

CURRICULUM VITAE

GIULIO ZOTTERI

Personal data

Name	Giulio
Surname	Zotteri
Address	Via Torelli Viollier 20125 - Milan (MI) Italy
Birth	April 6th 1970 - Milan, Italy
Nationality	
Gender	
Marital Status	
Phone (office)	
Phone (cellular)	
Fax	
e-mail	

Academic qualifications and positions

09/1989 - 07/1995	Politecnico di Milano - Italy Degree in Management Engineering (5 years course) Average Grade in the exams: 29.4/30 Class obtained: 100/100 cum laude
11/1995 - 12/1998	Politecnico di Milano - Università degli studi di Padova - Italy PhD in Industrial Engineering Access Examination: 120/120 Final Grade: Optimum
2/1998 - 6/1998	Harvard Business School Visiting Research Associate in the Technology and Operations Area
1/1999 - 6/2000	Politecnico di Milano, Dipartimento di Economia e Produzione. Researcher in the field of Demand and Supply Chain Management and lecturer in Business Administration.
7/2000-11/2002	Politecnico di Torino, Dipartimento di Sistemi di Produzione ed Economia d'Azienda, contract professor 4R Systems, Inc., consultant. 4R systems is a software and consulting company founded by Professor Ananth Raman from Harvard Business School and Professor Marshall Fisher from Wharton Business School.
11/2002-present	Politecnico di Torino, DIST, Professor.
2010 - present	Mondo Convenienza, consultant in the field of Supply Chain Management and Marketing; board member.

Awards and scholarships

1990-92	While attending Politecnico di Milano, Giulio has been awarded a grant for each academic year from the first to the third for his grades
1995	The degree thesis was awarded as the best thesis of the year in 1995 by the Italian Association of Industrial Engineering Also, the degree thesis and the research on the management of lumpy demand received the Philip Morris award for Scientific and Technological research.
2000	Giulio, together with his co-authors, received the best paper award from the European Association of Operation Management in the Annual EurOMA conference.
2006	Giulio received the "lecturer of the year 2006" award by the Chalmers University of Technology, Goteborg, Sweden.

Teaching experience

1995-2000	Gulio Zotteri taught Management of (i) Projects and Innovation, (ii) Business Administration and (iii) Economics and Organization of enterprises at Politecnico di Milano.
1995-2017	Giulio has been teaching Demand Management and Supply Chain Management in several Executive Education Programs including Champs from Chalmers University of Technology.
2011-2022	Giulio has been teaching Operations Management in International Executive Education Programs at Luiss Business School
2000-present	Giulio currently teaches, (i) Strategy Innovation and Marketing (ii) Logistics and Distribution at Politecnico di Torino both at undergraduate and graduate level. Giulio also teaches in executive education programs at Politecnico di Torino.
2011-present	Giulio currently teaches operations management and Marketing courses at CUOA (Università degli Studi di Padova), and Cdl (College des Ingeneurs - France)

Know-how

Giulio Zotteri has developed a rather deep know-how on some relevant topics in the area of business administration.

- Giulio has devoted his attention to the management of demand (i.e. forecasting, inventory and production planning, supply chain management). In particular, during this period he developed some conceptual models and co-operated with several companies to design managerial tools and implement them in a real context.
- Giulio has investigated the relationships between the firm, its suppliers and its customers. In other words, Giulio thoroughly worked on supply chain and operations management projects. Giulio knows how to make supply meet demand and improve performance through proper co-ordination with the suppliers and the customers.
- Giulio has focused on the retail industry, since 1998 when he joined The Consortium on Operational Excellence. Giulio investigated both supply chain issues and marketing issues, namely location choices in urban context.

Giulio Zotteri has published 18 papers on these topics in leading European journals.

Giulio has an extensive experience in applied research. He has co-operated with companies such as Bulgari, Lavazza, Nokia (UK), Whirlpool Europe (spare parts center), Nestlé Italy (fresh foods) ,

Ahold (The Netherlands, parent company of Albert Heijn), 4R Systems (USA) and local market leaders such as Mondo Convenienza (largest furniture retailer in Italy, 1BlnM€ turnover) and HStern (largest jewellery retailer in Brazil) as well as other smaller companies. Giulio Zotteri currently serves on the board of Mondo Convenienza and is in charge of Supply Chain Management.

Giulio Zotteri has also cooperated with Finpiemonte on a Smart City research project and led a city logistics project together with Regione Piemonte, Confcomercio and FAI. Finally, Giulio Zotteri has led a project on retailing supported by the City of Turin. The objective of the project is to re-design and re-launch the urban markets and the retail sector of the city (where roughly 10.000 persons work).