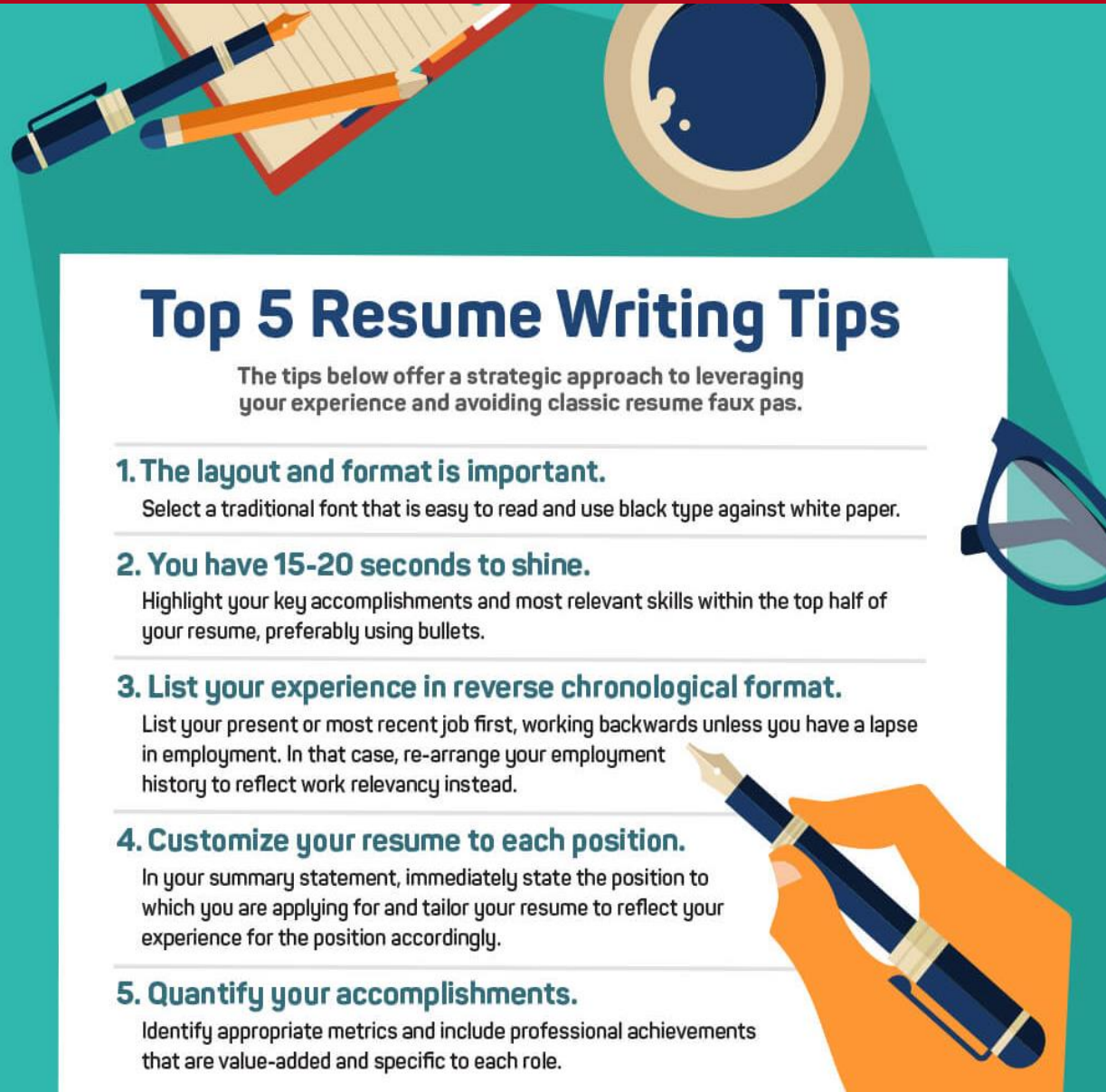
CERTIFICATE

- GMAT : 730/800
- Career Coaching Lab



Your resume/CV needs to be:

- Professional
- Polished
- Effective
- Consistent,
- Concise
- Correct
- Clear
- Easy to read



Top 5 Resume Writing Tips

The tips below offer a strategic approach to leveraging your experience and avoiding classic resume faux pas.

