



Emmanuel M.S.C. Crova

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Gender: Male **Date of birth:** 21/09/1993 **Nationality:** Italian

ABOUT ME

I was born in 1993 in Milan, Italy. Son of an architect and a dental technician, I get passion for electronic in general and for computers and mobile phones in particular, since early ages. In June 2012 I obtained Science Course Diploma at GSCE level. In September 2012 I enrolled at the University and Electronic and Information Technology Engineering was my chosen right to my passions.

In February 2016 I guessed building my first own company. I achieved to build a startup called EMAT Digital Marketing with a friend of mine; EMAT is nowadays leader of the market in north-west Italy.

I am also the executive in charge of BookYourBeach's technological needs as well as its research and development (R&D) from 2017. As a Planner-CTO I look at how to further implement new technologies within the company to ensure its success.

The last act of my studies took part enrolling Security Engineering Master's Degree in late 2021.

EDUCATION AND TRAINING

[Current] **Master's degree in Safety Engineering**

Università telematica Pegaso

Address: Napoli, Italy

Field(s) of study: Engineering, manufacturing and construction : *Environmental protection technology Electronics and automation Inter-disciplinary programmes and qualifications involving engineering, manufacturing and construction Building and civil engineering*

Level in EQF: EQF level 7

Type of credits: CFU **Number of credits:** 120

Main subject / occupational skills covered:

The Master's degree Course in Safety Engineering is an interdisciplinary area of research that connects most of the engineering disciplines, from the most traditional to the most advanced and recent ones.

The Safety Engineering is characterized by an innovative approach that analyses the context of accidental danger by using traditional tools together with risk analysis techniques, in order to address all the problems of people and goods needs to the various fields of Environmental, Industrial and Environmental Engineering information. This Degree Course is aimed at training professional figures to actively work at the planning, construction and management level, as well as in the fields of environmental, industrial and information engineering.

This degree course is structured in such a way that the engineer is also able to work concretely at a planning, construction and management level, in the fields of environmental, industrial and information engineering safety.

[02/2021] **Bachelor's degree in Electronic and Telecommunication technology Engineering**

Università degli Studi di Genova

Address: Genova, Italy

Field(s) of study: Engineering, manufacturing and construction : *Electronics and automation*

Final grade: 87/110 **Level in EQF:** EQF level 6

Type of credits: CFU **Number of credits:** 180

Thesis: Design and implementation on FPGA of a numerical filter for audio applications

Main subject / occupational skills covered:

The Bachelor's degree Course in Electronic Engineering and Information Technologies - IETI offers a training path that embraces most of the topics of the ICT (Information and Communication Technology) sector.

The IETI engineer develops technologies and electronic systems, designs hardware / software systems and telecommunications networks, organizes the performance of these activities, aware of the ethical and professional responsibilities that his work entails.

[07/2012] **Diploma di maturità**

Liceo Scientifico G. Marconi

Address: Chiavari, Italy

Field(s) of study: Natural sciences, mathematics and statistics : *Natural sciences, mathematics and statistics not further defined Chemistry Mathematics Statistics Physics*

Final grade: 68/100 **Level in EQF:** EQF level 4

WORK EXPERIENCE

[07/2018 – Current] **Chief Technical Officer**

BookYourBeach S.r.l. www.bookyourbeach.net

Address: Piazza Nostra Signora dell'Orto 29/5, 16043, Chiavari, Italy

City: Sestri Levante

Country: Italy

Email address: info@bookyourbeach.net

Business or sector: Other service activities

Main activities and responsibilities:

I am the executive in charge of BYB's technological needs as well as its research and development (R&D).

I develop policies and procedures and I use technology to enhance the product and the service that focus on external customers.

I also develop strategies to increase revenue and I perform a cost-benefit and return-on-investment analysis.

I may envision In my role how technology will be used within the company while setting the technical strategy for it. As a Planner-CTO I also look at how to further implement new technologies within the company to ensure its success.

