

GIANNI LOSI

p: 817.659.7091 ~ 15077W Cty Rd. B ~ Hayward, WI 54843 ~ eml: gianni@giannilos.com ~ url: giannilos.com

To Whom It May Concerns:

I have an extensive background in the areas of law enforcement, business and web design I am writing to explore possible employment opportunities with your organization.

Over the years, I have excelled as a web designer and translator with my start-up enterprise, Exceteraweb.com. Being my own boss exposes me to all the day-to-day operations of a small business; it nurtures my ability to deliver creative business solutions through award winning web design and finally it provides me with a solid income. Working as an officer with the MCP has prepared me as a leader and a team player with the ability to handle critical situations in which strategic thinking and decision-making are musts and problem-solving is definitely a skill that brings you home in one piece. And finally, as a market researcher with TNS-Infratest I managed a variety of quali/quantitative studies and applied methodologies that provided me with a thorough understanding of market and consumers dynamics.

Whether working at solving a police investigation or skillfully implementing a creative solution for a client, what I state in my resume it is just my professional background and yet, that's not enough to describe my personal experience. I am in fact an immensely curious person who has always been fascinated by whatever would challenge my mind and never missed a chance for personal growth. I'm an avid learner and a passionate doer who delve into new areas of interest with gusto. I can see trends and patterns and use my system thinking ability to analyze and unravel them. And through this combination of jobs in seemingly unrelated fields, I have become a well-rounded, open-minded human being and a uniquely skilled professional who is definitely able to look at a "larger picture and connect the dots."

It is these qualities that continue to prove very valuable assets to the entities I've served over the years, and what have served to set me apart from other candidates with equally good experience. All I ask is a chance to make a difference and use my skills, personal passions and professional attention to do the work you need to have done.

Ultimately, I'm a Green Card holder and over the years I spent equal time in both the US and Italy, my native country. Starting July 2012, I'll be in your area and I'll be available for an interview at your convenience. I look forward to hearing from you in the near future.

Thank you for your consideration.

Sincerely,

Gianni Losi

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OBJECTIVE

Multilingual International Analytical and Creative entrepreneur seeking an executive position in account management.

PERSONAL PROFILE

An enthusiastic individual with an analytical mind and a multifaceted background in the areas of law enforcement and business. A well-rounded leader successful at motivating people using a combination of coaching and managerial techniques. A knowledgeable person with a strong sense of ethics, personal responsibility who is dedicated to excellence.

SKILLS

- Experienced with Mac and Windows environments. MS Office Suite, Adobe Creative Suite, Firefox, Netscape, Safari, IE, FTP applications. Working knowledge of Javascript, Php and ActionScript.
- Highly motivated team leader, adaptive to change and new ideas.
- Multi-task strategic planner who delivers on-time results.
- Technical, business and creative translator.
- Proficiency in both digital and film photography.
- Native fluency in Italian; near-native proficiency in English; conversational Spanish.

PROFESSIONAL EXPERIENCE

EXCETERAWEB.COM, Hayward, WI & Milan, Italy ~ Web Designer, Owner, 2005 - present

Extensive knowledge of day-to-day operations as an owner of a small web design & translation business.

- Design and maintain a number of custom websites with standards compliant code emphasizing browser compatibility, accessibility, usability and search engine optimization.
- Define site architecture, prepare interface layouts and convert them into xhtml/css sites incorporating Javascript, Php coding and Flash technology.
- Write, edit and proofread content of a variety of documents and collaborate with photographers.

Translate technical documents for a market research company and localize articles for online publications.

- Translation to Italian, reflecting style and manner of expression of Italian-speaking people and retain the essence of the intended message.
- Translate surveys, reports, transcripts, verbatim, presentations, journal and magazine articles.

Relevant web work: *exceteraweb.com, piratescovefunzone.com, northtexasjellystone.com, stravagariobistrot.com, lakechip.com, , texasadvertising.com, studioperugino.it, lorettadawmbyrne.com, bellyofjoy.com, greenliving.it, masonnice.com, roccadimontalfeo.it, macelleriafaravelli.it, eytchesonunlimited.com, ceciliausseglio.com, bbrepairs.com, rvranchofkeene.*

Relevant translation clients: *Tns-Infratest, VW, Honda, Renault, Saab, Kraft, Nestle, USB, Roche, comedonchisciotte.org.*

MILAN CITY POLICE, Milan, Italy ~ FDL, Forensic Document Laboratory Technician, 2007 - present

Assist in forensic examinations aimed at deterring fraudulent document crime and provide real-time support to field personnel.

