

## Data: ML - infra - products

**Giovanni Marelli**

Warschauer Straße, 10243, Berlin, Germany

+39 329 5458xxx / +49 178 3858xxx

marelli@inventati.org, intertino.it, portfolio, blog, book meeting



### Short description

#### Fields

Hands-on experience in data products and infrastructure, fostering cross-functional collaboration across technical, product, and commercial teams. Focused on data-driven decision-making built upon a robust background in statistical analysis, predictive modeling, algorithm design, machine learning, and data/text mining. Successful leadership of complex technical projects in both B2B and B2C environments, proficiently managing remote teams, and actively contributing to talent acquisition and mentorship.

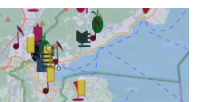
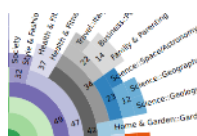
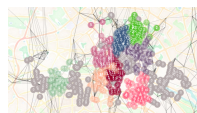
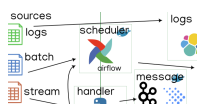
#### Skills

Specialist in optimization problems, productization of ML, personas segmentation, multichannel strategies and driving conversion uplift. 15+ years of coding experience in data proc/viz, cloud/grid computing, web, data warehousing, ETL, front/back end.

#### Personal

Developer by nature on economical self sustainable projects, driven by innovation, novel business models and collaborative working environments. Passionate about story telling and hand crafting, good knowledge of international languages and long coaching experience.

### Work experience



09/22-present **Strategic data consultant/LLM @ lightmeter, booklink** Berlin  
 Consulting early stage start-ups to architect and deliver data infrastructure: storage, interfaces, middlewares, scheduler, messaging, security, redundancy, analytics, BI.  
 Train and implement language models with focus on email outreach.

10/20-07/22 **Director client data services/telco @ afiniti** Berlin  
 Leading the technical implementation of afinti AI solutions for big European clients (telco, banking, media) and managing remote teams assigned to the project: DE, DA, DS, AI, DB admin.  
 Responsible in customer projects: pre-sales, feasibility study, metric design, data reliability, data analytics, performance monitoring, billing, financial reports.

09/19-09/20 **AI lead/mobility @ circ/bird + vay** Berlin  
 Developing a full stack (micro service based) solution for fleet dispatch. The engine defines the most profitable task assignments for the capable agents on the field.  
 Demand forecast and customer patterns. Forecast on telemetry data.

10/17-09/19 **Sr DS/mobility @ motionlogic/Deutsche Telekom** Berlin  
 Interpreting mobile data of 30M users and their mean of transportation, *product owner* for product development of origin-destination matrices, responsible for customer deliveries (mobility, advertising, real estate, commuter patterns). Machine learning, insight highlights and data monetization.

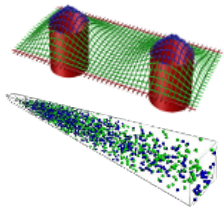
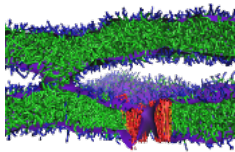
01/16-10/17 **Sr DS/advertising @ Mediamond/Mediaset** Milan  
 Data driven advertising via audience segmentation on a large cross device media network. *Responsible* for target quality and performance, inventory forecast, modeling, data visualization, and business intelligence.  
*Tech consultant* for user profiling built from web logs, CRM data, second party enrichment, semantic engines, and SEO keywording. Representing my company for the big data project of the corporation.

10/14-01/16 **Data scientist/e-commerce @ e-dynamics/Lufthansa** Frankfurt  
 Data driven segmentation of price and ancillary teasers on lufthansa.com. Campaign design, tracking, revenue calculation, reporting and tool concept development.  
 Owner of 30+ A/B tests with 3M certified revenue uplift.

02/13-10/14 **Data consultant/ERP & BI @ dauvi** Tanzania - Brescia  
 Advising SMEs to organize and collect data in their companies, installing cloud based ERP/CRM systems. Setting a geo based rural portal to connect professionals.

