



LinkedIn Overview



Alessandro Gallo

Public Sector & Partner Senior Account Executive

2005



2013



IL MONDO STA CAMBIANDO...I 3 SIMBOLI CHE PIU' OGGI CI SPAVENTANO!!!

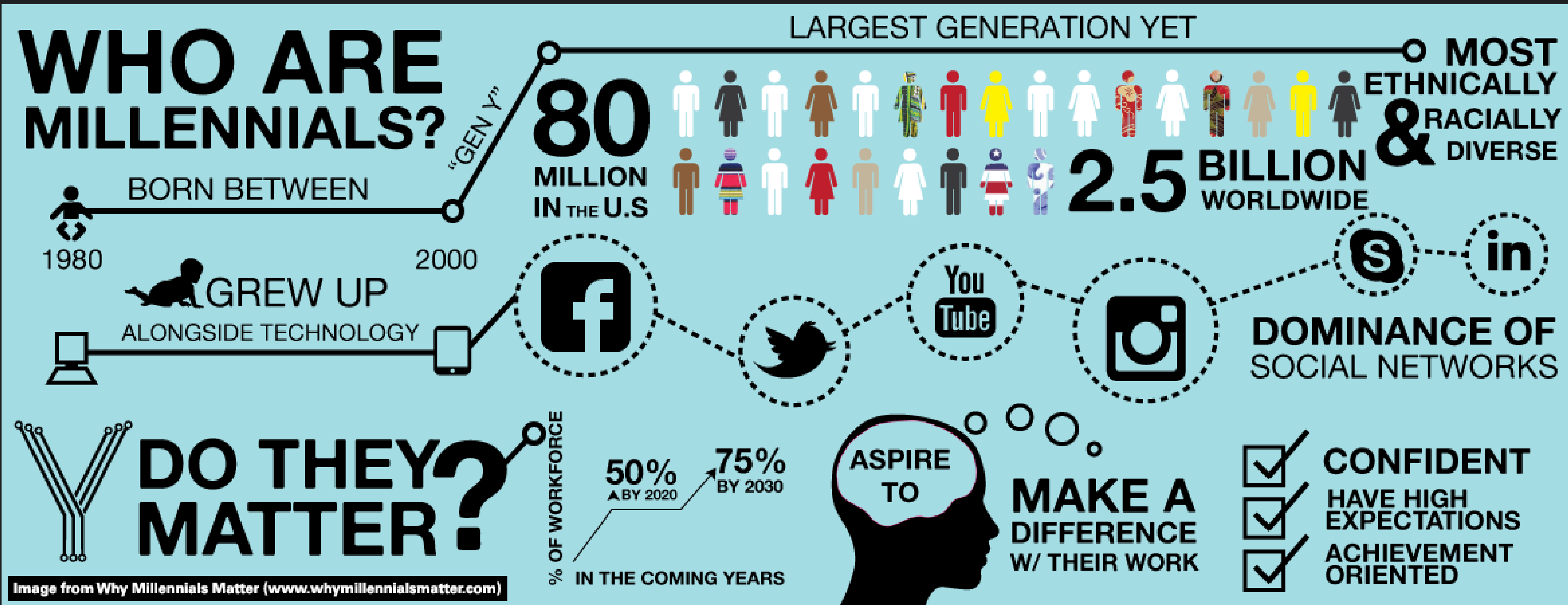


DIGITAL TRANSFORMATION... O LA CAVALCHI O TI TRAVOLGE!



Forbes, 12 Novembre 2007

I Millennials ... Conoscerli per il successo!



SOCIAL MEDIA

Una realta' di uso quotidiano...



Il mondo sta
cambiando
velocemente



- Più scelta, connettività, canali
- Mobile e Social hanno cambiato il modo con cui interagiamo, scegliamo e acquistiamo

57%

delle decisioni di Acquisto
vengono oggi prese **prima che**
qualsiasi contatto commerciale
venga instaurato

