



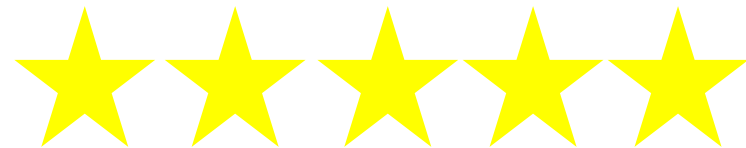
WHO I AM

Maria Avelia De Lorenzis **EMBA 23 (2020-2022)**

Married, 2 sons, live in Monza

Biotechnology Univ degree, 20+ years of experience in Sales & Marketing in international environment, Life Science & Diagnostic market

MY EXPERIENCE @MIB



MY PROPOSALS

To increase the connection within alumni, based on specific interests

To set up **CLUBS based on type of profession or industry** sector that promote discussion and updates on topics related to the profession/industry

Example: set up

- Club of insurance and banking
- Club of pharma & healthcare market
- Club of marketing and communication
- Club of engineering
- etc

that ex-alumni can join based on their interests

To increase the sense of belonging to a peer community

To stimulate the set up of activities within **LOCAL GROUPS** of alumni, especially outside Trieste and Friuli VG and the **sharing of experience/ promote interaction** among groups

Example: set up group of ex-alumni based on region/province; each group sharing with others the activities executed to be copied

To increase the sense of belonging to MIB community

To organize **networking events** for ex-alumni during the MBA presentation tour

Example: at the end of the presentation tour day, organize an apertive inviting ex-alumni and potential future students attending the tour