

SILVIA FARERI, PhD

PROFILE

Manager with a strong corporate culture, operational effectiveness and ambition for excellence. She earned a PhD in Industry 4.0 and Data analytics and gained experience in managerial roles, developing negotiation skills, solid organizational, communication, relational and team spirit skills. Demonstrates determination to achieve and exceed goals and a keen intellectual curiosity.

SOFT SKILLS

- Operations Management
- Conflict management
- Problem solving e negotiation
- Operational problem solving
- Empathy
- Active listening
- Creativity and Innovation
- Resourcefulness
- Excellent Dialectic
- Public speaking
- Planning
- Leadership
- Time management
- Precision
- Pressure management
- Emotional intelligence
- Teamwork
- Customer orientation
- Active listening skills
- Operational autonomy
- Excellent resistance to stress
- Enthusiasm and curiosity

CERTIFICATIONS

WORKING EXPERIENCE

09/2021 – ad oggi

Erre Quadro s.r.l | Pisa, Pisa

Account manager & European R&D Project Manager

- Monitoring of market trends and industry trends.
- Supporting distributors in the most important negotiations.
- Monitoring of sales results and implementation of any corrective actions.
- Customer management. Identifying innovative products and services to meet their needs.
- Construction and consolidation of strategic relationships with suppliers and important collaborators.
- Sales optimization by updating procedures and increasing productivity.
- Technical Leader and Project Manager of Horizon 2020 European Projects (KIT4SME, DENIM, AutoTWIN, RARE2) focused on the development of HRM 4.0 Assessment Tools, the definition of new skills requirements and the automatic design of up-reskilling training activities.

03/2020 – 08/2021

Texty s.r.l | Pisa, Pisa

Chief operating officer

- Planning, supervision and coordination of the daily provision of services.
- Formulation and implementation of company policies.
- Planning of the use of human resources and materials.
- Recruiting.
- Customer relationship management.
- Effective and proactive collaboration with colleagues and superiors, working in full synergy with the team to achieve the set objectives.
- Prompt understanding of instructions, feedback, questions and requests thanks to the ability to actively listen to your interlocutor and quickly process effective responses or actions.

11/2017 – 11/2020

Fondazione Giacomo Brodolini | Roma, Roma

Data scientist

- Data extraction from databases and quality assessment for the creation of descriptive preliminary analyzes and processing using feature engineering.
- Collaboration in the creation of business cases and the development of analyzes using data science techniques and machine learning algorithms.

- Python for Data Science (2018) *Udemy*
- R for Data Science (2018) *Udemy*
- EF SET ENGLISH CERTIFICATE 76/100 (C2 Proficient) ID WSJQ3S

INVITED TALKS

- Nella sorveglianza digitale: dentro i codici dei sorveglianti Le Soft Skill nell'era Digitale *Legal Hackers Pisa, 01/09/2020*
- Insegnare il futuro Laboratori aperti *Emilia Romagna, Maker Dojo 09/06/2020*
- HR management 4.0 & Smart/Hard Working al tempo del COVID-19 *Distretto Gate 4.0 Pisa, 04/06/2020*
- H.R. 4.0 dati per comprendere il lavoro del futuro #BusinessTuesday, Data Science for Business Management *UniPi, 05/05/2020*
- BNL-diversity week Skill e competenze del futuro *Roma, 25/10/2019*
- AiIG XXX Annual Scientific Meeting «The challenges ahead: work, technological change and the organizations of the future» *Torino, 10/10/2019*
- Industry 4.0: Triggering Factors and Enabling Skills (*International Conference*) *Bergamo, 02-03/12/2017*
- Entrepreneurship for Humanities Text Mining: from data to knowledge. *Fondazione Golinelli, Bologna, 16/07/2019*

SOFTWARE

Office
R
LateX
Gephi
ABBY

- Direct management of communications for the interpretation of output requirements, facilitating the understanding of results in the face of diversified interlocutors.
- Conducting preparatory activities for the collection, analysis, processing, interpretation, display and dissemination of data, organizing them for analytical, predictive or strategic purposes.
- Porting preparation and supervision for the extrapolation of insights, analyzes and reports from large amounts of structured and unstructured data.
- Author of several projects for EU funding proposals.

05/2017 - 10/2017

Freelance | Pisa, Pisa

Data scientist

- Research and analysis on Skills 4.0 and changes in the labor market for the Quinn Consortium, the Regional Institute for Economic Planning in Tuscany and the Giacomo Brodolini Foundation.
- Direct management of communications for the interpretation of output requirements, facilitating the understanding of results in the face of diversified interlocutors.
- Conducting preparatory activities for the collection, analysis, processing, interpretation, display and dissemination of data, organizing them for analytical, predictive or strategic purposes.
- Qualitative analysis and identification of semantic correlations and interrelationships between data.