A BRIEF HISTORY of LinkedIn

2,597 members

2003

Launch

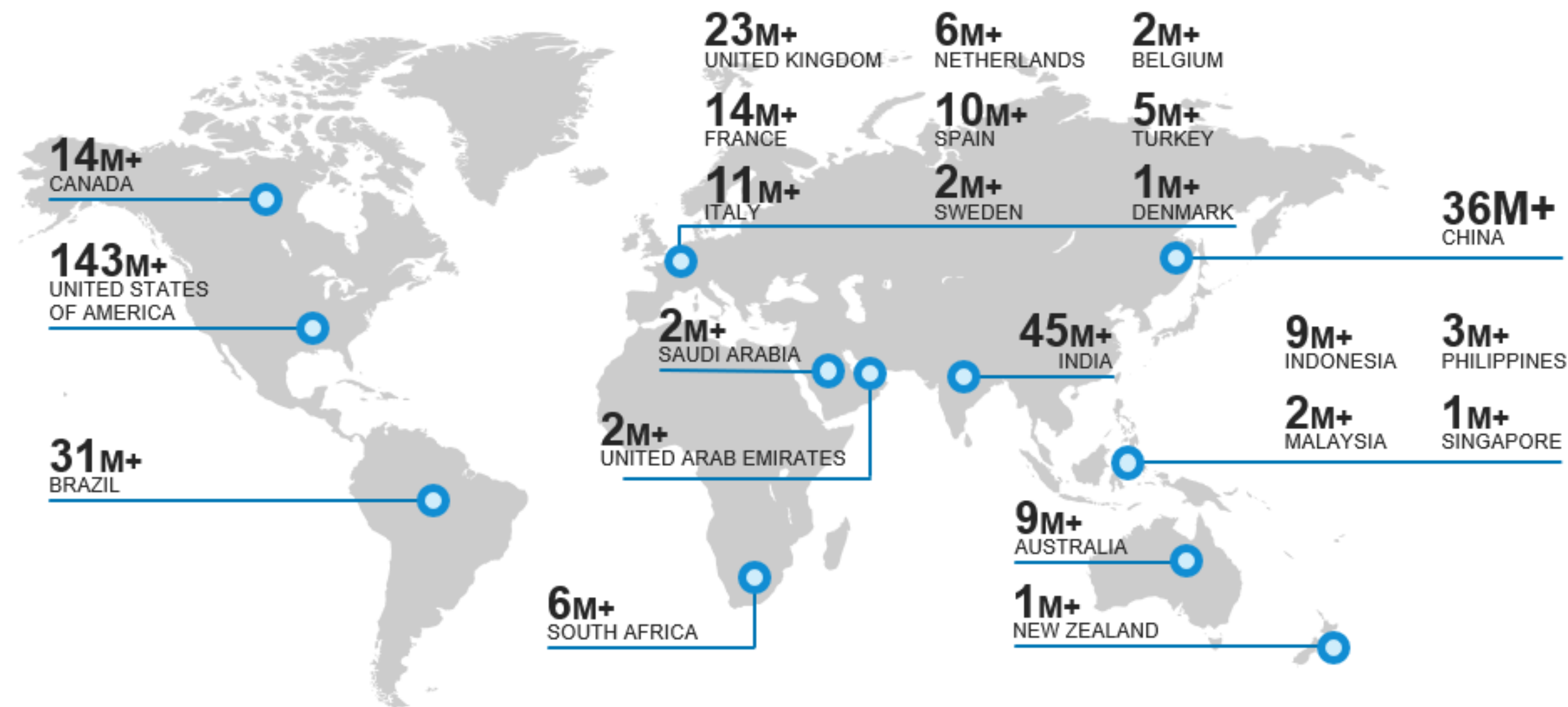
In late 2003, colleagues work on a LinkedIn as few as by the fall attract an

View Gal

2003
2004
2005
2006
2007
2008
2009
2010
2011
2012
2013
2014

277,000,000 members

LinkedIn: un pool di talenti globale



+18 milioni

Aziende

538M+ Utenti Mondo



+2 nuovi iscritti al secondo

3,240

in Share



4
mic Graph
next decade of LinkedIn, we
ate a map of the digital
participants, and every facet of
linking these nodes together.



Create economic opportunity
for every member of the
global workforce



Connect the world's professionals
to make them more productive
and successful

Cos'è LinkedIn?



Jeff Weiner • 2nd

CEO at LinkedIn

San Francisco Bay Area

[View in Recruiter](#) [More...](#)

LinkedIn

The Wharton School

See contact info

500+ connections

Internet executive with over 20 years of experience, including general management of mid to large size organizations, corporate development, product development, business operations, and strategy. Currently CEO at LinkedIn, the web's largest and most powerful network of professionals. Prior to Link...

[Show more](#)

Experience

CEO

LinkedIn

Dec 2008 – Present • 9 yrs 4 mos

Connecting the world's professionals to make them more productive and successful. Since joining the company in December 2008, LinkedIn has expanded its global platform to 23 languages and more than 30 offices around the world, grown its membership base from 33M to more than 500M, and increased its revenue from \$78M to over \$4B in 2017.

Media (8)

Bay Area Council 2012: The Next Human Leap

The Art of Conscious Leadership, Wisdom 2.0 2013

Recommendations

[Received \(7\)](#) [Given \(23\)](#)

Derek E. Baird
Kids, Family and Teen Product Strategy & Innovation
January 19, 2011, Derek E. reported directly to Jeff

While I was at Yahoo!, I had the honor of working for Jeff on the Yahoo! Teachers social networking product. Jeff was our executive sponsor on this project and he was our strongest and most passionate advocate.

