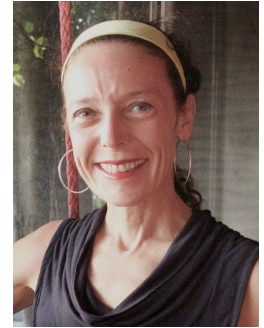


VALENTINA VALLINOTTO



Resume

Personal information <https://www.linkedin.com/in/valentinavallinotto>

First name / Surname **Valentina Vallinotto**

Resident Address 19 Yarmouth Rd #2 Rowayton Norwalk CT 06853

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Contacts Mobile and WhatsApp (US) +1 917-724-4653
Skype: valentina.vallinotto

Nationality Italian US Permanent Resident

Desired position Teacher and Trainer

Professional experience

Jan 2016 - today **Founder and Owner** at v-adventures, Greater NY

As a Wildlife and Conservation passionate, I promote Safaris and Development Projects in Southern and Eastern Africa. I am in charge of the Business Development for the US market for 3 leading Safari and Adventure Travel Tour Operators. Furthermore, I actively promote Adventure Travel in the European Alps.

Jul 2017 - today **Shareholder and Sales & Marketing Director**, at [Ndutu Safari Lodge](#), Tanzania

Global Sales and Marketing strategies, Meetings with the key Tour Operators and DMC, Coordination of all the Social Media activities. Liaise with the Branding Company for the website development and update, and alignment to the Corporate image.

Dec '15 - today **Freelance Change Manager and Trainer**

2018-2019-2020 Continuing Ed Trainer Ridgefield, Westport, and Stamford CT. With my Change Management skills, I keep working as a Consultant on a contract base. I deliver training online (webinars) and onsite, to classes and one-to-one. In 2017 I spent weeks on site both in Guatemala and Haiti, training the local communities (municipalities, first responders, police officers, hospitals, ...) on web-based software for the risk prevention and rescue management in case of natural disasters.

May '11 - Dec '15 **Google Change Manager and Trainer**, at [Revevol](#). Italy, France, and Switzerland

As a certified Google Change Manager and Trainer, I have played a key role in ensuring that the Google Apps projects (change initiatives) meet objectives on time and budget by increasing employee adoption and usage. I have trained in Italian and English, online and onsite, more than 15,000 final users in 5 years.

Mar '00 - Apr '11

Project Manager and Documentation Manager, at [Salmoiraghi SpA](#). Italy

I was responsible for the overall direction, coordination, implementation, execution, control, and completion of specific projects ensuring consistency with company strategy, commitments, and goals. Reference markets were Italy, India, and China. I was also accountable for the Documentation management keeping always updated projects, drawings, datasheets, and manuals.

Education

- 2016 Jul The [Center for Global Enterprise](#) (US): **Africa Platform Management, Strategy & Innovation**
- 2016 Apr [University of Adelaide](#) (Australia): **Project Management**
- 2016 Feb [Berkeley University](#) (CA, USA): **English Grammar and Essay Writing**
- 2011 [Google](#): **Change Management and Training** Delivery Mastery
- 2003 [Politecnico of Turin](#) (Italy), **Mechanical Engineering** Laurea 5-year Master of Science
- 1987 Liceo [Collegio Carlo Alberto](#) (Turin, Italy), **Science and Literature Degree**
Diploma of Maturità - High School level, with 5-years Latin language

Language skills Native Italian. English, French.

Social skills and competences Natural capability to engage with people and empathy, matured during the last years planning and traveling with Guests around the World.

Organizational skills and competences Results-driven and self-motivated, with proven ability to develop and strengthen projects and plans. Possessing excellent communication skills and the ability to establish sustainable and profitable relationships with customers, suppliers, and stakeholders across the World.

IT skills Google Apps Suite (Certified Trainer), Cloud IT, Apple iWork, MS Office, Photo editing (Adobe Lightroom, Photoshop, Apple Photos), Social Media Marketing (Linkedin, G+, Twitter, Pinterest, Instagram, Facebook) Newsletter tools (Mailchimp, ...) and computer literacy in general.

Artistic skills Photography (+ Adobe Lightroom and Photoshop), Cooking.

Other skills and competences Planning African Safaris, Conservancies, Wildlife, Eco-Projects, Outdoor and 4x4 activities. Ski Instructor (Club Alpino Italiano), Mountain Bike teacher for kids. Mountaineering, Running, Diving, Yoga. I have no disabilities. I'm not a US Veteran.

My dream is to develop and boost a web-based Training Platform, accessible to people in developing countries.

Driving licenses Connecticut Driving License. Italian licenses: category A (motorcycles) and B (cars).

