



# Francesco Pansardi

## Business Consultant

### About Francesco Pansardi

International marketing executive and entrepreneur with expertise in business development, marketing and sales strategies. Strong experience in the Business-to-Business sector. Proven track record of building products and business units on a global platform. Key competencies in ability to craft effective sales and marketing strategies through market and customer insight, product management, competitive intelligence and strategic partnerships. Long-standing interest in the pharmaceutical industry. Multilingual: English and Italian fluency. US and Italian Citizen. MBA at Columbia University.



### Industries

Furniture: providing custom-made FF&E and Millwork solutions for the high-end residential and hospitality sectors.

Corporate Travel: managing corporate travel expenses. B2B focused. Tour Operator: niche-focused (food, archaeology, special events)

Food & Hospitality: assisting Italian and European companies with their entry strategy and distribution on the US Market

Fashion & Luxury Goods: assisting Italian and European companies with their entry strategy and distribution on the US Market

Private Equity: assisting US investors with deal sourcing and due diligence for what pertains investments in Italy

### Education

COLUMBIA BUSINESS SCHOOL , New York NY

MBA (Master in Business Administration), 2003

Member of the International Honor Society Beta Gamma Sigma for academic achievements

UNIVERSITY OF PARMA, Parma, Italy BS, Business Economics, 1992