- 1. The layout and format is important.**

Select a traditional font that is easy to read and use black type against white paper.
- 2. You have 15-20 seconds to shine.**

Highlight your key accomplishments and most relevant skills within the top half of your resume, preferably using bullets.
- 3. List your experience in reverse chronological format.**

List your present or most recent job first, working backwards unless you have a lapse in employment. In that case, re-arrange your employment history to reflect work relevancy instead.
- 4. Customize your resume to each position.**

In your summary statement, immediately state the position to which you are applying for and tailor your resume to reflect your experience for the position accordingly.
- 5. Quantify your accomplishments.**

Identify appropriate metrics and include professional achievements that are value-added and specific to each role.



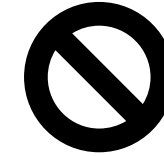
Elements to be included



- NAME AND CONTACTS
- PROFESSIONAL PICTURE OF YOU
- PROFESSIONAL GOAL(S)
- EDUCATION
- WORK EXPERIENCES
- DIGITAL SKILLS
- LANGUAGE SKILLS
- SOFT SKILLS
- LEGAL AUTHORIZATION
- YOUR SIGNATURE



- ✓ **Double check your contact information**
- ✓ **Be creative**
- ✓ **Keep it short**
- ✓ **Be honest**
- ✓ **Have a motivational letter ready to go**
- ✓ **Check the spelling**
- ✓ **Remember the rule «When in doubt, leave it out»!**
- ✓ **Tailor-made information**
- ✓ **Personalized layout**



- ⊘ **NO unnecessary information**
- ⊘ **NO personal information such as: height, , weight, marital status, children, religion, political affiliation**
- ⊘ **Don't be boring**
- ⊘ **Avoid typos, grammar and spelling errors as well as any style inconsistencies**
- ⊘ **Don't use too many graphics**
- ⊘ **Avoid resume longer than 2 pages**
- ⊘ **Do not lie about your skills**
- ⊘ **Don't use Europass model if it is not requested**



Photo

Personal Data

Hobbies

Your skills

GDPR Authorization



CV Template Preview showing sections: Name and Surname, Personal Data (brih, location, phone +39, email @gmail.com, LinkedIn https://www.linkedin.com/in/), HOBBIES (golf, camera, books, music, film), SKILLS (Creative Training, Collaboration, Communication, Mediations, Office Suite, Relationship Building), LANGUAGES (Italian - Native, English - Advanced, Spanish - Intermediate, Chinese - Base), and a GDPR Authorization footer.

GOAL SETTINGS

- Motivated and personable achiever with **strong theoretical background** ensured by the highest honor in the University path.
- Seeking a **challenging and dynamic** position to get hands-on experience gaining competencies and capabilities from a well-known firm.

EDUCATION

MA in Business Administration 110/110
Padova University - taught in English
Thesis: "The Role of Dynamic Capabilities for International Companies exploiting opportunities originating from Turbulent Environment".
Relevant Coursework:

- Business Plan**
Multidisciplinary group seminar exploring a potentially profitable business idea and developing an appropriate strategic plan.
- International Marketing**
Marketing research for creating and implementing marketing strategies on foreign markets at different levels of economic and socio-cultural development.
- Intercultural Management**
National cross-cultural effects on Organization, behaviour and managerial processes.
- Organization Development and Behavior**
Organizational design for firms complemented with teamwork, decision making, leadership, change management and negotiation topics.

