



Samuel Giacomelli (he/him)

Product Manager

CONTACTS

Email

samuelgiacomelli@gmail.com

LinkedIn

linkedin.com/in/samuel-g

Location

Trento (TN), Italy

PROFILE

Product Manager with a hybrid background in front-end development, UX design and teaching. For the last three years I was the sole PM of a B2B SaaS platform (**€20M ARR, 10k users**), working from usage data and user conversations. Looking for purpose-driven products with a positive impact on people and the environment.

PROFESSIONAL

Product Manager Feb 2023 – May 2026

EXPERIENCE

SpazioDati S.r.l. — Atoka (B2B sales-intelligence SaaS, reporting to CEO)

- Reduced **churn from ~30% to ~20%** by focusing discovery and roadmap on the features that kept users engaged
- Owned plan composition across three segments (SMEs, corporates, banks) and proposed pricing with sales; standardised custom enterprise and bank plans
- Drove delivery with an **11-person group** (8 developers + a 3-person search-index team), negotiating priorities with sales, customer support, design, data and C-level, and shipping AI natural-language search and ESG, energy and real-estate data

UX Designer → Design Lead → Project Manager Jul 2019 – Dec 2022

Belka S.r.l. — Trento

- Managed client projects (University of Zurich, Spiagge.it, Fatture in Cloud) end to end, and brought a two-year-stalled project to production in three months
- Led a design team of 1–3 and facilitated 4 design sprints and client workshops

Front-end Developer (part-time) Apr 2018 – Dec 2019

Bruno Kessler Foundation (FBK) — Trento

IT Teacher (part-time) Sep 2018 – Aug 2019

Liceo Scientifico "Leonardo da Vinci" — Trento

SKILLS

Product discovery, roadmapping, prioritisation, pricing & packaging, stakeholder management, product analytics, user research, UX design, Agile/Scrum

TOOLS

Jira, YouTrack, Confluence, Notion, Figma, Miro, Mixpanel, Metabase, SQL, Google Analytics, Chargebee

EDUCATION

MSc Human-Computer Interaction Sep 2016 – all exams passed, not completed

University of Trento (Erasmus semester at Rijksuniversiteit Groningen)

BSc Computer Science Sep 2013 – Sep 2016

University of Trento – final grade: 102/110

LANGUAGES

Italian (native), English (C1), Spanish (B1)

CERTIFICATES

UX Certificate — UX Management

Nielsen Norman Group (ID 1044287)