His knowledge of the consumer Internet and youth media space was invaluable and his strategic eye was instrumental in moving our product from a hack day idea into a full beta.

On this project Jeff also demonstrated his deep and unwavering commitment to social responsibility. Jeff is a doer. Throughout his tenure on this project he was always more than willing to channel the many resources at Yahoo!, as well as his many connections, to help improve public education in this country.

Jeff is a truly exceptional, visionary and inspiring leader. It was a true pleasure to have had the opportunity to work for Jeff Weiner. It was, and continues to be, a highlight of my career.

Qi L.
Passionate about working on things that enable people to know more, do more, and be more...
June 30, 2010, Jeff worked with Qi in the same group

I have no reservation whatsoever in recommending Jeff, a visionary leader whose passion and intellect can have a profound impact on the industry and beyond. I had the good fortune of working with Jeff for many years as his engineering partner, and it was the experience of a lifetime. His influence was the single biggest source of my learning and development during those years.

In terms of leading an organization driving product innovations, few can come close to Jeff's level of superb product sensibility and

Groups

What risks worry boards? - Download our Risk & Confidence survey now to find

Showing 16,464 results

- Software & Technology Professionals: Managers | HR | Recruiters | Blockchain | Investors**
Members: 1,799,447
- Risk Managers**
Members: 137,727
- Training Managers Group**
Members: 124,508
- MANAGERS OF PHARMACEUTICALS**
Members: 112,591
- Apec - La communauté des**
Members: 110,458
- MANAGERS OF LUXURY**
Members: 106,547
- MANAGERS OF AUTOMOTIVE**
Members: 84,174

Your Dashboard

Private to you

☆ All Star

947	185	285
Who viewed your profile	Post views	Search appearances

Career interests
Let recruiters know you're open: **Off**
Choose the types of opportunities you'd like to be connected with

Career Advice hub
Get career advice by conversing with other LinkedIn users who are leaders in their fields

Salary insights
See how your salary compares to others in the community

infinite

Ecco come costruire un profilo efficace!

