

# DANIEL COEN

TECHNOLOGY STRATEGIST & GENERATIVE AI SPEAKER

## Contacts

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## Personal Profile

Technology Strategist at Microsoft, with expertise in Generative AI and cloud-enabled business transformation. Background in management consulting and enterprise innovation, with advisory and mentoring activities for startups, venture capital funds, and universities. Active lecturer and public speaker on Generative AI and contributions to major national innovation events. Travel enthusiast.

## Skills & Abilities

- Generative AI Strategy
- AI & Cloud Platforms
- Business & Digital Transformation
- Public Speaking & Teaching
- Innovation Management
- Management Consulting
- Technology Transfer
- Data-Driven Decision Making
- Governance, Risk & Ethics of AI
- Agile & Design Thinking
- Startup & VC Advisory
- Leadership & Stakeholder Management

## Languages

Italian (Mother Tongue)  
English (C1 - IELTS 7.0)  
Hebrew (Intermediate)

## Work Experience

### MICROSOFT

*Account Technology Strategist (12/2022 - Present) | Various Locations, Italy*

- Lead technology and Generative AI agendas for major strategic enterprise clients, supporting the design and adoption of AI-driven transformation initiatives
- Orchestrate technology sales activities and coordinate technology sales teams to provide the right solutions to the customer

### UNIVERSITY OF ROME TOR VERGATA

*Lecturer - Generative AI for Business (01/2026 - Present) | Rome, Italy*

- First Generative AI course within the Department of Management and Law, focusing on business applications and strategic impact

### DELOITTE CONSULTING

*Senior Consultant, Cloud Strategy (12/2021 - 11/2022) | Milan, Italy*

- Contributed to the setup of the Vodafone Centre for Health, a European joint venture to drive Vodafone positioning in the healthcare industry

*Consultant, Cloud Strategy (02/2021 - 12/2021) | Milan, Italy*

- Assessed and lift&shifted the IT infrastructure of a major global telco company enabling centralization, compliance and scalability

### PWC ADVISORY

*Associate, Innovation Strategy (08/2019 - 02/2021) | Milan & Rome, Italy*

- Coordinated a team of 7 in developing and signing the partnership between a top 3 cloud provider and PwC Italy
- Developed innovation and business strategy, market analysis and patient journey for a major medical device and healthcare company

*Intern, Innovation Strategy (02/2019 - 07/2019) | Rome, Italy*

- Analyzed an Italian Oil & Gas SME and developed an internationalization plan and market entry strategy to South Africa

## Academic Background

### INDIAN INSTITUTE OF MANAGEMENT BANGALORE (IIMB)

*MBA Exchange Student (05/2018 - 09/2018) | Bangalore, Karnataka, India*

- Selected as exchange student in a top-tier international MBA program (top 30 global university - Financial Times Global MBA Ranking 2021).

### TOR VERGATA SCHOOL OF BUSINESS ADMINISTRATION

*MSc in Business Administration (09/2017 - 07/2019) | Rome, Italy*

- Master graduate with 110/110 cum Laude
- Master thesis: "Cloud based AI and its introduction do drive innovation"

### HELSINKI METROPOLIA UNIVERSITY OF APPLIED SCIENCES

*Erasmus+ Student (08/2016 - 12/2016) | Helsinki, Finland*

- Took part in the 1st and 2nd "States General of the Erasmus Generation" as representative of Italy

### UNIVERSITY OF ROME TOR VERGATA

*BSc in Economics and Finance (09/2014 - 09/2017) | Rome, Italy*