



Elena D'Avino



More than 12 years' experience in creating planning, reporting and control **Strategic Economics** process models. Experience in **Pricing/Revenues Strategy** and Regulatory Affairs. Excellent accounting software user and analytical skills. Analytical, detail-oriented with big data knowledge. Good communication and public speaking skills enhanced by participating in board meetings (cda, collegio sindacale, etc.) and meetings with the authority (ARERA, ART and ENAC). Managing teams since 2008. **Fluent in English** and **Advanced in French**.

## WORK EXPERIENCE

Nov. 2014 – present



**SEA SpA**

**Milano**

### **Head of Charges Management and Business Modelling, Regulatory Affairs – CFO's Group**

- Responsible for Aviation Charges (aviation services prices) and for Unbundling Accounting;
- Responsible for the user committee for the approval of regulated tariffs;
- Manage the Aviation Revenues (Budget, Actual, Forecast, Strategy Business Plans elaboration) and Aviation Opex, Capex and amortization; evaluation the technical and economic feasibility of the projects;
- Support the Commercial Departments for the determination of prices and incentives and the negotiation of contracts, from a regulatory and market point of view;
- Design, creation and development new profitable initiatives on all business lines of reporting tools and specific performance analysis for the defense and increase of the Gross Margin and for reading market data;
- Coordinate with others departments (Operations, Legal, Infrastructure Optimization, Administration) in order to deliver the Charges (pricing)/others economic data to the ENAC/ART within the yearly deadline; Interact with other company functions in order to verify and control the impact of their activity from a financial and business point of view.
- Monitor the reference regulatory changes (in Italy and Europe) and their evolution in order to anticipate changes that impact the business;
- Promote best practices for the analysis of market rules and their impact on business activities;
- Generate financial and ad-hoc reports for Stakeholders; ensuring compliance of data with regulations;

Sep. 2013 – Nov. 2014



**Eon Italia SpA**

**Milano**

### **Gas and Power Sales Controller Manager**

- **Finance and Accounting:** Responsible of all financial goals (Budget, Forecasting and planning); Responsible for Monthly Sales Report; Supervision on the development and implementation of the Business Intelligence systems of the Group in compliance with the control model. Managed Commercial and marketing retail opex; Revenues and liquidity planning; Monitored the economic results for the period through some key indicators in order to anticipate the economic impacts; Supported Commercial Division to create price and commercial offers; Prepare summaries and forecasts for future business growth and general economic outlook; Lead creation of balance sheets; Implement effective capital budgeting and monitoring; Manage effectively the company cash flow.
- **Organization and Processes:** Proactively challenge all key business functions; Develop and monitor policies and procedures; Understand and mitigate key elements of the company's risk profile; Approve major buying.

## WORK EXPERIENCE

Nov. 2009 – Sep. 2013



Edison Stoccaggio SpA

Milano

## Head of Tariff and Strategic Business Controller

- **Finance and Accounting:** Responsible for Tariff elaboration; Responsible for Technical elements acquisition necessary to tariff elaboration (*Wacc, price cap revenues, allowed revenues*); Opex, capex and amortization management; Responsible for Budget, Actual, Forecast, Business Plans analysis; Responsible for services intercompany contracts (unbundling funzionale); Responsible for Joint Venture revenue and cost contracts; Responsible for implementation of the investments evaluation methods and definition of the main trade operations;
- **Organization and Processes:** Coordinated with others departments (Operations, Legal, Infrastructure Optimization, Administration) in order to deliver the tariffs to the ARERA within the yearly deadline; Supported Legal Department for complaints with the authorities; Negotiated with Energy & Gas Authority (ARERA) in order to maximize revenues; Monitored and influenced national authorities on policy, regulatory and market design issues having a commercial impact on the business; Interacted deeply with other departments, ensuring a constant production of accurate management information.

2012 – 2013

**Master SAFE in Gestione delle Risorse Energetiche**  
**Gas economic regulation - Lecturer**

Dec. 2007- Nov 2009



Edison SpA

Milano

## Senior Financial Controller

- Analyzed for annual Operation Plan and Budget;
- Managed Monthly reporting, Forecast and Planning to headquarters respecting deadlines and applying criteria accurately;
- Managed Profit and Loss statements;
- Produced ad-hoc analyses to support departments business and management decisions;
- Managed Joint-venture Profit and Loss, Cash call, budgeting & reporting.

Ju. 2006 - Dec. 2007



Reply Consulting

Turin, Milano

## Consultant for CFO Area

- Built Business Plans, with particular reference to the analysis of revenues and costs;
- Identified financial and operation indicators for KPI;
- Supported clients for business and management decisions.

Main Clients: **Avio Group SpA (CFO staff), Zurich Italia Group (Controlling area)**

Mar. - June 2006



Scuola superiore dell'Economia e delle Finanze

Roma

## Dipartimento delle Scienze aziendali

- Supported the organization of training courses;
- Supported data collection for the QMS.

Mar. - Oct. 2005



SNR Roulements – Aerospace

Argonay, France

## STAGE, Quality Assurance project

Managed the Project “Process optimization of quality assurance in supply chain for aircraft and automobile sectors”

## EDUCATION

Sept. – Dec. 2021	<b>Circular Economy</b> Tor Vergata University of Rome,
Nov. 2020 – 2021 <b>Luiss</b> Business School	<b>Executive Program in Big Data Management – Luiss Guido Carli</b> Certified specialist.
Nov. 2010	<b>Executive Program – Gas Storage</b> <b>Energy Delta Institute – Energy Business School</b> Certified specialist.
2006	Qualified <b>Engineers</b> – Industry Section, Tor Vergata University of Rome
May 2006	<b>Degree in Management Engineering (Focus on Industrial Organization)</b> Tor Vergata University of Rome, Graduated with 107/110
2002-2003	<b>Erasmus Program</b> at ESIA (Ecole Supérieure d'Ingénieurs d'Annecy), <b>France</b>
2000	<b>Graduated at high school</b> - Liceo classico sperimentale "ORAZIO" Rome, 95/100

## LANGUAGES

French	C1 - proficient user – DALF Certificate
English	C1 - proficient user – The First Certificate

## COMPUTER SKILLS

	IT Knowledge: Excellent with Microsoft Office, specifically comfort with Microsoft Excel and PowerPoint. SAP S/4HANA, Hyperion. Programming skills: SQL / MongoDB / Python / R / MatLab.
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## AWARDS

	<b>"Premio Tesi 2007"</b> promoted by Business Innovation Centre Lazio (now Lazio Innova) in the field the Project "University & Enterprise". My Thesis was selected among those which individuated new products and new production processes, anticipating new technological solution with market impact. Evaluation criteria: economics design capacity, market transferability level for the service/technology/product on exam.
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## SOFT SKILLS

	Strong analytical skills with experience in collecting, processing, and analyzing of the data. Good communication, strong reporting and presentation skills. Ability to think independently to challenge traditional solutions. Analytical and Problem-Solving attitude, flexibility to adapt to continuous changing requirements and environments.
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