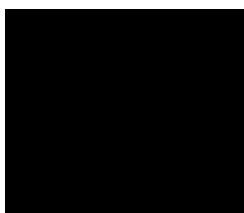


## PERSONAL INFORMATION

ALESSANDRO CINTI



## WORK EXPERIENCE

- June 2021 – ongoing **POSTDOCTORAL RESEARCHER – (Università Politecnica delle Marche)**  
 Business or sector Healthcare Innovation: Network Platforms and ICT tools
- Sept 2023 – Dec 2023 **VISITING PROFESSOR (granted) – (University of Economy UNWE – SOFIA)**  
 Business or sector Innovation; Business Marketing; Customer Relationship Management
- Feb 2023 – May 2023 **VISITING RESEARCHER - (Uppsala University - SWEDEN)**  
 Business or sector International Business Network: Platforms and ICT tools
- Sept 2020 – Mar 2021 **RESEARCHER – (UniAdrion)**  
 Business or sector Policy Innovation: Network Platforms and ICT tools
- 2018-2020 **CHARTERED ACCOUNTANT ASSISTANT – (Studio Associato T&S)**  
 Business or sector Social Cooperatives; Public Local Authorities; SMEs
- 2004-2017 **MARKETING AND COMMUNICATION (Endemol, IOL, Teatro alla Scala)**  
 Business or sector Web Agency; Furniture; Theatre

## EDUCATION AND TRAINING

- Nov 2018- June 2022 **PhD – Management and Law**  
 Università Politecnica delle Marche – Department of Management  
 Thesis title: Needs for innovation in networks: problematizing the role of policy, producer and user addressing AMR issue.
- November 2020 **Chartered Certified Accountant qualification**  
 Università degli studi di Macerata
- Feb 2017- July 2018 **Master's degree – Economics and Management**  
 Università Politecnica delle Marche  
 Thesis title: CRM Systems: Make or Buy? Case study of Veeva (ICT company for the healthcare sector)
- Nov 1998 - Nov 2003 **First Degree – Marketing and Communication**  
 Università degli Studi di Macerata  
 Thesis title: Transactional analysis of diary dialogues

## PERSONAL SKILLS

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	B2	B2	C1

## ADDITIONAL INFORMATION

### Scientific Publications

### Scientific Journal Articles

1. Waluszewski, A., Cinti, A., & Perna, A. (2021). Antibiotics in pig meat production: Restrictions as the odd case and overuse as normality? Experiences from Sweden and Italy. *Humanities and Social Sciences Communications*, 8(1), 1-12.
2. Kulaga, B., Cinti, A., & Mazzocchi, F. J. (2020). The Dark Side of Tourism's Implications on the 2016 Italian Earthquake: Results from a Structural Equation Modeling Study. *Journal of Strategic Innovation and Sustainability*, 15(7), 21-37.

### Scientific Book Chapters

3. **Cinti, A., Temperini, V., & Atzori, F. (2023).** Sviluppo di un nuovo modello di business per l'assistenza domiciliare nella Regione Marche: caso studio MOSAICO. In *Salute e benessere nel post-sisma. One welfare nelle Marche per una programmazione integrata* (pp. 254-269). FrancoAngeli.

### Conference and workshop proceedings

4. Waluszewski, A., Cinti, A. & Perna, A. (2023). The need for new economic models to limit the use of antibiotics for animals. *Uppsala Antibiotic Days 2022*
5. Waluszewski, A., Cinti, A. & Perna, A. (2023). EU POLICY, INDUSTRY AND THE USE OF ANTIBIOTICS FOR ANIMALS. THE ITALIAN OR SWEDISH WAY? In *IMP Conference* (pp. 1-9). IMP Group (online).
6. Ottolenghi, C., Cammarota A., Sabatini, A., Cinti, A., (2022). Exploring the links between CRM and Sustainability: a systematic bibliometric analysis. *Boosting knowledge & trust for a sustainable business* June 30th and July 1st 2022 preconference June 29th 2022 Bocconi University-Milan, Italy Velodromo Building, piazza Saffa Grafton Building, via Roentgen
7. Cinti A., Sabatini, A., Perna A., Carpineti A. e Gregori G. L., *DIS/FUTURE FASHION: Startup e Innovazione del Modello di Business*. Conference: XIX Convegno Annuale della Società Italiana Marketing 2022 "Next Generation Marketing. Place, People, Planet: cooperation & shared value for a new era of critical marketing" At: Salerno, Italy Volume: ISBN: in fase di pubblicazione
8. Cammarota A., Ottolenghi C., Cinti A., Sabatini A. *Linking Sustainability and Customer Relationships Management: a Bibliometric Analysis*. Conference: XIX Convegno Annuale della Società Italiana Marketing 2022 "Next Generation Marketing. Place, People, Planet: cooperation & shared value for a new era of critical marketing" At: Salerno, Italy Volume: ISBN: in fase di pubblicazione
9. Cinti, A., Sabatini, A., Perna, A., & Gregori, G. L. (2021). Exploring CRM adoption from a vendor perspective: initial findings from empirical study. Conference: XVIII Convegno Annuale della Società Italiana Marketing 2021 "Trasformazione digitale dei mercati: il Marketing nella creazione di valore per le imprese e la società" At: Ancona, Italy Volume: ISBN: 978-88-943918-6-2
10. Cinti, A., Perna, A., & Waluszewski, A. (2020). Resistance to change and antimicrobial resistance. Antibiotics as a value adding resource in animal-based food industry network: experiences from Italy (Marche Region) and Sweden. In *The 36th IMP Conference*.
11. Kulaga, B., Cinti, A., & Mazzocchi, F. (2020). The Dark Side of Tourism's Implications: SEM Study of 2016 Italian Earthquake. In *International Conference on Tourism Research* (pp. 121-X). Academic Conferences International Limited.
12. Cinti, A., Sabatini, A. & Gregori, G. L. (2020). Supply chains network during a global crisis: Covid-19 emerging challenges. *Grand challenges: companies and universities working for a better society*, 177.
13. Alostaz, J., Gregori, G. L., Sabatini, A., Cinti, A., Perna, A., Alostaz, F., (2020). New business ventures coping with COVID-19: the case of the MENA region. *Grand challenges: companies and universities working for a better society*, 177.

I certify that the information contained in this CV is exact and true (ex art. 46, DPR 445, 28/12/2000). I authorize the use of personal data, including sensitive ones, under and for the purpose of the Law Decree 196/2003 for the purposes specified in this application notice.

Uppsala, 19th December 2023