2014 - 2018 **BA in Economy and Finance**
Bicocca University

WORK EXPERIENCE

Jan 2021 - Actual
Junior EMEA Demand Planner for Kering Eyewear - Padua
Daily Tasks

- Sustain implementation and maintenance of the main KPIs
- Review historical trends to prepare FCST data
- Proactive support the improvement in customer service and simultaneously reduce finished products inventory
- Support the global S&OP process

Jun 2020 - Sep. 2020
Junior Commercial Area for BB group & trading Apparel & Fashion - (RC)
Daily Tasks:

- Restoration of detective products
- Assistant to sales agents
- DDT tracking
- Show Room collection fitting.

2016 - 2019 Photographer assistant for fashion editorials
Published in VULKAN, The Atlas and Kaltblut magazine.

2014 - 2018 Karate trainer at ProPatria 1883 - Milan.

INTERNATIONAL EXPERIENCE

- Warszawa 2020** - 6 months Erasmus Program
- Guanzhou 2019** - 2 Weeks International Summer Program
- Toronto 2018** - 2 months for studying/working
- Paris 2015** - 13th European Karate Championship
- London 2015** - 2 months for studying
- Turkey 2014** - 12th European Karate Championship
- Dublin 2014** - 3 months and a half for studying

CERTIFICATE

- Cambridge FCE (B2)
- 3rd Karate Dan
- CopyrightX Oxford University



Goal(s)

Education

Work Experience

Accomplishments



[Link to some free formats to use](#)

[Free Resume format in Balance Career](#)

[Project your CV with Canva](#)

[Free CV Templates in Microsoft Word](#)



Professional goals

In the upper part of your CV you are supposed to explain to the recruiters which **courses, themes, topics interest** you the most among those studied at university.

After exposing your technical passions and strengths, explain briefly if you are **available for internship or job opportunities** and in which **professional field(s)**, depending on your academic preparation.

Third, you're not supposed to describe generical aspects of your personality: you'd better focus on those **soft skills** or **technical skills** useful in a working environment.



Under Education Section, make sure to list the experiences starting from the most recent one:

- ✓ Correct Title of Degree
- ✓ Correct University name,
- ✓ city
- ✓ GPA

For each point out:

- ✓ the main courses of interest
- ✓ projects and Case Studies
- ✓ Erasmus experiences
- ✓ honors and Awards
- ✓ certifications



The education section can be moved to the bottom of your resume only once you get your first job after graduation.



How to highlight your WORK EXPERIENCES ?

List the Details about work/internship experiences.

Make sure to include

- the name of the company
- location
- dates of employment
- your role and responsibilities





How to highlight your LANGUAGE AND DIGITAL SKILLS ?



Language Skills

to explain your language level use the six CEFR levels: A1, A2, B1, B2, C1 and C2 (highest).

They are widely accepted as European standard for grading an individual's proficiency

Insert language certifications if owned



Digital Skills

Include any computer systems, software, program language or apps, particularly if they are related to the position for which you are applying



Top 20 Skills to Have On Your Resume

SOFT SKILLS

1. Problem-solving
2. Critical thinking
3. Flexibility
4. Communication
5. Teamwork
6. Organization
7. Creativity
8. Emotional intelligence
9. Attention to detail
10. Responsibility

HARD SKILLS

11. Computer software
12. Design
13. Data analysis
14. Negotiation
15. Mathematics
16. Project management
17. Marketing
18. Administrative
19. Writing
20. Foreign languages



Authorization of Personal Data treatment

Please note that in all European Countries **it is mandatory** to give consent to third parties to treat your personal data. This is necessary naturally in case you apply for a position.

Without your explicit consent, none of your applications will be taken into consideration.

You're supposed to write, at the bottom of your resume, that

in compliance with the General Data Protection Regulation UE679/2016 and with Italian Legislative Decree no. 196/2003 I hereby authorize you to use and process my personal details contained in this document

Insert it along with **Place, date and signature** at the bottom of your CV



NB: if Authorization is missing, we can't share CV with companies



Do you want to show us your cv?

Do you have a job interview and
you don't know if your cv is okay?



Would you like to receive some
suggestions for improving it?

Do you need to send applications?

Write to stage.economia@unipd.it

How to do it: write an email with your CV attached and your requests. You can receive a specific advice on your CV !!!