

DAVIDE SONZOGNI

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PROFESSIONAL EXPERIENCE AND ACCOMPLISHMENTS

CUSHMAN & WAKEFIELD SERVICES

Washington, DC

Solution Architect

August 2023-Present

Lead consultative engagement with clients to develop end-to-end service delivery solutions while balancing cost, schedule, and functional and business requirements.

- Devise and execute strategic plan for business development process redesign to improve productivity and revenue growth.
- Serve as liaison among Business Development, Operations, Pricing & Risk, and Solutions Management teams.
- Perform financial modeling, analysis, and forecasting.

GEORGE WASHINGTON UNIVERSITY

Washington, DC

Adjunct Faculty/Lecturer

August 2019-Present

Served as Adjunct Faculty for 80+ MBA courses in Strategy, Public Policy, and Finance.

- Teach Finance and Financial Decision-Making online MBA courses. Topics include financial markets and regulatory systems, financial and cost accounting, financial ratio analysis, financial statement forecasting, capital budgeting, capital structure, investment planning, innovation in the financial industry, and applied business finance.
- Supervise Assistant Instructors.
- Re-designed Finance and Financial Decision-Making courses to create interactive, e-learning experience.
- Received Outstanding Online MBA Faculty Award.

Instructional Assistant

March 2013-August 2019

- Taught Finance, Financial Decision Making, Strategy, and Business Ethics and Public Policy online MBA courses.
- Supervised graduate students on real-world consulting projects. Advised on designing models, developing work plans, selecting analysis techniques, and presenting results.

ANGELS AND ENTREPRENEURS NETWORK (A+E)

Baltimore, MD

Deal Flow Lead

September 2022-April 2023

Venture Research Analyst

December 2021-September 2022

Identified, sourced, and screened startup investments featured by investors Daymond John (The Shark Tank Group) and Buck Jordan (Wavemaker Labs – Next-gen innovation venture capital fund) to a 100K+ community of equity crowdfunding investors. A+E is the recipient of the 2022 Equity Crowdfunding Financial Publisher of the Year Award.

- Conducted investment due diligence on 100+ startups raising capital via Reg. CF/A+ through founder interviews, market research, business valuation, strategic and financial statement analysis, and financial modeling.
- Served as liaison among startup founders, Editorial Team, Legal Department, and celebrity investors' teams.
- Networked with SEC registered investment portals to establish a robust deal flow pipeline.
- Evaluated status of equity crowdfunding and venture capital industry as Advisory Board subject matter expert.

NDP ANALYTICS

Washington, DC

Senior Consultant

September 2013-December 2021

Provided project management, pre-sale support, product development, and public policy strategic advice. Key projects:

- Co-authored flagship report comparing business regulations across 10 U.S. cities, commissioned by the U.S. Chamber of Commerce. Wrote technical appendix to explain methodology to stakeholders. Developed multidimensional scoring system based on World Bank methodology to evaluate and rank ease of starting a business and efficiency of local regulations. Identified areas where reform is needed to improve competitiveness.
- Co-developed concept for regulatory risk evaluation tool to assess impact of U.S. legislation on financial markets and U.S. economy. Performed data analysis to map 100+ products and to segment 70+ competitors, resulting in market gap identification. Assisted Managing Partner in devising project plan, risks, and priorities for product implementation stage. Collaborated with IT team to develop project documentation.

MABEL

Business Development Manager

Washington, DC

October 2008-December 2010

Managed startup for distributor of fine Italian wines in DC, MD, VA, and TN.

- Developed effective strategy to maintain revenue, customer acquisition, and profitability during challenging economic climate, increasing sales by 80% in one year.
- Developed and sustained strategic partnership with local distributor Suprex International. Improved operating procedures and monitored inventory reducing cost by 15%.
- Performed budgeting and financial planning (profit and loss projections, cash flow and balance sheet projections).

MAN – SCAVINO (VOLKSWAGEN GROUP)

Technical Sales Specialist

Milan, Italy

October 2007-October 2008

Supported general manager of MAN Trucks' Northern Italy distributor.

- Collaborated with sales team to understand client requirements, delivered technical sales support, and designed technical and industry specific solutions increasing sales margin by 10%.
- Negotiated final contract terms with equipment providers reducing cost of equipment up to 10%.
- Trained and coached sales department team members to achieve sales objectives.

EDUCATION

Massachusetts Institute of Technology - Sloan School of Management

Online

Certificate, Artificial Intelligence: Implications for Business Strategy

2018

George Washington University

Washington, DC

Master of Business Administration

2012

Polytechnic of Milan

Milan, Italy

Bachelor and Master of Science, Business and Industrial Engineering

2007

VOLUNTEER EXPERIENCE

USCCB Migration and Refugee Services, Dignity of Work Program – Funded by U.S. Department of Justice

Designed and developed online financial literacy series and e-learning videos for human trafficking survivors to build and enhance economic self-sufficiency and empowerment.

Young Leaders of the Americas Initiative - Funded by U.S. State Department's Bureau of Educational and Cultural Affairs

Reviewed and evaluated semifinalists' applications and video interviews for the Young Leaders of the Americas Initiative Professional Fellows Entrepreneurship Program across multiple dimensions: Impact, Business Viability, Commitment to Community, Leadership traits, and Entrepreneurial Experience.

George Washington University MBA Case Competitions

Served as panel judge for project submissions addressing real world challenges faced by sponsor companies.

PUBLICATIONS

"Regulatory Climate Index 2014" U.S. Chamber of Commerce Foundation, April 2014, Pham, Badlam, Sarda, Sonzogni.

"Chinese Companies Investing in Europe: Modern Conquerors or Potential Partners?", WICS Journal, Fall 2012, Vol.6, No.2, p.46-64.

"Financial Analysis and Decision Making: Handbook and Templates", Self-Published, September 2020, Cohen, Sonzogni.