



Andrea Laddomada

Date of birth: 06/07/1987 | **Nationality:** Italian

WORK EXPERIENCE

31/01/2017 – CURRENT Cagliari, Italy

CHARTERED ACCOUNTANT FREELANCE

Freelance professional at his own studio, where, in addition to traditional accounting and tax consultancy, the following activities are carried out:

- a) Business management control and creation of performance measurement system indicators aimed at making the entrepreneurial decision-making process autonomous and independent;
- b) Economic planning and business process analysis aimed at technological modernization to increase efficiency through the introduction of process innovations, and Business Intelligence and Business Analytics systems;
- c) Business Model Design aimed at identifying new revenue streams or new cost configurations that allow for the consolidation and durability of competitive advantage in the reference market;
- d) Business Planning, aimed at facilitated financing and access to credit;
- e) Financial Statement and Cash Flow Analysis

14/11/2015 – CURRENT Cagliari, Italy

LECTURER AND CLASSROOM TRAINER FREELANCE

- With reference to the project "Course for Agritourism Operator," a pathway for creating a business plan (LAORE)
- With reference to the course "Combining Skills" (ISFORCOOP), a pathway for business creation and promotion of self-employment, focusing on the modules "Business Planning and Management Control"
- With reference to the course "Programming for Accessibility - Co-Working Platform," classroom training for the course "Definition of the Business Model"
- With reference to the course "Tourism Development through Territorial Resources," a training program for new entrepreneurs (I.A.L.)
- With reference to the training and entrepreneurship support course "Smart Elia," classroom training for the modules "Basic Economic Management of a Business Project" and "Initiative and Entrepreneurship," and support activities for trainees in developing the Business Plan for their entrepreneurial idea (IFOLD)
- With reference to the course for the "Youth Guarantee" project for the reintegration of young people aged 15-18, classroom training for the module "Initiative and Entrepreneurship" and final assessment and evaluation (IFOLD)
- With reference to the project "Imprinting," support for business creation and startup (IFOLD)
- With reference to the project "Diamante Impresa," a pathway for starting a business activity (UNIFORM)

29/02/2020 – CURRENT Cagliari

CONTRACT LECTURER UNIVERSITÀ DEGLI STUDI DI CAGLIARI

Adjunct Professor in charge of the following courses:

- "Programming and Control" (Academic Year 2019-2020 - Business Economics and Management)
- "General and Applied Accounting" (Academic Years 2021-2022, 2022-2023, 2023-2024, 2024-2025 - Economics and Management of Tourist Services - UNO Consortium - Oristano)
- "Elements of Accounting" (Academic Year 2023-2024 - Legal Services Sciences)
- "Business Economics" (Academic Year 2022-2023 - Legal Services Sciences)

Responsibilities include course design, teaching activities, student assistance, test preparation and assessment, student support in thesis development, and participation in graduation committees.

09/09/2023 – CURRENT Pula, Italy

SPECIALIZED AGRICULTURAL BUSINESS CONSULTANT RURINNOVA S.R.L.

External consultant with a specific focus on training and consulting for the agricultural sector, aimed at improving the economic and environmental performance of agricultural enterprises by implementing sustainable and innovative strategies. With solid experience in the field, I offer personalized support to optimize operational efficiency, reduce

costs, and promote sustainable farming practices. The consultancy is geared towards ensuring a balance between productivity and environmental responsibility, contributing to the long-term success of agricultural businesses.

31/12/2020 – CURRENT Cagliari, Italy

MEMBER OF THE PERFORMANCE EVALUATION UNIT PROVINCE OF CAGLIARI AUTHORITY

- Examination of the Agile Organizational Plan;
- Graduation of managerial positions;
- Analysis of the achievement level of the performance plan objectives;
- Analysis of the achievement level of organizational objectives common to all sectors;
- Evaluation of managers;
- Evaluation of the achievement level of cost center objectives;
- Verification of transparency and privacy obligations;
- Support to managers in planning, management, control, and reporting activities;
- Validation of the Performance Report.

28/06/2022 – CURRENT

MEMBER OF THE INDEPENDENT PERFORMANCE EVALUATION BODY LOCAL HEALTH AUTHORITY NO. 3 OF NUORO

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- Graduation of managerial positions;
- Analysis of the achievement level of the performance plan objectives;
- Analysis of the achievement level of organizational objectives common to all sectors;
- Evaluation of managers;
- Evaluation of the achievement level of cost center objectives;
- Verification of transparency and privacy obligations;
- Support to managers in planning, management, control, and reporting activities;
- Validation of the Performance Report.

