

Contatta

www.linkedin.com/in/marco-baldassarre (LinkedIn)

Competenze principali

English
Human Resources
Recruiting

Languages

Spagnolo (Full Professional)
Italiano (Native or Bilingual)
Polacco (Elementary)
German (Elementary)
English (Full Professional)

Certifications

LinkedIn Video Marketing for
Personal and Brand Pages
DELE Diploma de Espanol como
Lengua extranjera
Persuading Others
Content Marketing: Social Media

Marco Baldassarre

Enterprise Account Director @ LinkedIn | Key Account Management, HR

Italia

Riepilogo

As an Enterprise Account Director at LinkedIn, I have the privilege of helping the largest and most influential companies in Italy achieve their goals in recruiting, learning and development, and employee engagement. With over six years of experience in HR and sales, I have developed strong skills in key account management, communication, and relationship building, as well as a deep understanding of the talent and digital landscape in the region.

I joined LinkedIn in November 2017 as an Associate Relationship Manager, and since then I have been promoted twice, thanks to my consistent performance and passion for the LinkedIn vision and mission. I am also a certified Rock Your Profile Ambassador and a Sales Coach, which allows me to share my knowledge and expertise with my clients and colleagues, and to support their personal and professional growth. I am fluent in Italian, English, and Spanish. I am always eager to learn new things and to challenge myself, and I am driven by the impact that I can make through my work.

Esperienza

LinkedIn

6 anni

Enterprise Account Director

luglio 2021 - Present (2 anni 4 mesi)

Milano

Relationship Manager

aprile 2019 - giugno 2021 (2 anni 3 mesi)

County Dublin, Ireland

- Working in a team of 20 people based in Dublin, we help Italian companies transform the way they hire, market and sell through LinkedIn
- Proactively managing a portfolio of mid market and SMB companies across different industries

- Acting as a partner, extension of HR and Marketing department of my clients I help them achieving their target both in HR and Marketing (reducing cost per hire, improve quality of hire, building strong employer brand strategy)
- Consulting clients on their HR and Recruitment work-flow and constantly helping them to improve their processes
- Solution Selling for their end to end HR strategy - Plan - Hire - Develop

During this time at LinkedIn I received:

- Leadership award for being always present for my colleagues and helping new hires in their onboarding process
- Top Media Seller Award for Q22019
- Super Club Award for being in the best 10% top performer across EMEA on a 18 months period (January 2018 - July 2019)
- Club Award 2020 for being in the best 10% top performer across EMEA (July 2019 - June 2020)

Since I joined LinkedIn I have consistently achieved and overachieved target:

FY22 133%

FY21 158%

FY20 116%

FY19 140%

FY18 (6 months period) 106%

Associate Relationship Manager

novembre 2017 - marzo 2019 (1 anno 5 mesi)

Dublino, Dublino, Irlanda

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- Acting as a partner, extension of HR and Marketing department of my clients I help them achieving their target both in HR and Marketing (reducing cost per hire, improve quality of hire, building strong employer brand strategy)
- Consulting clients on their HR and Recruitment work-flow and constantly helping them to improve their processes
- Responsible for renewing, upselling and cross selling within the assigned territory
- Solution Selling for their end to end HR strategy - Plan - Hire - Develop

Talent Search People

1 anno 5 mesi

International Recruitment Consultant

febbraio 2017 - ottobre 2017 (9 mesi)

Talent Search People is an international recruitment agency based in Barcelona, Madrid and Lisbon. We provide highly specialised recruitment services within our four areas of expertise: Sales & Marketing, IT & E-Commerce, Native Speakers and Finance & Administration. We offer recruitment services across the globe as well as other services such as In – house Recruitment, Consulting, RPO, Outplacement, and Interim Management.

Our multicultural team consists of more than 100 consultants, with a high level of expertise in their respective fields, and speak over 25 different languages, ensuring continuous quality of work and fast results. Our clients and candidates tell us that our specialisation and consultative approach are Talent Search People's most valued qualities.

Our mission is to provide high-quality recruitment and Human Resources services in line with our core values: commitment to excellence, passion and close personal attention.

As an International Recruitment Consultant in the Native Speakers department, I am responsible for the completion of the selection process for both national and international positions. My main focus is on multilingual and multinational profiles.

