



Andrea Casole

AI CONSULTANT | CORPORATE TRAINER | BUSINESS OWNER

Profile

Visionary Corporate Trainer and AI Consultant with a profound international portfolio in the hospitality, tourism, and financial services industries. Recognized for developing and driving strategic learning initiatives that align with corporate visions and values. Expert in the design and delivery of cutting-edge training programs, leveraging AI to foster organizational growth and leadership development. Adept in integrating advanced learning technologies to enhance instructional strategies and performance outcomes.

Employment History

Corporate Trainer & AI Consultant | Business Owner, AC Coaching FZE, Dubai, UAE

JANUARY 2023 — PRESENT

- Initiated and led a strategic planning process to craft comprehensive learning and development strategies, congruent with the client's core mission and business objectives.
- Headed the design and execution of diverse training programs, incorporating AI-driven e-learning platforms to deliver impactful educational experiences.
- Championed leadership development, identifying and nurturing high-potential talent, fostering career progression through custom-designed programs.
- Implemented a robust performance management system, setting clear KPIs and utilizing AI analytics to measure training effectiveness and employee productivity.
- Pioneered the integration of the latest learning technologies, including LMS and AI analytics, to streamline training delivery and accessibility.
- Drove significant change management initiatives, preparing the workforce for digital transformation and cultivating adaptability to evolving business needs.
- Managed the learning and development budget efficiently, ensuring judicious allocation and maximizing ROI through strategic partnerships and vendor negotiations.
- Forged strong collaborative relationships with HR business partners and department leaders to align learning programs with organizational objectives and promoted a culture of lifelong learning.

Senior Training Specialist, Excellence Education S.R.L., Milan, Italy

JUNE 2020 — NOVEMBER 2022

- Managed various learning events, implementing teaching methodologies and media across geographies.
- Successfully provided 370 hours of live training.
- Trained over 4000 personnel, delivering excellent coaching.

Details

Dubai, United Arab Emirates
+971 52 531 6558

NATIONALITY

Italian

DATE OF BIRTH

03/05/1994

Skills

- Strategic Learning & Development Planning
- Training Program Design & Delivery
- Leadership Development Programs
- Performance Management & Analytics
- Learning Technology Integration
- Change Management
- Budget & Resource Management
- Stakeholder Engagement
- AI-Powered Learning Solutions
- Social Media Management
- Talent acquisition and retention

Languages

English

Italian

Spanish

- Coordinated 12 projects with major banks and insurance companies across eight countries, focusing on change management, employee upskilling, leadership development, communication, sales enhancement, negotiation, and time management.

Chief Operations Officer, Sweetguest S.P.A., Milan, Italy

MARCH 2017 — APRIL 2020

- Supervised day-to-day organizational functions, ensuring operational excellence.
- Reduced operational costs by 28% through process improvement and best practice deployment.
- Boosted customer satisfaction rate by 15% over a three-year period.

Head of Human Resources, Sweetguest S.P.A., Milan, Italy

MARCH 2015 — MARCH 2017

- Developed and implemented HR strategies in line with business goals.
- Designed and implemented development programs for the whole workforce, enhancing technical and soft skills.
- Enabled the promotion of 68 employees from executives to specialists through effective hiring and internal management.

Education

Master's Degree in Mental Coaching, Università' Luigi Bocconi, Milan, Italy

SEPTEMBER 2020 — MAY 2021

Bachelor's Degree in International Economics, Management, and Finance, Università' Luigi Bocconi, Milan, Italy

SEPTEMBER 2013 — JUNE 2020

Conducted in English

Technical Proficiencies

Advanced AI & Machine Learning tools

Social Media Platforms and Management Tools

Instagram, LinkedIn, Facebook, TikTok, YouTube

MS Office

Power Point, Excel, Word, Outlook

Learning Management Systems (LMS)

Customer Relationship Management (CRM) Software

SEO/SEM tools

SEMrush, Google Keyword Planner, Google Analytics