

# Giacomo Lazzarini

## Summary

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Currently leading the Endeavor core-team in Italy, with a career distinguished by swift advancements and substantial contributions in terms of selection, growth, and investments in successful start-ups and scale-ups.

## Professional Experience

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### [Endeavor](#) - Analyst > Associate > **Manager**

Feb.2020 - today

Endeavor is the world leading organization in selecting, scaling, and investing in the best entrepreneurs globally: [1500+ companies in 42 markets](#). Endeavor VC fund, [Endeavor Catalyst](#) is the most successful investor in unicorns outside of the US, China, and India. Overall, Endeavor has been active in Italy for 8 years, and I have been part of the organization for 5 years, significantly contributing to all the main achievements in selection, growth, and investment activities:

- Currently leading the Endeavor core-team in Italy composed of 3 people, providing strategic support to [26 scale-ups](#) in growth and scaling activities, including fundraising and international expansion, by engaging with CEOs and C-level executives
- Launched the Elevator Program in 2022, scouting and helping scaling [35 start-ups over 3 batches](#), with an overall NPS of 93
- In charge of the selection and valuation of companies and entrepreneurs for Endeavor international selection process, performing a VC-like due diligence, resulting in 12 companies selected so far
- Contributed to 6 [Endeavor Catalyst investments](#) in Italy
- Prepared and presented comprehensive reports and presentations for 15 [Endeavor Italy Board Meetings](#), on quarterly basis
- Hired by R.Mauro (Partner at Primo Space, former Endeavor Managing Director) in Feb.2020 after a previous internship. Then promoted twice by M.Rampazzo (current Endeavor Italy Managing Director, former VC Investor at Frontier) from Analyst to Associate in Jun.2021 and from Associate to Manager in Oct.2022.

### [Piaggio](#) - **Strategic Innovation Unit**

Jun.2019 – Feb.2020

- Analysed the evolution of mobility to guide strategic decisions and contributed to defining product and service development direction in the global market for the Piaggio Group.

### [Italian Angels For Growth](#) - **Junior Investment Analyst**

Mar.2019 – Jun.2019

- Scouted and screened investment opportunities as part of Italy's largest business angel's network.

### [Endeavor](#) - **Junior Analyst**

Oct.2018 – Mar.2019

## Education

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### [Scuola Superiore Sant'Anna](#) & [University Of Trento](#)

Aug.2016 – Oct.2018

- Master Degree in Innovation Management
- **Graduated with Honors (110L/110)**
- Program conducted fully held in English

### [University Of Pisa](#)

Oct.2013 – Jul.2016

- Bachelor Degree in Business Administration
- **Graduated with Honors (110L/110)**
- Erasmus at the University Ujak of Prague

## Professional Competences

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- **Tools:** Microsoft Office tools (professional), Salesforce (professional), R Studio (basic), SQL (basic)
- **Languages:** Italian (fluent), English (fluent)
- **Awards and Activities:** Winner of Enactus Cup (2017); Leader of the 1st Italian Team at Enactus World Cup (2018); Co-author at Sole24ore; AIFI course in Private Equity, Venture Capital, Private Debt (2020).