SIMONE LONGHITANO
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EDUCATION

Aalborg University - AAU — Aalborg, DK
Master of Science in Management Engineering — Aug 2026 - Jul 2028

University of Padua - UniPd — Padua, IT
Bachelor of Science in Management Engineering — Oct 2023 - Jul 2026

- Focus: Management & logistics, business economics, electronics, control theory and data analysis.
- Selected in Mentor&Me, a merit-based mentoring program at the University of Padua

Technical institute C. Zuccante — Padua, IT
High school diploma in Electronics and Electrotechnics — Sep 2018 - Jul 2023

- Placed top 50 nationwide in the STMicroelectronics competition, developing a remote-controlled boat equipped with sensors, designed PCBs and developed an integrated PID controller system.

PROFESSIONAL EXPERIENCE

Jysk — Marcon, IT
Sales and warehouse assistant — Mar 2026 - Aug 2026

- Managed a 800 sq.m warehouse, overseeing the inbound and outbound logistics of approximately 25 pallets per week and ensuring full alignment between physical stock and SAP ERP system data.
- Handled direct customer relations, leveraging cross-selling and up-selling techniques to maximize transaction value and contributing to a 15% increase in store revenue compared to the previous year.
- Collaborated with team members and the Store Manager to improve overall store efficiency, optimizing warehouse-to-shelf replenishment, stock logistic and daily operational lead times.

Freelance Web Designer and Developer — Venice, IT
Designed and develop 15+ websites for companies and professionals - Website — Mar 2024 - Present

- Conducted initial client consultations to translate business requirements into tailored technical quotes and project estimates.
- Published 15+ responsive websites using WordPress, HTML, CSS, and JavaScript; engineered custom operational workflows that saved client an average of 4 hours per week.
- Managed clients Google Business Profile, analyzing organic search performance and engagement metrics to drive growth reaching over 10,000 organic views for key clients.
- Engineered a tailored CRM centralizing data from web and social platforms to optimize lead organization and enable end-to-end sales pipeline management of €5k-€80k deals.

Catering Services - Food and beverage — Venice, IT
Working as a waiter at private and public events — 2022 - 2025

EXTRACURRICULAR

Scout Member (Spejder) — Marghera, IT
Active member of a Scouts Association — 2012 - 2024

- Coordinated a group of 5 youths over a 3-year period, ensuring environmental respect, safety, and team cohesion during 14 days outdoor trips.

Volunteering — Marghera, IT
Volunteer at a cooperative for people with disabilities — 2021 - 2024

SKILLS

- **AI adoption**: Used various LLMs to accelerate data analysis, coding, and workflow optimization.
- **IT**: Excel, Microsoft 365, Wordpress, SAP, Matlab, Minitab.
- **Programming languages**: C, CSS, HTML, JavaScript, Python.
- **Languages**: English (C1), Italian (native language), Spanish (B1).
- **Interests:** Economics and Geopolitics, Energy Markets, Power-to-X, Decarbonization, Hiking, Reading.