31/12/2013 – 29/04/2017 Cagliari, Italy

PH.D. (DOCTORATE OF RESEARCH) UNIVERSITÀ DEGLI STUDI DI CAGLIARI

Theoretical and empirical research on "Shared Services Delivery" and "The Unions of Municipalities: the provision of services in associated form" under the supervision of Prof. Alessandro Spano (University of Cagliari) and Prof. Brian Dollery (University of New England, Armidale, NSW, Australia), using quantitative and qualitative research methodologies related to performance measurement and evaluation systems of the Unions of Municipalities, and the effects of cooperation on public administrations.

29/06/2016 – 30/12/2017 Cagliari, Italy

BUSINESS CONSULTANT APPLY CONSULTING SRL

Consulting activities for the creation of new business ideas and enterprises using the Canvas Methodology:

- MVP Report
- Management Control
- Performance Measurement
- Business Planning
- Writing grant applications for access to credit

This consultancy covers start-ups in various fields (Social Media, Marketplace, AgriFood).

31/08/2014 – CURRENT Cagliari, Italy

TEACHING TUTOR UNIVERSITÀ DEGLI STUDI DI CAGLIARI

Classroom teaching, preparation of teaching materials, student consultations, and assessments related to the teaching of Business Economics in the "Economics and Business Management" degree program (9 ECTS) taught by Prof. Alessandro Spano.

30/09/2013 – 31/12/2013 Cagliari, Italy

BUSINESS ECONOMICS RESEARCHER UNIVERSITÀ DEGLI STUDI DI CAGLIARI

Administration of questionnaires, verification of the applicability of results to the model, and preparation of result reports related to the project "Diffusion of Innovation and Network Dynamics in Some Strategically Relevant High-Tech Sectors in Sardinia."

31/12/2011 – 29/06/2014 Cagliari, Italy

JUNIOR CONSULTANT ONDA SRL

Consulting activities for public administrations and private companies with reference to the measurement and evaluation of individual and organizational performance.

31/12/2011 – 30/12/2013 Cagliari, Italy

TRAINEE CHARTERED ACCOUNTANT STUDIO DEIDDA GAGLIARDO

Completion of a professional internship preparatory for the state exam. The activities mainly involved maintaining general accounting, preparing the annual financial statements with related obligations, preparing tax documents, and providing support in bankruptcy proceedings and real estate foreclosure procedures

30/04/2013 – 29/09/2015 Cagliari, Italy

TEACHING TUTOR UNIVERSITÀ DEGLI STUDI DI CAGLIARI

Classroom teaching, preparation of teaching materials, student consultations, and assessments related to the teaching of Programming and Control in the "Economics and Management of Tourist Services" degree program (9 ECTS) taught by Prof. Mauro Lallai at the UNO Consortium in Oristano

31/08/2008 – 19/12/2011 Cagliari

TRAINEE ONDA LAB (ONDA SRL)

Research & Development in the start-up field and business planning and process improvement activities for local start-ups. The main clients are Itaca, Smart Energy Floor, and RunUp.it. Financial analysis and management control for businesses in the local context.

● **EDUCATION AND TRAINING**

31/12/2013 – 30/12/2016 Cagliari, Italy

PH.D. IN ECONOMIC AND BUSINESS SCIENCES Università degli studi di Cagliari, Dipartimento di Scienze Economiche ed Aziendali

- Tesi su "Le Unioni dei Comuni: l'erogazione dei servizi in forma associata"
- Formazione inerente a: metodologia quantitativa e qualitativa della ricerca, lingua inglese, sistemi di misurazione e valutazione della performance, progettazione europea, pubbliche amministrazioni, strategia aziendale, business communication, microeconomia avanzata
- Attività di ricerca inerente a: gestione dei servizi erogati in forma associata e unioni dei comuni

30/04/2016 – 19/05/2016 Sydney, Australia

PHD VISITING University of Technology of Sydney

- Attività di ricerca sotto la supervisione del prof. Bligh Grant con riferimento alla cooperazione fra gli enti locali e l'erogazione dei servizi in forma associata

01/02/2016 – 29/04/2016 Armidale, Australia

PHD VISITING Business School, University of New England

- Attività di ricerca sotto la supervisione del prof. Brian Dollery con riferimento alla cooperazione fra gli enti locali e l'erogazione dei servizi in forma associata

12/01/2016 – 17/01/2016 Firenze, Italy

SCHOOL OF DIDACTIC METHODOLOGY AIDEA (ITALIAN ACADEMY OF BUSINESS ECONOMICS) Università degli Studi di Firenze

Formazione inerente la progettazione dei contenuti del corso di studio, l'erogazione dei contenuti e la verifica dei risultati.

