

GIOVANNI PERANI

Strategy and Operations Director | Lawyer



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PROFILE

Dynamic professional with robust background in driving strategic growth, legal and financial planning, law, and operational excellence across diverse industries. Track record of enhancing market presence through innovative strategies, maximising financial returns via advanced forecasting, and administering high-impact M&A activities. Adept at legal consulting, corporate structuring, and compliance, with strong focus on emerging technologies. Skilled in launching digital platforms, optimising business operations, and contributing to risk management. Known for board-level leadership, digital integration, and successful exits in tech ventures.

AREAS OF EXPERTISE

Strategic Planning & Execution	Project Management & Leadership	Venture Development & Innovation
Real Estate Investment Management	Creative Thinking & Problem Solving	Growth Strategies & Risk Management
Board Leadership & Governance	Corporate Structuring & Compliance	Business Development
Corporate Law & M&A	Digital Transformation & Integration	Legal & Financial Advisory

PROFESSIONAL EXPERIENCE

PX Group

2017 – Present

Strategy Director

Milan (IT)

Provide expertise in corporate structuring, compliance, and contract management, strengthening legal frameworks. Formulate investment strategies for real estate portfolios to oversee M&A activities and partnership negotiations. Craft strategic vision and growth roadmap for pinpointing critical market opportunities to guide group's direction. Deliver expert legal counsel on complex issues by leveraging law background to verify compliance and mitigate risks across business activities.

- Regularly served as strategic advisor on boards of various SPVs for guiding decision-making and improving governance practices.
- Headed group's expansion into competitive markets to drive innovation through prop-tech integration and timely execution of key projects.
- Contributed to business development and risk management as a board member in multiple subsidiaries.
- Drove significant company growth by delivering numerous projects and developments, elevating it from a local business to a recognised regional player.
- Drove real estate operations for multi-family office by overseeing projects from small-scale developments to large-scale 15,000 sqm ventures valued at €50 million.
- Spearheaded strategic investment management for real estate projects, covering legal, financial, sales, and development functions, with a primary focus on maximising portfolio growth and profitability.
- Contributed to M&A and private equity deals on ad-hoc basis for enhancing investment opportunities within portfolio.

Independent

2018 – Present

Digital and Strategy Consultant

Spearhead strategy, legal, marketing, and growth initiatives as a consultant, shareholder, co-founder, and board member in multiple tech sectors. Lead digital and strategic consulting roles, providing expertise in business development and market expansion. Drive growth and innovation through involvement in high-impact projects that shape operational strategies across tech industries.

- Led AI platform development for legal (Lex Auxilium) and real estate (Didimora), boosting operational efficiency.
- Scaled solutions for student housing (RooFinders), optimizing accommodation discovery.
- Co-founded Italy's first blockchain investment firm (Iconium), achieving 20x ROI with a successful exit.
- Consulted on venture studio projects (Electric Sheep), including seed music investments (MusicSeeds) and telemedicine (SOSProntoDoc).
- Developed blockchain and Web3 solutions, including a platform integrating physical and virtual realities (Cubity), document archiving (BlockchainRE), and an email certification system using tokenization (Bstamp).
- Advised on edutech platform (The Future of Law School), revolutionizing legal education.

AC Law Firm
Of Counsel Lawyer

2020 – Present
Milan (IT)

Enhance corporate structuring by advising partner lawyers on regulatory compliance, structuring, and contract negotiations in financial markets, real estate, and emerging technologies. Facilitate client adoption of AI, MiFID, and MiCAR, streamlining operations and ensuring adherence to regulatory standards through expert legal research and technology support.

- Executed comprehensive legal research projects by providing critical insights and data to inform strategic decisions, shape legal strategies, and drive innovation in regulatory compliance and corporate structuring.
- Co-authored books on Metaverse, exploring its impact on legal research and hypothetical application of international law by contributing to scholarly publications and advancing discourse on digital legal frameworks.

Carnelutti Law Firm (2017 – 2018) & GeaLex (2015 – 2016)

Trainee Lawyer

Milan (IT)

Acquired expertise in corporate law, specialising in M&A, commercial law, and litigation by assisting senior lawyers in complex cases. Facilitated corporate structuring, contract negotiations, and M&A transactions, contributing to successful business outcomes.

- Performed legal research and drafted contracts and legal opinions for enhancing efficiency of legal processes.
- Contributed to litigation processes in corporate disputes for supporting resolution efforts and case management.
- Launched a department specialising in fintech and emerging technologies for driving innovation and strategic growth.

JP Morgan

2014

Intern Analyst

Milan (IT)

Developed expertise in asset management and private banking by focusing on investment strategies and financial analysis to enhance client portfolios. Supported development projects and contributed to risk management strategies, mitigating potential financial risks.

- Executed investment research and financial analysis for optimising client portfolio performance.
- Assisted in asset allocation and supervision of financial products for assuring strategic alignment with client goals.

EDUCATION

Education

2017 - **Master of Laws (LLM)** International and IT Law | [Queen Mary University of London \(QMUL\)](#) London, UK

2016 - **Master of Laws (LLM)** Commercial Law | [Singapore Management University \(SMU\)](#) Singapore, SG

2014 - **Magister Degree in Jurisprudence (J.D)** | [University Carlo Cattaneo \(LIUC\)](#) Milan, IT

Courses and Certification

2020 - **Bar Exam** | [Licensed Attorney in the EU and Italy](#)

2020 - **Real Estate Economics and Finance** | [LSE](#)

2019 - **Master Legal Profession** | [Nebrija University Madrid](#)

2018 - **Blockchain Technologies** | [MIT](#)

2017 - **CS50X Computer Science** | [Harvard University](#)

LANGUAGES

Italian: Native | **English:** Fluent | **Spanish:** Basic

AFFILIATIONS

Author: Co-authored books on new technologies and published articles in *Agenda Digitale*, *Il Sole 24 Ore*, and *Digital360* on digital transformation.

Guest Lecturer: Delivered digital transformation lectures at 24ORE Business School.

Speaker: Regularly participate in conferences, sharing insights on technology, finance, and business strategy.

INTERESTS AND PRO BONO ACTIVITIES

Personal Interests: Achieved success in skeleton and rugby, passionate about sailing and travel, with a strong interest in astrophysics, theoretical physics, and quantum mechanics.

Affiliations: Member of St. Moritz Tobogganing Club (SMTC) - The Cresta Run

Pro Bono activities:

- Mentor for startups fostering innovation and growth.
- Regional Representative, Blockchain Education Network Italy (2018)
- Blockchain Expert, Municipality of Napoli (2018)
- Citizen Voluntary Counselor, Municipality of Milan (2015 – 2016)