

## **CYNTHIA CORINA ZAZZARINI**

SENIGALLIA, Italy – Email [c.zazzarini@gmail.com](mailto:c.zazzarini@gmail.com) | Phone +39 351 7409713

### **PROFESSIONAL PROFILE**

Senior Sales Engineer and Account Manager with 10+ years experience in the Industrial Automation market. The areas where I operate since then is Marche Region, Abruzzo Region and Emilia Romagna Region.

### **PROFESSIONAL EXPERIENCE**

**Area Manager, Account Manager and Application Sales Engineer, ESA AUTOMATION - Italy**

October 2023 – ongoing

- I lead and manage the sales activity in my area of competence including accounts, key accounts (i.e. IMA) and distributors.
- I manage customer projects defining specs and facilitating collaboration with ESA's internal technical departments.

**Account Manager and Application Sales Engineer, HIWIN, Italy**

2021 – 2023

**Account Manager and Application Sales Engineer – FESTO, Italy**

2017 – 2021

**International Sales support – MESSERSI' PAGKAGING, Italy**

2016- 2017

**R&D Project Manager / Project Engineer - LOCCIONI, Italy**

2013 – 2016

### **EDUCATION**

**Post Master Degree in Mechatronics and Management**

LIUC Università Carlo Cattaneo

2012-2013

**M.Sc. in Biomedical Engineering**

Politecnico di Milano

2008 – 2011

**B.Sc. in Biomedical Engineering**

Università Politecnica delle Marche

2005 - 2008

## LANGUAGES

Italian – Native

German – Native / Fluent

English – Fluent

Spanish – Basic

French – Basic

## KEY SKILLS

### Technical skills

- Basic Electronic and Mechanical design of Automation Solutions
- Mechanical CAD
- Machine Vision

### Professional skills

- Account Management / Sales Area Management
- Opportunity Management

## AWARDS, PATENTS, PUBLICATIONS

- She SPS Awards – category Mentorship
- ENDOSCOPE EU WO2013179207 2013
- BeeHive Lab Project - Sensorized Hive for Bee Colonies Life Study
- A micro-optical system for endoscopy based on mechanical compensation paradigm using miniature piezo-actuation
- Mechatronic design of a fully-integrated camera for mini-invasive surgery
- Design of a Robotic Endoscope for Mini Invasive Surgery

Autorizzo il trattamento dei dati personali presenti nel CV ai sensi del D.Lgs. 2018/101 e del GDPR (Regolamento UE 2016/679).

