

# GIULIA SERALE

## Personal Information

- › Date of Birth: 07/14/1999
- › Address:
- › Phone:
- › Email:
- › Languages: Italian (Native), English (C1), Portuguese (C1)
- › Driving Licence: B

## Personal Profile

HR Consultant focused on inclusive hiring and the placement of candidates with disabilities in compliance with Italian Law 68/99. Expert in managing the full sales cycle for prospect and inactive clients nationwide, providing strategic consultancy on workforce compliance and diversity integration.

## Skills

- › Recruitment: End-to-end talent acquisition.
- › HR Consultancy (Law 68/99): Compliance advisory, inclusive hiring strategies and workforce planning.
- › Business Development: Full sales cycle management, client acquisition, reactivation, and growth.
- › Client Management: Portfolio development, tailored HR solutions and stakeholder engagement.
- › Performance & KPIs: Proven ability to meet and exceed recruitment and sales targets.
- › Technical Skills: Proficient in Microsoft Office and recruitment management tools (Bullhorn, Powerbase).

## Experience

09/'25 - now **Junior Permanent Consultant Manpower Professional** @ **ManpowerGroup**

Manage end-to-end recruitment activities across Italy, focusing on candidates protected under Italian Law 68/99. Contribute to business growth by developing client relationships and delivering tailored recruitment and inclusion solutions.

Key responsibilities include:

- › Managing nationwide recruitment and selection processes for Law 68/99 protected profiles
- › Driving business development across prospect, active, and inactive clients
- › Leading multi-role and multi-location recruitment projects
- › Supporting commercial growth across additional business lines
- › Conducting client meetings and gathering requirements and needs analysis
- › Managing candidate interviews and selection processes
- › Providing consultancy on Law 68/99 compliance and inclusion practices

02/'25 - 07/'25 **Team Support Manpower Professional** @ **ManpowerGroup**

Provide operational support to recruitment activities focused on candidates protected under Italian Law 68/99 across the national territory. Assist the team in delivering efficient and compliant hiring processes while contributing to business development initiatives.

Key responsibilities include:

- › Supporting business development and commercial activities
- › Assisting in candidate screening, interviews, and selection processes
- › Supporting end-to-end recruitment process management
- › Assisting in consulting activities related to Law 68/99 compliance

## Education

|                 |   |  |
|-----------------|---|--|
| 09/'21 - 07/'24 | <b>Master's Degree, Foreign Languages for Communication and International Cooperation</b> | @ University of Turin                            |
| 20/'22 - 08/'22 | <b>Erasmus Exchange Program: Erasmus + scholarship</b>                                    | @ University of Porto - FLUP                     |
| 10/'18 - 11/'21 | <b>Bachelor's Degree, Foreign Languages and Literatures and Modern Cultures</b>           | @ University of Turin                            |
| 09/'13 - 07/'18 | <b>High School Diploma, Figurative arts</b>   | @ IIS Michele Buniva                             |
| 02/'16 - 06/'17 | <b>Study Experience</b>   | @ Liceo Artistico Statale P. Romana - Sesto F.no |
| 08/'15 - 02/'16 | <b>International Study Experience</b>   | @ Fundação Torino Belo Horizonte - Brazil        |

## Courses and Certifications

|  |   |                              |
|--|---|------------------------------|
| 11/'24   | <b>Microsoft Excel</b>                          | @ Lavoro Tempus S.p.A.       |
| Completed the 40-hours basic level course.                                 |   |                              |
| 09/'24   | <b>Cambridge English Certificate</b>            | @ Cambridge UPA              |
| Obtained the English Language Certificate.                                 |   |                              |
| 10/'22   | <b>Teaching Certificate 24 CFU</b>              | @ University of Turin        |
| Obtained the 24 CFU certificate (MD 616/2017).                             |   |                              |
| 04/'22   | <b>Bilingual Education - CLIL Today</b>         | @ University of Porto - FLUP |
| Training days and seminar at Porto University by IBmodel Erasmus+ Project. |   |                              |
| 04/'22   | <b>CFU Achievement for A-23 Category Access</b> | @ University of Turin        |
| Obtained the A-23: Teaching Italian as a foreign language.                 |   |                              |

I hereby give consent to the processing of the personal data I have provided in this curriculum vitae for recruitment purposes in accordance with Regulation (EU) 2016/679 (GDPR).

