



I the undersigned asks to participate in the public selection, for qualifications and examinations, for the awarding of a type B fellowship at **Dipartimento di Economia, Management e Metodi Quantitativi**

Scientist- in - charge: **prof. Stella**

**Claudia Sartirana**

## CURRICULUM VITAE

### PERSONAL INFORMATION

Surname	Sartirana
Name	Claudia

### PRESENT OCCUPATION

Appointment	Structure
Engagement Manager, Global Consulting	SAS Institute s.r.l.

### EDUCATION AND TRAINING

Degree	Course of studies	University	year of achievement of the degree
Degree	Scienze Statistiche ed Economiche	Università degli studi di Milano-Bicocca, Milano (Italy)	2011
Specialization	Scienze Statistiche ed Economiche	Università degli studi di Milano-Bicocca, Milano (Italy)	2013
PhD	Economics and Statistics	Università degli studi di Milano-Bicocca, Milano (Italy)	2025
Other	"Riccardo Massa" Department of Human Science for Education.	Università degli studi di Milano-Bicocca, Milano	2019



	24 university credits in accordance with Ministerial Decree 616/17. Credits were obtained succeeding in the following exams: - Cultural Anthropology - Didactic Methodology and Technology - Psychology - Pedagogy Marks average: 27/30.	(Italy)	
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## REGISTRATION IN PROFESSIONAL ASSOCIATIONS

Date of registration	Association	City
January 2025	IAERE - Italian Association of Environmental and Resource Economists.	Perugia, Italy

## FOREIGN LANGUAGES

Languages	level of knowledge
English	C1 (B2 certified)

## AWARDS, ACKNOWLEDGEMENTS, SCHOLARSHIPS

### TRAINING OR RESEARCH ACTIVITY

In my research, I analyzed how technological advancement drives sustainable economic growth through green innovation. Using firm-level patent data, I examine two main areas: first, I investigate how a firm's position in knowledge networks influences its likelihood of adopting green technologies. Second, I study factors that influence persistence in green innovation, finding that firms with a high-quality patent history, broad knowledge, and a strong green focus are more likely to continue innovating in green technologies. During my research, I devoted significant time to managing, analyzing, and preparing large datasets, integrating information about firms' patents from multiple sources (Patstat, Bureau Van Dijk, OECD) into a cohesive database. I combined machine learning, advanced statistical tools, and econometric methods with a strongly applied focus on microeconomic topics like innovation and firms' entry into new fields. This research provides valuable insights for policymakers to support sustainable, long-term green strategies in



firms, contributing to the global sustainability objective. I am working on two different drafts that will be soon submitted for publication. Additionally, I broadened my expertise by exploring diverse sectors, including the Italian motorbike industry, deepened in a published paper, and creative industries.

I was enrolled in an Executive Ph.D. (defense in Feb 2025) with a full-time job in SAS, a software company. In my previous experience in SAS before joining the Ph.D., starting from 2013, I spent four years as an analytical trainer, teaching industry experts from sectors such as banking, insurance, and large corporations, as well as students at over ten Italian universities, from bachelor and master degrees as well as MBAs. I taught applied courses, using SAS, about programming, data manipulating, data visualization, business intelligence, statistics, machine learning, data mining including official certifications for students. I was also invited as speaker in several events and business conferences. Subsequently, I led the education department for four years, overseeing all aspects including courses curriculum development, course scheduling (public, private, and remote), team management, support to university partnerships, sales, event organization, and budgeting (such as P&L management and forecasting). Additionally, I represented Education South EMEA Region at SAS headquarters. During my Ph.D., I shifted my focus toward research and methodology in my new role as project and engagement manager within the consulting department, to gain more experience and apply the new skills learned during the Ph.D. My responsibilities include monitoring projects milestones and development, design tailored projects based on clients' needs and data, using advanced statistical techniques and model governance processes in areas such as fraud detection, product forecasting, or KPI optimization, across industries including pharmaceuticals, healthcare, telecommunications, public sector, and insurance.

## CONGRESSES AND SEMINARS

Date	Title	Place
July 2024	Economic policy in complex environments – EPOC	Milan
September 2024	II Milan PhD Economics Workshop	Milan
December 2024	18th International Joint Conference on Computational and Financial Econometrics (CFE) and Computational and Methodological Statistics (CMStatistics).	London
January 2025	XXIII annual workshop Società Italiana di Economia e Politica Industriale (SIEPI).	Bologna
February 2025	XIII Italian Association of Environmental and Resource Economists (IAERE) annual conference	Rome
<i>Planned: June 2025</i>	<i>Planned: Invited session at Innovation &amp; Society: Statistics and Data Science for Evaluation and Quality (IES by Young SIS).</i>	Bressanone

## PUBLICATIONS



Incumbent vs new firms' entry into an innovative niche market: electric motorcycles in Italy, 2010-2021. (Garavaglia C., Sartirana C.). Abstract link: <https://www.boa.unimib.it/handle/10281/379394>

## OTHER INFORMATION

I have been in SAS since 2013. In my first role I was an analytical trainer. Subsequently, I led the SAS education department for four years. I believe that with this competence I can support internal activities of the department such as planning, courses scheduling or practical classroom checks, report analysis about the activities of the department, any other support that could be needed. In addition, my experience in the Global Consulting Department has allowed me to gain more and more autonomy and experience in managing my time, following parallel threads and projects, developing new ideas starting either from business needs or from data exploration whenever a new data source becomes available. Moreover, since I have to manage the roadmap and the project resources, timelines, expected outputs and legal proposals and contracts, I believe this could speed up the learning process regarding the preparation of academic project proposals. In addition, the experience on the field, beyond giving me strong programming skills, can be an original contribution in courses and seminars for students, showing them real-life examples of implementations, problems and solution, and experiences. Finally, all these customer facing roles help me in being confident when speaking to professionals, managers, professors and wide audiences. My passion for teaching and my relentless curiosity for research drive me every day. I am eager for the opportunity to contribute and grow within your institution, and I truly believe that I can be a valuable addition to your team. With 12 years of professional experience and the rigorous journey of an executive Ph.D., I have learned that when I am deeply committed and passionate, I become an avid learner and a dedicated worker.

### Other activities:

- Local Organizing Committee of the VIII Beeronomics Conference 2024: <https://beeronomics2024.unimib.it/>
- Seminars to middle school students about statistics and data science, joining a project from Milan City Council: <https://steamiamoci.it/iniziativa/primavera-delle-pari-opportunita/>
- Lecturer of the course for Pharmaceutical Science Ph.D. students: "Data visualization, advanced analytics and artificial intelligence" at Università degli Studi di Milano, 18 hrs, a.y. 2023-2024 and 2024-2025.
- Co-supervisor for a student of a Master Degree in Data Science, dissertation title: "Utilizing machine learning models to address business questions in the context of a large company: two applications on sensors data coming from different industries"
- Part of the SheTech community, that supports women in tech and digital. I acted as mentor in one of their programs: <https://elleactive.hearst.it/2023/mentor/claudia-sartirana/> ; <https://shetechitaly.org/events/shetechbreakfast-con-claudia-sartirana/>

Declarations given in the present curriculum must be considered released according to art. 46 and 47 of DPR n. 445/2000.

The present curriculum does not contain confidential and legal information according to art. 4, paragraph 1, points d) and e) of D.Lgs. 30.06.2003 n. 196.

Please note that CV WILL BE PUBLISHED on the University website and It is recommended that personal and



sensitive data should not be included. This template is realized to satisfy the need of publication without personal and sensitive data.

Please DO NOT SIGN this form.

Place and date: Milan, 28/02/2025