

# Davide Lavecchia

+39 377 3073 809

lavecchia@doceo-ecm.it

www.linkedin.com/in/davide-lavecchia/

Biella, 30th December 1987



Company director with more than 5 years of experience in professional training. I am extremely interested in Human Resources management and I am willing to learn skills that are not necessarily connected to my job. I am pro-active, assertive, resolute. I like to get involved in new projects and to work in a team. During my self-employed career, I was able to develop my management and communication skills and learn how to work independently.

## Experience

MAY 2022 – FEBRUARY 2023

**Global Education Manager/Medacta International SA, Via alla Rossa 6, Rancate, Switzerland**

As a member of the M.O.R.E Institute I was in charge to organise and supervise the educational activities in all the 12 branches of the Company managing speakers, laboratories and logistics of instrumental sets. Education is such a pillar for the company and it is used constantly as marketing strategy to promote Company's portfolio. This strategy needs to be constantly monitored and I was in charge to analyse activities results in terms of adoption rate, conversion time of new customers, abandon time and its causes. The high volume of datas pushed me to develop, in collaboration with IT department, a visual analysis model (with PowerBi) that simplified the lecture of KPIs and branches' trend in a way to make a better distribution of the budget.

*Main tasks*

- *Management and organization of international medical education and corporate training events in 12 countries, relationship development and management of the faculty of medical education events*
- *Collaborating with KOLs, marketing and sales counterparts and key Stakeholders to update content and to drive/cultivate peer to peer engagement that reduces learning curve for customers;*
- *Periodic reports and statistics regarding medical education events, KPI, Adoption Rate and budget analysis*
- *Developing, implementing and managing training curricula that facilitates clinical, technical, confidence and proficiency in independent use of the Company's portfolio*
- *Supervision of international medical education events, ensuring the respect of international standards and best practices*

JANUARY 2017 – TODAY

**Company director-CoFounder/Doceo S.r.l., Via Liutprando 3F, Pavia, Italy**

For the past five years, I have been responsible for taking care of and increasing the number of customer relationships (B2B and B2C) in the whole country. I have developed new training programmes with the help of the technical and scientific committee. At the moment, the Company has several thousand clients and counts more than two hundred dispensed training programmes, some of which are the result of a partnership that has been established and strengthened over time with National and International Institutes (e.g. The University of Pavia and the European University of Madrid), Hospitals and Local Health Authorities, which entrust the continuous professional development of their employees to Doceo. The strong incentive to the digitalisation which occurred in the last few years, allowed me to work in close contact with the IT team. I managed to automate some of the recurring activities, which allowed Doceo to reduce time and business costs.

*Main tasks:*

- *Management of the training plan from an economic and organisational point of view (for teachers, collaborators and IT specialists)*
- *Revision and approval of the annual training plan*
- *Relationship management (Partner Companies, B2B clients, Public Authorities)*
- *Sponsorship stipulations: activation and renewal of the agreements with Universities and the main national associations and organisations*
- *Consulting services and support to the IT team for the development of new company software and corporate web services*

- *Financial statements approval; relationship with the accounting department*

MAY 2018 – JANUARY 2019

**Event planner/Biolife S.r.l., Via Nino Bixio 8 - Novi Ligure, Italy**

I have participated in a Team Experience for a project consisting in the development, restyling and reselling of BellitaliaBio® trademark (property of Biolife S.r.l.). This role allowed me to use my management skills: planning and organising the marketing events of the new trademark in different cities in Northern Italy (e.g. “Artigiano in fiera” – Nuovo polo fieristico, Rho-Però).

DECEMBER 2015 – JANUARY 2017

**Quality manager-CoFounder/Doceo S.r.l., Via Liutprando 3F, Pavia, Italy**

My responsibilities included managing and overseeing the national and regional validation process of the newborn education company Doceo Srl. I managed to achieve and maintain the ISO 9001:2015 Certification (IAF 37 - Planning and supply of Professional Education Services).

Main tasks:

- *Planning, analysis and check of the annual training plan*
- *Management of the educational activities on the ECM-CPD Web Platform , start up and final report of the events*
- *Assessment and selection of teachers*
- *Enrollment and customer relationship management (about 400 new students every year)*
- *Update/review of the Quality Manual, creation of the ISO set of forms*
- *Inspection of classrooms and meeting rooms to verify if they are up to standards in terms of security (security and prevention manager Mod. A,B)*

DECEMBER 2010 – DECEMBER 2018

**Physical Therapist/Self-Employed**

I worked as a self-employed physiotherapist in many public and private hospitals in the province of Pavia (ASP Santa Margherita, Fondazione Maugeri, IRCSS Policlinico San Matteo). In 2013-2014, I followed the launch of the rehabilitation centre “Città Studi” in Milan. From September 2011 to December 2018 I held the position of University Tutor in the Degree Course in Physical Therapy at the University of Pavia.

## Languages

**Italian/** Mother tongue

**English/** Reading – C1  
Writing – C1  
Speaking – B2

**Spanish/** Reading – A2  
Writing – A2  
Speaking – A2

## Education

2022

**1<sup>st</sup> Level Master’s Degree TECHNOLOGIES FOR LEARNING AND SKILLS DEVELOPMENT - TASK/University of Rome “Sapienza”**

2021

**Degree in ECONOMICS - MARKETS AND STRATEGIES/Università of Pavia**

2010

**Degree in PHYSICAL THERAPY/University of Pavia**

## IT

Consolidated competencies in Windows OS, Office 365, main email clients ( such as Outlook ) and web browsers. I can use customised management software, analytics and data management software (PowerBi, SAS Visual Analytics

2), graphic and video editors (Adobe Photoshop, Wondershare Filmora, OBS), site editor (WordPress), remote screen sharing solutions and e-invoicing applications.

During the last 2 years, to face the lockdown generated by the COVID-19 pandemic , I have actively contributed to the development of the company's e-learning platform (doceo-fad.it) and to a web service solution used to monitor the continuous professional development of health workers (doceo-map.it).

---

In compliance with the GDPR and the Italian Legislative Decree no. 196 dated 30/06/2003, I hereby authorise you to use and process my personal details contained in this document.

Pavia, 4.3.23

Signature  
