

- 1. Hello Federica, and welcome to #AliStories! Today, just like the day you joined Ali, there are many new projects. Would you mind telling us the story that brought you here?**

My path in the employment agencies starts after my graduation, and lasts for 12 years. I started as administrative secretary, then I became the Manager of the research and selection activities.

- 2. 12 years in one company, a very long professional experience. When did you realize you wanted to change?**

I realized I needed to challenge myself when I could no longer see the possibility of professional growth. Ali immediately offered me what I was looking for: the responsibility of a business development in an unexplored area of the company.

- 3. You had already handled some important projects in your previous experiences, without a focus on the business development. How did you live this change?**

I understood that there are no boundaries to your personal or professional growth: you don't have to be afraid. Ali has helped me a lot and I am now confident enough to propose myself directly to the companies.

- 4. You began with the start-up in Legnano. Tell us how did it go? What are the elements that guaranteed your success?**

The start-up has been really hard, there were many competitors. Our determination, passion and clear vision made the difference.

- 5. After a year, you had a project for a second branch. How did you know you could develop the territory even more?**

I knew that it was a great opportunity for us, because we offer a variety of services not every company offers. I know Ali doesn't make do and always wants to grow and develop. It's really stimulating.

- 6. Today you are the manager of 3 branches and your team is made of 7. What are your next challenges?**

I've always been team-oriented, and it is important for me to be an example for my team, I want them to grow professionally and to learn. The hard part is finding people who believe in the project.

- 7. What has changed in these last 3 years?**

I am more aware of myself. I've learnt my limits and how to work on them. I am more confident and willing to change. I've been working for 3 years in this company, and I see the results also in my everyday life.



The team of Legnano, Gallarate and Garbagnate Milanese