My responsibilities include:

- Responsible for the full cycle recruiting process of different (multilingual) profiles. (Client meetings, sourcing, candidate screening).
- Recruitment coordination of large scale projects.
- Team Management and training for new Interns.
- Client Relationship Management.
- Reporting.
- Direct search, recruitment 2.0 and headhunting.
- Guidance to candidates and clients

International Recruitment Specialist

ottobre 2016 - gennaio 2017 (4 mesi)

As an International Recruiter in the Native Speakers department, I am responsible for the completion of the selection process for both national and international positions. My main focus is on multilingual and international profiles.

My responsibilities include:

- Responsible for the full cycle recruiting process of different (multilingual) profiles.
(Client meetings, sourcing, candidate screening).
- Client Relationship Management.
- Reporting.
- Direct search, recruitment 2.0 and headhunting.
- Guidance to candidates and clients

International Recruiter

luglio 2016 - settembre 2016 (3 mesi)

As an International Recruiter in the Native Speakers department, I am responsible for the completion of the selection process for both national and international positions.

My responsibilities include:

- Responsible for the full cycle recruiting process of different multilingual profiles. (Client meetings, sourcing, candidate screening).
- Project coordination.
- Client Relationship Management.
- Reporting.
- Direct search, recruitment 2.0 and headhunting.
- Guidance to candidates and clients

Research Analyst

giugno 2016 - luglio 2016 (2 mesi)

As a Recruiter I am responsible for the completion of the selection process for both national and international positions.

My responsibilities include:

- Responsible for the full cycle recruiting process of different (multilingual) profiles. (Client meetings, sourcing, candidate screening).
- Client Relationship Management.
- Reporting.

- Direct search, recruitment 2.0 and headhunting.
- Guidance to candidates and clients

Aeria Games GmbH

Recruiting Intern

novembre 2015 - maggio 2016 (7 mesi)

- Recruitment of Customer Service Representative or Game Masters
- Recruitment Support for different positions within Loca department, Finance, Marketing, Product Manager etc
- Job Fair participation in the Berlin area

Foot Locker Europe

Human Resources Intern

maggio 2015 - novembre 2015 (7 mesi)

Turin

- HR support for the Foot Locker Stores in Italy
- Recruitment for Assistant Manager and Store Manager positions
- Recruitment Support for Sales Assistant positions

Il Sole 24 ORE Business School ed Eventi

Student Human Resources Management

ottobre 2014 - maggio 2015 (8 mesi)

Universita degli studi di Teramo

Student Internship in the Job Placement Office

ottobre 2013 - novembre 2013 (2 mesi)

Teramo

- Screening CVs
- Assistance for the students selected in the Erasmus Placement Programme
- Organization of Business Presentations
- General Administrative Tasks

Electa Creative Arts

Internship in European Funding Project

marzo 2013 - maggio 2013 (3 mesi)

Teramo

European Funding Project

Assistance in development of R.A.M. european project, Refresh Art and Memory throughout cities.

Assistance in draft of R.A.M, Refresh Art and Memory European Project

Fostering the company partnership, especially in Spain and South America.

Tierra Agua Y Sol

Intern

maggio 2011 - settembre 2011 (5 mesi)

Granada, Spain

Tierra Agua y Sol es una asociación sin ánimos de lucro.

Defendemos los derechos de los más débiles ayudándoles a conseguir una mejor calidad de vida, que exista la Libertad, la Paz y la Igualdad para todos y así conseguir un mundo mejor.

Nuestra labor esta especialmente enfocada hacia el campo de la educación, la salud y el desarrollo social de forma ecológica, con el objetivo de mejorar la calidad de vida de aquellos que viven en peores condiciones que las nuestras

- Humanitarian Travel Organization in Nepal and Perú
- Management of Environmental Education Project in the High School of Granada
- Update of Association Forum
- Event Organization and Promotion through Social Media(Facebook)

Formazione

Il Sole 24 ORE Business School

Master, Human Resources Management · (2014 - 2015)

Tecnológico de Monterrey

Master's degree, International Relations · (2014 - 2014)

Università degli Studi di Teramo

Master's degree, International and Administrative Political Science · (2012 - 2014)

University of Primorska Faculty of Health Sciences

Summer School Meta Humanities · (2013 - 2013)

Uniwersytet Warszawski

Erasmus Student Winter Semester, Political Science and Government · (2012 - 2013)