

Guido Dalle Rive

Milan, Italy | +39 366 534 0851 | guido.dallerive@gmail.com | [linkedin.com/in/guido-dalle-rive](https://www.linkedin.com/in/guido-dalle-rive)

PROFILE

Commercially driven Bocconi BSc student and UC Berkeley Haas exchange student targeting Sales Development, BDR, Business Development, and Cloud Sales internships in SaaS/cloud. Hands-on outbound experience: hundreds of cold outreach touches, 80+ commercial calls/meetings and proposals, 6 paying clients, 4 pilot accounts, EUR5K+ self-generated service revenue, 1,000+ free SaaS users, and B2B logistics sales exposure. Available full-time from Sep 2026 for 6+ months; EU citizen.

EDUCATION

- Bocconi University** **2023 - Expected Sep 2026**
BSc in Economics and Management (CLEAM) *Milan, Italy*
- Relevant coursework: Marketing, Competitive Strategy, Statistics, Financial Accounting; thesis in progress on AI-assisted software development, business productivity, and software industry transformation.
- Haas School of Business, UC Berkeley** **Jan 2026 - May 2026**
Semester Exchange, Business *Berkeley, CA, USA*
- Coursework: Leadership Communication, Leading Strategy Implementation, Pricing, Public Economics; completed strategy projects on enterprise cloud adoption and institutional communication.

SALES & GROWTH EXPERIENCE

- Gruppo Stante** **Oct 2025 - Jan 2026**
Sales & Marketing Intern, part-time *Como, Italy*
- Supported the commercial team in international logistics and freight forwarding, attending 3 in-person sales meetings with SME and enterprise prospects and observing discovery, negotiation, and relationship management.
- Prepared spot quotations and private-company tender materials, contributing to commercial opportunities worth tens of thousands of euros across spot shipments, sales meetings, and partner contracts.
- Used Zucchetti internal CRM and Excel to support quotation workflows, route-optimization reporting for Poland lanes, correspondent contract negotiations, and the 2026 group marketing plan with the external agency.
- ShoresMedia** **Jan 2021 - Sep 2023**
Independent Outbound Sales & Paid Ads Project *Remote*
- Built a founder-led outbound sales project in the photovoltaic sector; generated hundreds of cold calls/emails, booked Zoom discovery calls, negotiated pricing, and closed 6 paying clients plus 4 pilot accounts.
- Managed full sales cycles from cold outreach to discovery, proposal, objection handling, and close, using repeated testing, sales-book self-study, and post-call learning to improve pitch quality.
- Generated EUR5K+ in service revenue by selling Meta Ads management retainers, typically involving EUR300+/month client ad spend and EUR300-400/month service fees.

SELECTED PROJECTS

- IzyBoard** **2025**
Founder / SaaS Product Builder *Milan, Italy*
- Built and launched a SaaS-style platform for agencies managing Trello workflows, using AI-assisted development, web development, API integrations, automation, and SaaS product design.
- Acquired 1,000+ free users through founder-led distribution, using early traction to refine ICP hypotheses, pricing assumptions, and product-led GTM judgment.
- Enterprise Cloud Positioning - UC Berkeley Haas Project** **Jan 2026 - May 2026**
Berkeley, CA, USA
- Analyzed enterprise cloud adoption and AWS vs. Azure competitive positioning across pricing, integrations, buyer decision criteria, and go-to-market trade-offs; presented strategic recommendations to faculty.
- Personal E-commerce Venture** **2023**
Remote
- Launched an online store and generated EUR3.5K in revenue through product sourcing, digital marketing, pricing, and order-management execution.

SKILLS, LANGUAGES & AUTHORIZATION

Sales/GTM: Prospecting, lead generation, outbound outreach, cold email, cold calling, discovery calls, lead qualification, objection handling, account research, ICP analysis, buyer personas, pricing, negotiation, CRM, client relationship management.
Tools: Salesforce, HubSpot, Apollo, LinkedIn Sales Navigator, Mailchimp, Meta Ads, Google Ads, Google Analytics, Excel, Google Sheets, PowerPoint, SQL, Python, Canva.
Technical: Web development, APIs, AI tools, automation, SaaS product design. Languages: Italian native, English C1, French B1. Work authorization: Italian citizen; authorized to work in the EU.