



Dott. Marco Di Martino
PhD candidate in Management
of the Social-Healthcare sector



"to spend more on some service to reduce the need for others" M. Porter (2010).

CONTACTS

Mobile phone: 328.1752.681
dimartino85@gmail.com
dimartino@economia.uniroma2.it
LinkedIn: Marco Di Martino
Skype: marciok_9
Via dell'acqua acetosa 87,
00043 Ciampino RM.

SKILLS

- Business process mapping
- Healthcare compliance
- Problem solving
- Stakeholder management
- Yield/Revenue management
- Organizational coordination
- English language
- Public speaking
- Digital Marketing and CRM
- Interpersonal relationships

DIGITAL SKILLS

- Excel e Libre Office
- Power Point
- Net Hospital
- Zucchetti e RR2_Oracle Fusion
- Softwares Windows ed Apple
- Nuonga CRM
- Wordpress
- G-suite
- Office Pack
- Salvemini certifications: Coding, Typewriting, FDP, Technical Assistant.

ACTUAL POSITION

2023, February – PhD candidate in Public Management and Governance at the Faculty of Economics of University of Rome "Tor Vergata". The research project is aimed at improving the efficiency of social and health services in the face of a structural shortage of personnel through the logic of planning and managerial control.

EDUCATION AND TRAINING

2020 September – 2022 November

Master's degree in economics and management – Rome Tor Vergata.

Study plan conditioned by the health/social-health sector.

Experimental thesis in Management Control in Healthcare:

"Personnel reorganization as a lever for value creation in the Long Term Care sector".

Doctor, with a score of 110/110 cum laude and mention.

WORK EXPERIENCES

2021 September – 2022 January KOS GROUP S.p.A., BU di Foligno (PG)

Internship in the economic - administrative area – Social-health sector

- mapping and streamlining of the private hospitalization processes;
- performance improvement % of occupancy with CRM logics;
- performance improvement in pharmacy inventory value;
- pre-invoicing procedures;
- administrative and healthcare compliance procedures.

2017 March – in progress

Legal Guardian – Social-health sector

In addition to the fulfillment of the tasks required by law I have been engaged in:

- coordination of relations between stakeholders;
- management of taking charge in home care regime.

2011 September – 2021 August

Treasurer, Fundraising, Lecturer - Third Sector/Religious Bodies

- finding and allocating resources on the projects of the institutions;
- reporting according to CSR logics;
- reiteration of problem solving logics;
- coordination and implementation of teaching activities.

2008 April – 2010 March, Hotel delle Province & Domus Caesari S.r.l. (RM)

Front Office Manager - Travel and Tourism Sector

- staff coordination and personnel training;
- application of Yield/Revenue Management logics;
- negotiation of industry partner contracts, internet marketing activities.

Roma, 12/05/2023

Respectfully 