

# Giovanni Loser

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## CEO

*Comprehensive track record of success leading diverse business functions toward value creation performance*

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Accomplished, versatile professional with a distinguished, cross-industry career history steering global operations on behalf of start-up and established organizations. Recognized as an innovative thinker with repeated success initiating transformative measures to incorporate new digital business models and emerging technologies. Provide organizations critical competitive edges in select industries and relevant tools (Value proposition design, EXO Canvas, Exponential Quotient, Lean start up and Open innovation). Comprehensive experience in finance with hands-on experience directly interacting with banks, investors and public grants. Proven capabilities in the consumer goods, food, real estate, digital, high technology, life science, and retail sectors with transferable skills suitable for other focuses. Proactive executive with a commitment to collaborating with senior management and stakeholders. Active global community manager for Harvard Alumni AMP186 and deeply involved in academic and professional networking from Silicon Valley to Europe

### Highlights of Expertise

- Strategy Development & Execution
- Digital Transformation
- Operations Oversight
- M&A and Fund Raising
- Contract Development & Negotiations
- Budget Development & Administration
- P & L Accountability
- Transformational Leadership
- Key Performance Indicator (KPI)
- Innovation

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## Career Experience

### Senior Advisor (Jan 2024 to present)

Serve as Senior Advisor of two emerging new ventures respectively in Biotech and Food Industry. M&A consultant and deal originator. Founder of an Advisory Company on Value Creation and Generative AI.

### CEO (2017 to 2023)

Manage full project life cycle of large-scale initiatives aimed to leverage new and emerging technologies. Proactively conduct market research to keep up to date with global innovation;

- ◆ Serve as CEO for Biovalley Investments Partner; conducted thorough market intelligence to influence key decisions to invest 100% of capital allocation across 13 forward-thinking companies in BIOTECH, BIOICT and BIOMED industry. Fund (Equity, Crowd, Debt and Private Debt) raising, mentoring activity for founders/shareholders and value creation through synergies, investment in new business model and M&A

### Coach, Managing Partner, Blogger (2017 to present)

Hold concurrent responsibilities in various leadership role on behalf of multiple innovation centers, start-ups and established businesses; write and post content on a blog

- ◆ Function as Exponential Sprint Team Coach for Ars et Invention; focus on instilling a culture of disruptive innovation by mentoring 6 high-caliber consultants.

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- ◆ Managed full project life cycle of the endeavor dedicated to employing Artificial Intelligence (AI) and machine learning algorithms to enhance product customization and placement efforts for an e-commerce start-up.
- ◆ Wrote and published 100 separate blog posts to date; content spans across a wide array of innovation topics.

#### **illycaffè**

*Began tenure as the CFO/Deputy General Manager to receive a promotion in Dec 2012 in recognition of exceptional capabilities.*

#### **Global General Manager | CFO (2010 to 2016)**

Orchestrated cross-functional efforts across global B2B and B2C divisions, Research & Development (R&D), supply chain operations, quality assurance and control, new business development, coffee procurement, financial, human resources and IT activities. Trained and mentored personnel in organizational and industry best practices; accountable for the development and performance of 1,200+ employees in total. Defined and executed robust strategies to optimize ROIC, strengthen the financial position, drive process improvement, enhance quality, and ensure ongoing compliance. Led numerous marketing campaigns across B2B and B2C markets (introducing NPS KPI) to drive brand awareness and cultivate new business. Strategically negotiated large-scale contracts with vendors and suppliers to achieve win-win terms.

- ◆ Increased company's value by €300M over the course of just 3 years.
- ◆ EXPO 2015 Official coffee partner with 13 mio visitors in the Coffee Cluster.
- ◆ Held full accountability for optimize brand performance across 140 countries.
- ◆ Founder of the company's foundry project; championed the implementation of a culture based on digital innovation dedicated to prototyping and developing innovative business models, services, and products.
- ◆ Designed, developed, and implemented a new digital business model; directly enabled the buying and opening of 6 new coffee shops in San Francisco.
- ◆ Allowed for the company to become just one of 2 organizations in the US coffee industry to utilize the Amazon Dash Button for automatic reordering.
- ◆ Consistently met or exceeded aggressive, but attainable KPIs: 21% year over year sales growth, 40% improvement on EBIT, and more than doubling net profit.

#### Additional Experience

**CFO** ▪ Fortress Investment Group

**CFO** ▪ Aedes

**CFO** ▪ Gallerie Commerciali Italia

**Group Financial Officer** ▪ Rinascente Group

**Corporate Finance Department** ▪ Pirelli Group

## **Education & Credentials**

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#### Advanced University Degree in Corporate Finance

*University L. Bocconi*

#### Professional Development

- Entrepreneurship Innovation and Start up, Politecnico Milan
- Exponential Organization, Growth Institute
- Venture Capital, UC Berkley
- The Corporate Entrepreneur, Driving Innovation & New Ventures, Stanford University
- General Management & Leadership AMP 186, Harvard Business School