- Analyze document structure and security systems (watermarks, microprints and engravings, inks, reacting films, seals, stamps) and classify repository of documents.
- Responsible for translating the FDL reference guide into English. Project is centered on intelligence sharing amongst European law enforcement agencies and is based on passports, driving licenses, IDs, car titles, immigration cards from approximately 160 countries worldwide.
- Interact and interpret between Milan City Police and foreign governmental entities.

MILAN CITY POLICE, Milan, Italy ~ Detective, 1994 - 2006

Managed crime prevention and criminal investigations centered on document frauds, thefts, smuggling and illegal immigration.

- Collected and preserved evidence, interviewed suspects and witnesses, made criminal arrests, prepared cases for trial and testified before court.
- Established effective working relationships with criminal justice, social service, city and state agencies. Supervised and trained new officers.
- Awarded two commendations for outstanding duty.

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MILAN CITY POLICE, Milan, Italy ~ Patrol Officer, 1983 - 1993

Implemented patrol techniques and strategies to ensure security of persons and properties.

- As responding officer made criminal arrests, gathered preliminary information, completed reports of arrests, accidents and assisted in case preparation for trials.
- Investigated lethal car and worksite accidents and provided first aid to victims. Directed traffic and enforced violations.
- Operated an emergency vehicle and other equipments including breathalyzers, radar units, police batons and restraining devices.
- Awarded two commendations for outstanding duty and earned promotion to detective.

TNS-INFRA TEST, Milan, Italy ~ Junior Account Executive, 2001 - 2002

Managed and executed concept testing, attitude & usage, customer satisfaction research and mystery shopping studies.

- Coordinated all the research workflow including proposal, questionnaire design, sampling, fieldwork, tables analysis, and finding presentation.
- Conducted meetings and reviews with clients and interfaced with internal departments to ensure timeliness and quality.
- Collected qualitative unstructured person-to-person interviews with national and international figures.

LAKE CHIPPEWA CAMPGROUND, Hayward WI ~ Advertising Manager, 1998 - 2008

Managed resort daily operation and responsible for designing web, print and collateral material for ongoing promotional events.

- Trained, organized and motivated staff. Ensured excellent communication through the team, making them proactive and effective.
- Maintained a high profile within the resort and had regular positive contact with guests providing assistance in sorting issues, problems and emergencies.
- Developed understanding of tourism industry and its impact on small business revenues and the community.
- Contributed a constant sales increase of approx 7%, annually..

EDUCATION & SEMINARS

AAS Degree in Marketing with Honors, MATC, Madison WI, 2000

ATC Web Page Design, MATC, Madison WI, 2004

Working with Family and Friends, speaker Lori Severson, Austin TX 2005

Obsessive, Compulsive Client Retention, speaker Lori Severson, Austin TX, 2005

Improving Guest Loyalty and Profits, speaker Bob MacKinnon, Austin TX, 2005

Capitalizing on Research Driven Marketing, speaker Ann Emerson, Austin TX, 2005

How to Recruit and Hire the Right People, speaker Bob Losyk, Austin TX, 2005

Motivating Your Employees and Your Campers, speaker Jayne Cohen, Austin TX, 2005

Maximizing Employee Potential, speaker Lori Severson, Austin TX, 2005

AWARDS

ARVC Best Site of the Year (rv-ranch.com, 2008), national award

Milan City Police commendations for outstanding duty, 1990, 1992, 1995, 1996

MATC Foundation scholarship for academic merit, 1999 and 2000

OTHER ACTIVITIES

Announcer for Athletes, EFSC, European Figure Skating Championship, 1998

Security Team Program-Security Supervisor, ACOG, Atlanta Committee for the Olympic Games, 1996

Member IPA, International Police Assn.

Member Phi Theta Kappa, Honor Student Society

Member MATC Alumni Association

Scoutmaster AGESCI, Italian Catholic Boy and Girl Scouts Assn.

Certified CPR, Policlinico Hospital, Milan

Italian Army, Private. Honorable Discharge, 1982

Led *Pro Eleonora* fund raising drive for a child needing a bone marrow transplant, 1991

Volunteered in Street Education Program for Children by Milan City Police 1990 – 1997