

RICCARDO AMATO

Project Manager | Growth & Strategy Specialist


 [Riccardo Amato Profile](#)



Milan, Italy



EDUCATION

- **SDA BOCCONI Milan, Italy**
Master in Strategy & Entrepreneurship 2024 
- **Niels Brock Executive Copenhagen, Denmark**
International Business Program 2023 
- **University Niccolò Cusano Roma, Italy**
Economics global markets and digital innovations 2020 - 2022 
- **University Niccolò Cusano Roma, Italy**
Business Economics and Management 2016 - 2020 

CERTIFICATES

- Certificate ICDL Base (Spreadsheets e Word Processing)
- Certificate ICDL Essentials (online Essentials e computer Essentials)
- Certificate ICDL Using Database
- Certificate ICDL standard (ICDL base, Presentation, Using Database e Online Collaboration)
- Certificate virtual reality and the Metaverse: technologies, applications and legal aspects

LANGUAGE

- Italian Mother tongue
- English C1

CORE COMPETENCIES

Leadership, effective communication, strategic thinking, results-oriented mindset, stress and deadline management, problem solving, adaptability and flexibility, commercial awareness (sales mindset), organizational skills, analytical thinking.

PROFILE

Project Manager with a strong background in strategy, business management and sales execution. Proven experience in leading complex projects across digital, marketing and operational domains. Skilled in managing cross-functional teams, planning, and delivering results on time. Strong commercial mindset: confident in building client relationships, working towards KPIs, and actively contributing to revenue growth. Analytical, result-driven, and well-versed in agile methodologies.

WORK EXPERIENCE

Nylance

Milano - 2023 to 2025 

Project manager

- Spearheaded the launch of Nylance, a platform connecting 450+ vetted freelancers with European B2B clients.
- Orchestrated the full product lifecycle, from ideation and UX/UI development to MVP validation and go-to-market execution.
- Coordinated a distributed team of 35+ professionals across development, marketing, and sales.
- Adopted Agile practices, implementing two-week sprints and daily stand-ups, resulting in a 95% on-time delivery rate.
- Conducted competitive benchmarking on 10+ global platforms and built scalable onboarding flows aligned with business OKRs.

Riccardo Amato Agency

Milano - 2020 to 2025

Project Manager



- Directed 38+ digital marketing projects across sectors including healthcare, retail, food, and beauty, achieving significant brand and revenue growth.
- Supervised cross-functional teams of up to 12 people, ensuring consistent execution within scope, budget, and deadlines.
- Administered over €150,000 in advertising budgets across Meta and Google, boosting average campaign conversion rates by 61%.
- Enhanced brand visibility for clients by up to 100% through multichannel strategies and optimized brand positioning.
- Designed and refined operational workflows that enabled service delivery to 31 client companies and execution of 457 campaigns within 36 months.

SAGEF Soc. Coop A.R.L

Caltanissetta/Remote 2017- 2023

Project Manager

- Executed 12+ multidisciplinary digital transformation initiatives, improving process efficiency by an average of 17%.
- Structured project scopes and allocated budgets up to €50,000, maintaining full timeline compliance.
- Supervised hybrid teams of 10+ technicians, analysts, and external partners, ensuring accountability and task alignment.
- Achieved a 21% cost reduction by optimizing workflows and integrating automation tools.
- Provided consistent reporting to stakeholders, aligning operational projects with long-term business goals.