[02/2016 – Current] **CEO & Solution Manager**

EMAT Digital Marketing S.r.l. www.emat.me

Address: Via Privata del Gonfalone 3, 20123, Milano, Italy

City: Sestri Levante

Country: Italy

Email address: info@emat.me

Business or sector: Information and communication

Main activities and responsibilities:

EMAT Digital Marketing was born from two friends partnership: we both loved the web and we had different skills: Matteo was proficient in Graphic User Interface, I was mostly oriented in Web development. We gained an excellent confidence in Data Analysis e Market Discovery working together. Later on, together with our company growth, we succeeded in enlarging our team to fill the gap in the commercial sector.

Our's objective is to promote brands, build preference, engage with customers and increase sales through various digital marketing techniques. It is embodied by an extensive selection of service, product and brand marketing tactics, which mainly use the Internet as a core promotional medium, in addition to mobile and traditional TV and radio.

[08/2014 – Current] **Events managing director**

Zunami Events

Address: Italy

Business or sector: Arts, entertainment and recreation

Main activities and responsibilities:

The event manager is the person who plans and executes the event, taking responsibility for the creative, technical and logistical elements. This includes overall event design, brand building, marketing and communication strategy, audio-visual production, scriptwriting, logistics, budgeting, negotiation and client service.

LANGUAGE SKILLS

Mother tongue(s): Italian

Other language(s):

English

LISTENING C1 READING C2 WRITING C1

SPOKEN PRODUCTION C1 SPOKEN INTERACTION C1

French

LISTENING B1 READING B1 WRITING A2

SPOKEN PRODUCTION A2 SPOKEN INTERACTION A1

Spanish

LISTENING B1 READING B1 WRITING A1

SPOKEN PRODUCTION A1 SPOKEN INTERACTION A1

Croatian

LISTENING A2 READING A1 WRITING A1

SPOKEN PRODUCTION A2 SPOKEN INTERACTION A1

MANAGEMENT AND LEADERSHIP SKILLS

Business Management

Problem Solving

Creativity

Leadership

Several times at the head of groups up to 10 people in various fields, the most important operating a journalistic blog, with some printed version issue, in the role of managing editor. Noteworthy my experience as event organizer and event manager has improved my ability to make hard and strong decision under pressure, during an ongoing event

Team work

The achievement of the objectives implies that the company is a functioning machine able to well manage its resources. A manager must know how to work all the resources in synergy, attributing to each one the task most suited to his or her skills.

Team building

COMMUNICATION AND INTERPERSONAL SKILLS

Motivation and persuasion

For those who do not have an overview, it can be difficult to work with motivation and, once found, it is not always easy to maintain it. Resolution and persuasion are among the most important qualities that a manager must have to always keep the level of attention high.

Delegation capacity

A self-confident manager is also sure of his team and should not be afraid to delegate more operational work to employees to focus more on strategic issues. Delegating, however, is not simple since we need to understand who is more suitable for that role.

Priority management

Dynamic and frenetic contexts. To manage continuous change, it is the manager's task to be able to assign the right priorities and always be ready to review them according to urgency.

Good communication skills

obtained thanks to numerous trips around the world made since I was child, which allowed me to compare with diametrically parallel reality

ORGANISATIONAL SKILLS

Organizer

Always selected as organizer of travels by groups even higher than 20 units, thanks to the extensive experience gained in e-marketing over the years

Decision making

Having an entrepreneurial vision is not enough. A successful manager must be able to analyze the scenarios and make the right decisions to translate the vision into concrete actions and transform the objectives into strategic plans.