31/08/2018 – CURRENT

MASTER'S IN TAX LAW FROM IPSOA Scuola Formazione IPSOA

09/12/2019 – 15/12/2019

MANAGEMENT CONTROL IN THE RESTAURANT INDUSTRY Commercialista Telematico

19/10/2016 – 01/12/2016

LEAN STARTUP COACH - HOW TO BE A COACH Sardegna Ricerche

Laboratorio teorico - pratico per formazione coach su metodologia lean startup per affiancamento nello sviluppo dell'idea di impresa e nella predisposizione dei business plan

30/09/2011 – 17/07/2012

DEGREE IN MANAGERIAL ECONOMICS - PROFESSIONAL TRACK Università degli studi di Cagliari

Tesi in Economia e Gestione delle imprese "Cambiare per competere: verso un nuovo modello d'impresa" con la prof. Michela Floris

Voto di laurea: 110/110 cum laude

31/08/2019

INNOVATION MANAGER

Iscritto all'albo degli Innovation Manager istituito presso il MISE

NATIONAL REGISTER OF INDEPENDENT PERFORMANCE EVALUATION BODIES

Iscrizione in Fascia 1 con numero matricola 5926 nell'Elenco nazionale degli organismi indipendenti di valutazione della *performance*

● LANGUAGE SKILLS

Mother tongue(s): **ITALIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	B2	B2	B2	B2	B2
SPANISH	A2	A2	A2	A2	A2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

● DIGITAL SKILLS

Microsoft PowerBI | Passepartout Mexal | Profis | Padronanza del Pacchetto Office (Word Excel PowerPoint ecc)

● PUBLICATIONS

Publications

"La gestione associata dei servizi in Europa", A.Laddomada, Atti di convegno Ricerca in Vetrina 2015, 2016

"Trasparenza 2.0", www.ondasolution.it - rubriche online, 2013

● NETWORKS AND MEMBERSHIPS

Memberships

Certified as a Chartered Accountant since 2015 Member of IRSPM (International Research Society for Public Management) since 2015 Member of ADI (Italian PhD Students Association) since 2015 Member of AIDEA Giovani (Italian Academy of Business Economics) since 2015

● DRIVING LICENCE

Driving Licence: B

● CONFERENCES AND SEMINARS

Conferences

- "Utilizzo di Excel per la pianificazione economico-finanziario," Seminar accredited by the University of Cagliari for students of the Business Economics and Management program, Cagliari 2023
- "Analisi della dinamica finanziaria dell'impresa (CCN, indices, leverage), il rendiconto finanziario," Preparation Course for the State Exam for Chartered Accountants and Accounting Experts UGDCEC, Cagliari 2022
- "Il Controllo di Gestione in Edilizia," Business Management Training for BlueShark srl at Pullman Timiama - Villasimius, 2020
- "Measuring and Monitoring Performance in Shared Services Delivery," "IRSPM 2016 – International Research Society for Public Management" at City University of Hong Kong, as a speaker on the topic
- "La gestione associata dei servizi in Europa," "Ricerca in Vetrina 2015 – Il dottorato in Sardegna: alta formazione, ricerca scientifica e capitale sociale" at the Regional Park of Porto Conte (Alghero)
- University lecture by invitation of Professor Michela Floris, in the course "Decision-Making Processes in Organizations" at the University of Cagliari, on the topic "Group Decision Making"
- Classroom trainer on the Performance Planning, Control, and Communication system in the municipalities of Selargius ■ Classroom trainer on the Performance Planning, Control, and Communication system in the municipalities of Bitonto and Triggiano
- Organizer of the conference "Strengthened Internal Controls for the Improvement of Public Administrations" (Cagliari, March 22, 2013)

● ORGANISATIONAL SKILLS

Organisational skills

- Good organizational skills acquired during the organization of conferences with Onda srl, and during the design of the training course at the Department of Youth Policies
- Good team-leading skills acquired during the management of the class group in teaching activities

● COMMUNICATION AND INTERPERSONAL SKILLS

Communication and interpersonal skills

- I have good communication skills acquired during teaching activities at public and private institutions, in front of people of all ages, and during the School of Didactic Methodology, which made me more aware of various communication strategies;
- I have good interpersonal skills and adaptability, gained from being part of a large family, from tasks performed in contact with the public, and from stays abroad;

● JOB-RELATED SKILLS

Job-related skills

Problem-solving orientation acquired during professional experience and consulting for public and private companies

● TRATTAMENTO DEI DATI PERSONALI

Trattamento dei dati personali

I authorize the processing of my personal data in accordance with Legislative Decree No. 196 of June 30, 2003, "Code regarding the protection of personal data."

Curriculum presented as a substitute declaration of affidavit, pursuant to Articles 46 and 47 of Presidential Decree 445/2000: The undersigned, aware that false statements are subject to the criminal penalties provided for by Article 76 of Presidential Decree 445/2000, declares that the information provided in the following curriculum vitae, drafted in European format, is true.