EDUCATION AND TRAINING

03/2021

University of Modena and Reggio Emilia | Modena

PhD: Industria 4.0 e Data Analytics

- Research doctorate focused on the impact of new technologies on human resources, conducted through Text Mining and Data Analytics techniques and the design of tools to support HR management and institutions.
- Grade: Excellent

05/2017

University of Pisa | Pisa

Master Degree: Industrial Engineer

12/2014

University of Pisa | PISA

Bachelor Degree: Industrial Engineer

07/2011

Scientific High School Antonio Pacinotti | La Spezia

High School Diploma

PUBLICATIONS

- **Silvia Fareri**, Riccardo Apreda, Valentina Mulas, Ruben Alonso (2023), The worker profiler: Assessing the digital skill gaps for enhancing energy efficiency in manufacturing, *Technological Forecasting and Social Change*, Volume 196, 122844.
- **Fareri S.**, Melluso N., Chiarello F., Fantoni G., (2021). *Skill(N)ER: Mining and Mapping Soft Skills from Any Text*. Expert Systems with Application.
- Solinas G., Silvestri L., Caruso G., **Fareri S.**, (2020). *Dalla crisi alla crisi: nuovi lavori e competenze nel settore automotive*. Department of Economics 0174, University of Modena and Reggio E., Faculty of Economics "Marco Biagi".
- Paba S., Solinas G, Bonacini L., **Fareri S.**, (2020). *I sistemi produttivi in Italia tra globalizzazione e digitalizzazione*. Working Paper DEMB, n. 166.
- **Fareri S.**, Chiarello F., Fantoni G., Coli E., Manfredi P., (2020). *Il lavoro al tempo del COVID-19: "Smart(er) or Hard(er) work per i knowledge workers?"* Experimental findings. DOI: 10.13140/RG.2.2.12929.40801
- Paba S., Solinas G, Bonacini L., **Fareri S.**, (2020). *Robot, ICT e globalizzazione: gli effetti sui sistemi locali del lavoro in Italia*. L'industria, Rivista di economia e politica industriale, 1/2020, pp. 71-100, doi: 10.1430/97172
- Melluso N., **Fareri S.**, Fantoni G., Bonaccorsi A., Chiarello F., Coli E., Manafi S., (2020). *Lights and shadows of COVID-19, Technology and Industry 4.0*. arXiv preprint arXiv:2004.13457.
- **Fareri S.**, Fantoni G., Chiarello F., Coli E., Binda A., (2020). *Estimating Industry 4.0 impact on job profiles and skills using text mining*. Computers in Industry, Volume 118, 103222, ISSN 0166-3615, <https://doi.org/10.1016/j.compind.2020.103222>.
- Solinas G., **Fareri S.**, Giordano V., (2019). *La maturità digitale delle imprese in Emilia-Romagna- Primi risultati*. Working paper, Unioncamere e Regione Emilia-Romagna. https://doi.org/10.25431/11380_1197929
- **Fareri S.**, Coli E., Fantoni G., Chiarello F., Pettini G., (2018). *Soft Skills of The Future: A Heterogeneous Approach Based on Data Mining Techniques*. Associazione Italiana Scienze Regionali, Bolzano 2018
- **Fareri S.**, Chiarello F., Coli E., Teloni D., Dente G., Fantoni G., (2018). *Workers 4.0: skills, profiles and jobs in different business functions*. Economy, Employment and Skills: European, Regional and Global Perspectives in an Age of Uncertainty, Editor Terence Hogarth, ISBN 9788895380452
- Fantoni G., Chiarello F., **Fareri S.**, Pira S., Guadagni A., (2018). *Defining industry 4.0 professional archetypes: a data-driven approach*. Economy, Employment and Skills: European, Regional and Global Perspectives in an Age of Uncertainty, Editor Terence Hogarth, ISBN 9788895380452
- Chiarello F., Fantoni G., Bonaccorsi A., **Fareri S.**, (2018). *What Kind of Contributions Does Research Provide? Mapping Issue Based Statements in Research Abstracts*. International Conference on Statistical Analysis of Textual Data JADT Conference.
- Trivelli L., **Fareri S.**, Coli E., (2018). *Logistica 4.0: l'impatto delle tecnologie digitali sui processi e sulle persone*. Lavoro e organizzazione della logistica 4.0, Working Paper Fondazione Giacomo Brodolini, ISBN9788895380469
- **Fareri S.**, Chiarello F., Coli E., Teloni D., Dente G., Fantoni G., (2018). *Workers 4.0: skills, profiles and jobs in different business functions*. Scientific workshop on the 4th Industrial Revolution – Business model innovation, local ecosystems and global competition, 23-24, Trento.
- Fantoni G., Chiarello F., **Fareri S.**, Pira S., Guadagni A., (2017). *Defining industry 4.0 professional archetypes: a data-driven approach*. Conference Industry 4.0: Triggering Factors and Enabling Skills, Bergamo, Italy

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12/01/2024 Pisa