
BENJAMIN GALAZZO

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PROFESSIONAL SUMMARY

Accomplished business executive bringing over ten years of professional corporate and intrapreneurial experience. Exceptional team player and problem solver with deep understanding of public affairs, client relationship management and business development. Well-versed in operating in complex, dynamic environments under tight deadlines.

SKILLS

- Government Affairs
- Client Relationship Management
- Project Development
- Digital Strategy
- Public Affairs
- Policy & Regulatory Analysis
- Market Research
- Business Development

WORK HISTORY

Senior Advisor to the Chairman | Part time, 07/2020 to Current

Horasis – Brussels, Belgium

- Working closely with the Chairman to develop several leadership initiatives across the Horasis community.
- Responsible for designing programmatic content and monitoring policy developments related to sustainability, ESGs, the European Union and blockchain technologies.
- Supporting business engagements and relationship building with event partners, participants, speakers and sponsors for global and regional events in Europe and Asia.

Independent Consultant | Part time, 05/2021 to Current

Crypto Assets & Investments – Brussels, Belgium

- Consulting for various clients on product designs and commercial strategies.
- Managing a diversified portfolio of crypto investment, DeFi and trading opportunities.
- Leading the launch of several Metaverse-based initiatives and activities.

Senior Manager, External & Government Affairs | Full time, 01/2019 to 01/2021

Nissan Motor Asia Pacific – Bangkok, Thailand

- Contributed to the development of the function's strategic roadmap alongside the global vice president of corporate strategic and public affairs.
- Acted as focal point for regional government relations strategy, alignment and harmonization with a team of seven local market leads.
- Supported various internal teams creating, deploying and optimizing external messaging and campaigns.
- Briefed senior corporate executives and facilitated relationship building at ministerial and head of cabinet levels.
- Directly managed external communication efforts with public figures, partners, ministries and agencies.
- Managed policy, regulatory, stakeholders monitoring, mapping and market intelligence.
- Performed multiple successful lobbying missions involving workshops and presentations to government officials.
- Prepared, produced and distributed internal briefing documents, official letters and communications, including contents and messaging.
- Communicated incidents or high-risk complaints internally and managed multiple external crises.

- Managed budgeting, deliverables and contracting from three policy consultancies (Edelman, Frost & Sullivan, Vriens & Partners).
- Supported policy monitoring during the COVID-19 global pandemic.
- Proactively developed the company's industry 4.0 and smart cities initiatives.

Manager, Public Affairs & Influencers Strategy | Full time, 07/2018 to 01/2019

Nissan Motor Asia Pacific – Bangkok, Thailand

- Responsible for developing Nissan's regional social media communications, marketing plans and influencers strategy.
- Raised brand awareness through consistent marketing efforts and product campaign launches.
- Developed external communication activities and briefed senior management in view of multi-stakeholder events, speaking opportunities and participations.
- Drafted meeting briefings, speeches for company executives and advised on media talking points.
- Managed the harmonization of regional social media activities and developed multiple platforms (Twitter, Instagram, Facebook).
- Created a content calendar and managed a small team of local staffs to produce social media content creation.
- Led multiple initiatives to enhance the company's social media presence and impact (World Economic Forum ASEAN 2018, Women's Forum 2018) including engagements with influencers and VIPs.
- Coordinated press release contents and communication efforts to further the company's visibility and reported social media activities to senior management.
- Consulted with advertising agencies and partner (Edelman) to design and roll out social media influencer campaigns.
- Managed team budgets, prepared and negotiated contracts with consultancy agencies and partners.

Co-Founder & Director | Full time, 06/2017 to 06/2018

Vertech Capital Pte. Ltd. – Singapore, Singapore

- Developed key operational initiatives to drive and maintain substantial business growth.
- Created vision and provided leadership for targeting larger prospects.
- Conducted target market research to scope out industry competition and identify advantageous trends.
- Worked directly on consultancy mandates, including a one-year consultancy contract related to the development of a digital Application for the Provincial Electricity Authority (PEA) of Thailand.
- Negotiated, prepared and signed contracts with clients and partners.

Director, New Business Development | Full time, 05/2014 to 06/2017

Transitive Management Sprl. – Brussels, Belgium

- Responsible for the company's business development, sales opportunities and project operations across Asia.
- Managed engagements with partners and clients from the public and private sectors and led market research on potential pilot projects for decentralized solar technologies.
- Managed the design, development, and implementation of pilot projects with the ENGIE Group and Telenor Corp. Negotiated, prepared and signed contracts with clients.
- Developed strategic relationships with key suppliers and clients to foster profitable business initiatives.
- Identified, hired and trained highly-qualified staff by teaching best practices, procedures and sales strategies.

Global Crises Response Officer | 6 months mandate, 06/2014 to 11/2014

UNICEF – Geneva, Switzerland

- Member of the cross-functional task force on global crises management and coordination.
- Responsible for ensuring cross-functional team coordination between the various teams at the global crises response level during emergencies (shelter, food, water, gender).
- Helped create content and structure the digital media library of the crises management team.

Community Associate, Asia, Government Affairs | Full time, 11/2011 to 05/2014

World Economic Forum – Geneva, Switzerland

- Responsible for strategic engagements with government representatives from Asia-Pacific and South Asian regions, business leaders, corporate executives, and representatives of civil society.
- Directly managed engagements for senior Forum executives with ministerial, head of government officials and diplomatic mission representatives.
- Managed communication with participants, chief executives at the Annual Meeting in Davos and at forum events (World Economic Forum on ASEAN, World Economic Forum India Summit).
- Managed the organization, programming, and hosting of the 2013 World Economic Forum on ASEAN.
- Managed engagement of private companies in view of potential memberships, including global growth companies and strategic partners.
- Led market research on policy developments in respective markets and established internal reporting.

Research Assistant | Intern, 02/2011 to 11/2011

United Nations University – Yokohama, Japan

- Led market research on sustainability practices in Japan and helped write content on the Satoyama initiative's annual report.
- Helped organize various events at the UN university including the COP global summit in Japan.

AFFILIATIONS

- Global Shapers Community Member, World Economic Forum, 2015-2022.
- Advisory Board Member, Partnering to Accelerate Sustainable Energy Transition, World Economic Forum, Switzerland, 2018-2020.
- Advisory Board Member, World Alliance for Efficient Solutions, Solar Impulse Foundation, Switzerland, 2017.

EDUCATION

Master of Science (MSC): International Public Policy, 2009
University College of London, UK

Exchange Program, Bachelor of Arts (BA) – High Honors: International Relations, 2008
International Christian University (ICU) – Tokyo, Japan

Bachelor of Arts (BA) – High Honors: Political Sciences & Economy, 2006
Free University of Brussels, Belgium

LANGUAGES

French | Native Proficiency

English | Bilingual Proficiency

Japanese | Elementary Proficiency

Italian | Elementary Proficiency

Spanish | Elementary Proficiency