06/09-01/13 **Research assistant/biophysics @ uni-Göttingen** Göttingen  
 Developing a parallel high performance c++ suite for Monte Carlo and Molecular Dynamics simulations, OpenGL 3D visualization, ETL, data visualization and reporting for biological oriented questions.  
*Publications:* Influenza Fusion, String Method, Pore Formation.

## Education



Soft skills/workshops

Q3/12

Q3/13

Q1/14

Q2/14

Q1/17

Q2/20

06/09-01/13

**PhD** in physics @*computational biophysics*

uni-Göttingen

Study of protein-induced pore stability via profiled parallel computing on multiprocessor clusters via Monte Carlo and molecular dynamics methods and PDE. Visualization of statistical properties of data and study on membrane morphology transformations.

01/07-03/09

**Master** in physics @*computational biophysics*

uni-Padova

Nanoparticle stability in lipid membranes via molecular dynamics simulations and visualization tools. Parallel code with revision control.

10/02-12/06

**Bachelor** in physics @solid state

uni-Padova

Monte Carlo simulations of ion-defects' diffusion after distribution calculation of sputtering of silicon ions on a silicon lattice.

Tuning of parallel programs

UniHB

**Management consulting & project management**

UniGÖ

ERP setting up and programming

odoo.com

**Entrepreneurship**: market, strategy and business plan

ander35

HackItaly: 48h **app dev**

hfarm

**Aws** training courses

xpeppers

**Entrepreneurship program**: blockchain in pharma

Entrepreneur first Berlin

## Professional skills

**Languages** Professional

**Languages** Colloquial

**Domain Knowledge**

**Management**

**Programming** [github]

*Native*: Italian. *Fluent*: English, German, Spanish

*Intermediate*: French, Portuguese

e-commerce, advertising, multichannel, sales, mobility, IoT, telephony, embedded

agile, OKR, MVP (plan, document, test, monitor), scaling, notion, jira, kanban

**src**/ python, js, c++, c, R, spark, go (*viz*) openGL, Qt, GTK+

**ml**/ tensorflow, keras, sklearn, scipy, caret, pytorch

**ai**/ gan, reinforcement learning, forecasts, predictions, classifications

**www**/ html5, css3, js, d3, react, angular

**server**/ flask, celery, redis, nginx, træfik, nodejs, php

**db**/ SQL, postgresql, cassandra, mongodb, neo4j, elastic (*fs*) hdfs, s3

**dev**/ git, gitlab, svn, CI/CD, pytest, docker

**prod**/ docker swarm, kubernetes, airflow, kafka, presto, terraform

**cloud**/ ecs, lambda, api gateway, athena, redshift, big query

**num**/ numpy, gsl, CGAL, matlab, octave, maple, root (*grid*) MPI, openMP

**bin**/ (*GIS*) qgis (*viz*) mayavi, povray (*CAD/3D*) rhino, blender, cura

**report**/ tableau, tibco, metabase, superset (*ERP/CRM*) odoo

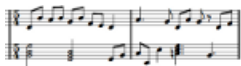
## Further information



10/04

2003-2008

2011-2012



Die Georg-August-Universität Göttingen

Professora Dr. rer. physiol. Dr. h. c. Ulrike Beisiegel

verleiht durch die Mathematisch-Neuroanatomische Promotionschule Georg-August University School of Science (GAS)SS

**Awards for the project viudi.it** 03/13 - on

Fund for supporting cultural and creative ideas

Ideas' competition Valsabbia e Garda

Maker of merit

Regione Lombardia

Comunità Montana ValSabbia

Maker faire Rome

**Volunteer Work**

Visiting the institute João XXIII, Ponta Grossa

Brazil

Italian classes for foreigners @Razzismo stop

Padova

Service @Mittagstisch Sankt Michael

Göttingen

**Hobbies**

Waterpolo, rugby, violin, composing

**Attachments**

Diplomas, certificates, presentation letters