

Arch. MATTEO LAURI

BUSINESS DEVELOPER & PROPOSAL MANAGER

Licensed architect with 5+ years of international experience in business development and proposal management across AEC and transportation sectors. Skilled in coordinating multidisciplinary bids, developing sales pipelines, monitoring target markets, and driving process standardization for technical and economical proposals. Focused on measurable outcomes, stakeholder engagement, and leading complex, high-value tenders for major infrastructure programs.

PROFESSIONAL EXPERIENCE

- 10/'20 - Present **SYSTRA S.p.A. - Rome, ITALY**
International Sales Department - Business Developer and Proposal Manager.
Overseeing end-to-end management of complex, high-value bids across multiple markets.
- 01-09 /2020 **3TI PROGETTI - Rome, ITALY**
International Business Development - Proposal Manager.
Bid coordination of infrastructure and building projects with compliance and timely delivery.
- 01-10 /2019 **Studio Architetto Gianfranco Gritella & Associati - Turin, ITALY**
Collaborator on Detailed Design restoration projects

EDUCATION

- 06 /2020 **Registration at the Order of Architects of Turin**
- 03 /'17 - 03 /'18 **Itinerant master in architecture and museography for archaeology**
Thesis title: "Memory: perceptions and perspectives", project for the Acropolis of Athens.
Accademia Adrianea, Rome (Italy)
- 09 /'15 - 12 /'17 **Master's Degree in Architecture for the restoration and enhancement of heritage**
Thesis title: "Smallpox Hospital. Architecture and Ruin in New York: Analysis and Projects".
Relator Prof. P. Mellano, co-relator Arch. F. Novelli, foreign co-relator Arch. S. Martin.
Politecnico di Torino, Turin (Italy)
Grade 104/110
- 09 /'11 - 02 /'15 **Bachelor's degree in Architecture**
Politecnico di Torino, Turin (Italy)
Grade 95/110
- 09 /'06 - 07 /'11 **Higher secondary education diploma with a scientific focus (bilingualism course)**
Liceo Scientifico Statale Carlo Cattaneo, Turin (Italy)

PRIZES

- 05 /2018 **Winner of the "Carlo Alberto Bordogna" Prize**
Best architectural design thesis of the Politecnico di Torino of 2017
- 08-09 /2016 **Winner of the "Special Mention" at the "Piranesi Prix de Rome"**
Accademia Adrianea, Tivoli (RM), (Italy)

PUBLICATIONS

- 03 /2018 **Master's Degree Thesis**
Portal of Meritorious Theses of the Politecnico di Torino
Link: <https://webthesis.biblio.polito.it/6362/>
- 06 /2017 **LAB 2.0 - Architecture Magazine**
Publication in online magazine of the project awarded at the Piranesi Prix de Rome.



PERSONAL DATA

Nationalities:
Italian, Canadian

Place of birth:
Turin, ITALY

Date of birth:
August 10th, 1992

Current address:
Via Tuscolana 851,
Rome, ITALY

Telephone number:
(+ 39) 340 5394347

E-Mail:
matteolauri.arch@gmail.com

In possession of
Driving license B

LANGUAGE SKILLS

ITALIAN: Mother-tongue

ENGLISH: Mother-tongue

FRENCH: DELF B1

SPANISH: Basic

SOFTWARE SKILLS

2D Drawing:
Autocad

3D Drawing:
SketchUp

RENDERING:
Lumion

ADOBE:
Photoshop, Illustrator,
InDesign, Lightroom,
Premiere Pro

OFFICE PACK:
Word, PowerPoint, Excel

ECDL Certification:
(European Computer
Driving Licence)