



MARTINA COLLELUORI

INTERNATIONAL TRADER

PROFESSIONAL EXPERIENCE

BUSINESS DEVELOPER

XERA S.R.L. (Pescara, Italy)

> 01/05/2022 – Now

- Management of foreign suppliers/customers of refurbished IT products: scouting for new leads, negotiation, sales and/or purchases, logistics
- Attending international trade fairs (GITEX Morocco, RemaxWorld Expo Zhuhai)
- Development of sustainable projects
WEEKO (<https://gruppopxera.com/en/weeko-agenda-2025/>)
- Reporting of company sustainability performance: drafting of the sustainability report

EXPORT SALES ACCOUNT

ARAN WORLD (Teramo, Italy)

> 02/11/2021 - 30/04/2022

Management of foreign customers: kitchen design by 3CAD software, sending quotations, customer assistance

BUSINESS ADVISORY (stage)

DEZAN SHIRA & ASSOCIATES (remote)

> 03/05/21 - 24/07/21

Support the EU Director for legal and commercial advice to European SMEs investing in Asia

ITALIAN TEACHER

HONGYU SCHOOL (Harbin, China)

> 05/2019 – 05/2020

ESCUELA OFICIAL DE IDIOMAS Erasmus+ (Seville, Spain)

ITALIAN CULTURAL CENTER (Seville, Spain)

> 09/2017 – 12/2017

CUSTOMER CARE SPECIALIST

GLOBIT S.R.L. (Pescara, Italy)

> 02/2014 – 08/2015

Process complaints and issues related to IT equipment rental contracts

EDUCATION

2024 Master **Business Sustainability** – Talent Garden

2021 Master **Global Management for China** – Macerata University

2017 Master's Degree in **Languages and Civilizations of Asia and Mediterranean Africa** - Ca' Foscari University of Venice

2013 Bachelor's Degree in **East Asian Languages, Cultures and Societies**
Ca' Foscari University of Venice

CONTACTS


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 Pescara

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 Martina Colleluori


SKILLS


 New business development
Scouting & Lead generation
B2B Negotiation
Sales & Purchasing

 Customer care


 Logistics



 Microsoft 365
CRM
LinkedIn Sales Navigator
Alibaba

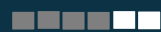
 Sustainability reporting
Sustainable project


 Effective and intercultural communication
Empathy
Critical Thinking
Active Listening
Problem solving

LANGUAGES

 IT *mother tongue*

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