DIGITAL SKILLS

Microsoft Office

Microsoft Word | Microsoft Excel | Microsoft Teams | Microsoft Powerpoint | Outlook | Microsoft Access

Social Media

Twitter | LinkedIn | Facebook | Youtube | Instagram | Pinterest

Website creation

Word Press | Google Analytics, Google Suites | WooCommerce | Good knowledge of SEO

App creation

Android app development | iOS app development

Operative systems

Windows | Linux | MacOS

Programming languages

C | C# | Java | CSS | HTML | Databases (MongoDB, MySQL, MariaDB, PostgreSQL) | php | XML

Adobe suite

Adobe Photoshop | Adobe Lightroom | Adobe Illustrator | Adobe InDesign | Adobe XD | Adobe Premiere | Adobe AfterEffects

CAD software

Basics knowledge of working in AutoCAD | Deeds | Orcad Pspice | Intel Quartus

NETWORKS AND MEMBERSHIPS

Memberships

Member of A.I.A. (*Italian Football Referee Association*)

Rank:

12-2009 / 12-2011: Provincial Referee of "Sezione AIA di Chiavari"

01-2012 / ongoing: Regional Referee of "CRA Liguria"

Roles:

07-2012 / 06-2016: Technical Area Manager of "Sezione AIA di Chiavari"

07-2017 / 06-2021: Associates Director of "Sezione AIA di Chiavari"

07-2021 / ongoing: Vice-President of "Sezione AIA di Chiavari"

07-2021 / ongoing: Management team member of "Commissione di Studio per la Rivista l'Arbitro, sito web e comunicazione"

PROJECTS

Design and implementation on FPGA of a numerical filter for audio applications

Bachelor's Degree thesis in Electronics Engineering and Information Technology on early 2021

Presento un sistema per la sperimentazione e verifica su FPGA di filtri numerici per segnali digitali. Il sistema include un generatore di segnali di test, lo stage di filtraggio numerico di tipo IIR e un sistema di conversione digitale/analogico in banda audio. Alcuni potenziometri (acquisiti digitalmente) permettono di regolare i parametri di filtraggio di un filtro IIR biquadratico passa-basso descritto da un'equazione alle differenze del secondo ordine nella Forma diretta I. Vengono analizzati gli effetti al variare dei parametri per ottenere un filtraggio ottimale: i coefficienti impostati sul potenziometro vengono calcolati e stimati con l'instradamento di alcune ROM e confrontate con l'utilizzo di alcuni tool che ne permettono una ottimale regolazione basandosi su parametri quali Fattore di Merito Q, frequenza di campionamento Fs e frequenza di taglio Fc.

Il progetto circuitale viene in seguito esportato in VHDL grazie al supporto del software Deeds-DcS e compilato su una scheda FPGA per potere testare gli effetti del filtraggio eseguito in un'applicazione reale: sfruttando l'output audio analogico presente sulla scheda, sarà possibile ascoltare gli effetti del filtraggio tramite un sistema di speaker ad essi collegato e determinare quali siano le migliori condizioni di impostazione dei parametri sopra elencati.

Vodafone Redy - Everything under your control

Partnership with Vodafone Italia on 12-13/04/16.

Key target: Create a user assistance reality able to help the customer to obtain a worry-free experience in usage of their mobile data, avoiding them being scared from paying more because of this.

When you think about application development, you must guess the key role it has to cover once available to thousands of people: you want your final customers to be happy e satisfied by what you have created, this is going to make the app representing the brand, a very useful way to get confidence from the vastity of customers and why not, you can think about a economic income consequent to user happiness.

We tried guessing out what in real life may show a worry-free fact to reach this grade of satisfaction. We get the conclusion to work around the idea of a manager which employs a secretary to reduce his stress caused by a variety of schedule and things to be done; Redy, our project, promises to do this for every Vodafone customer.

Indoor WiFi Fingerprinting

Partnership with University of Genua on early 2016.

Android app development. Used to establish a estimated position (x,y) of the user within an indoor environment using a deterministic WiFi fingerprinting algorithm based on triangulation with some access point.

For the Wi-Fi fingerprint, Wi-Fi access point with the highest received signal strength (RSS) is denoted as the important access point. At the localization stage, the fingerprints are chosen with the same important access points (IAP) as the estimated fingerprint from the database. Then, the distance and the AP repetition of the fingerprints are used to calculate the similarity degree. The location of the fingerprint which matches the estimated fingerprint well can be regarded as the estimated location.

DRIVING LICENCE

Motorbikes: AM
Cars: B

COURSES

Workers seafly general training

UAV Pilot License

EASA A1-A3

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