COSA NON PUO' MANCARE

NEL TUO PROFILO

1. Foto & Sommario
2. Esperienza
3. Istruzione
4. Esperienza di volontariato
5. Competenze



dei selezionatori
guarda i profili
per conoscere
i candidati

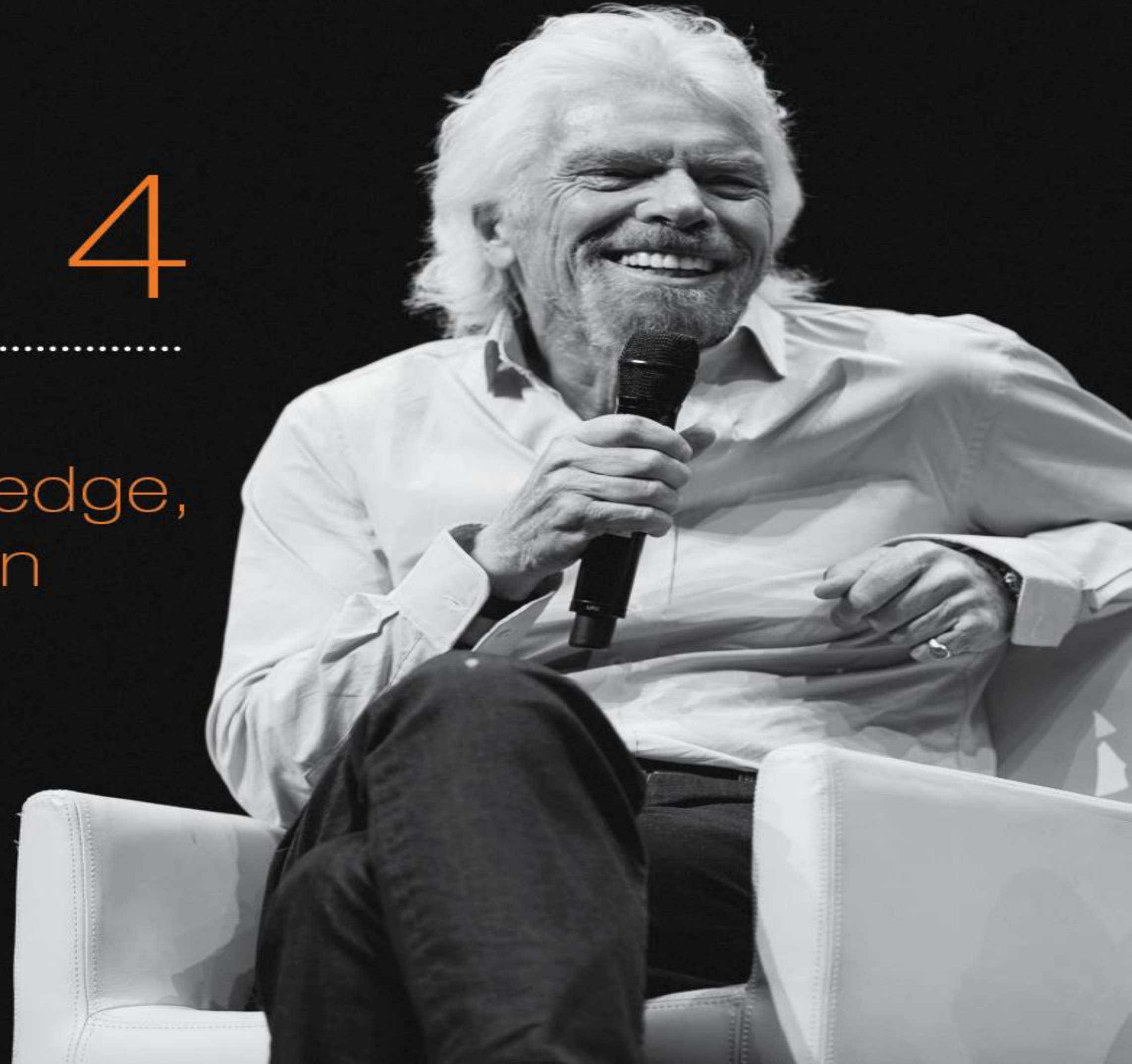
Attrarre i Talenti



Resolution 4

Become a purpose-driven company to gain competitive edge, staff confidence and innovation

Richard Branson, Founder at Virgin Group



A man with short brown hair and a light beard, wearing a red t-shirt, is climbing a dark, textured rock face. He is looking upwards with a focused expression. His hands are firmly gripping the rock. The background shows more of the rock formation under bright, warm sunlight, creating a sense of adventure and challenge.

4

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Millennials need purpose,
smart working and
entrepreneurship

Anche le Best Company investono per attrarre Talenti!

GREAT PLACE TO WORK®

Solutions ▾Lists ▾Resources ▾Events ▾Pricing


Contact Us ▸

and the authenticity of relationships with colleagues. 95% confidence level and a margin of error of 5% are compared to peer organizations of like size and industry. Questions about benefits, programs, and practices can be found on our website. To be considered for our Best Workplaces lists, companies must be a member of the Great Place to Work® Institute.

Fortune 100 Best Companies

in

Search




Google

Internet • Mountain View, CA • 5,250,011 employees

View in Sales Navigator

See all

Overview



Get a more seamless LinkedIn experience with

×

in

Search

Home

My Network

Jobs

Messaging

Notifications

Me ▾

Work ▾

Recruiter

Our Mission

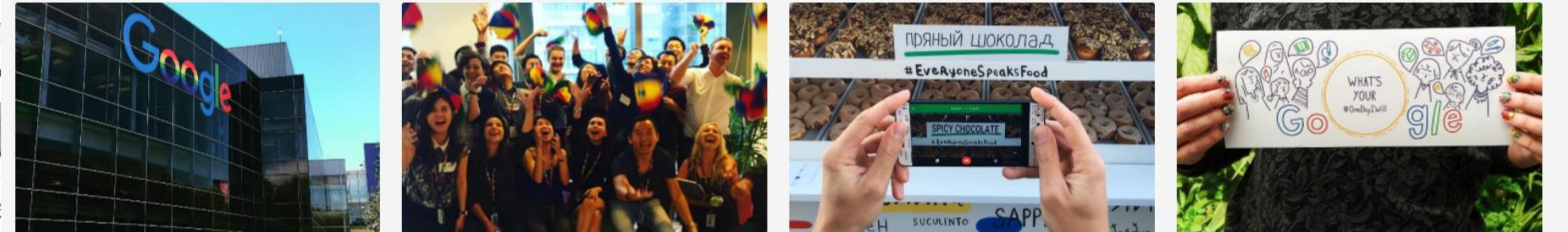
Google's mission is to organize the world's information and make it universally accessible and useful.

Since our founding in 1998, Google has grown by leaps and bounds. And starting from two computer science students in a university dorm room, we now have thousands of employees and offices around the world. A lot has changed since the first Google search engine appeared. But some things haven't changed: our dedication to our users and our belief in the possibilities of the Internet itself.

[Watch our Life@Google videos on YouTube](#)



Company photos



Employee perspectives

● Messaging

Resolution 6

Empower people today with
the skills they need for the
jobs of tomorrow

Gerald Chertavian, CEO, Year Up





6

.....
#AlwaysBeLearning

5 Million

Net Jobs displaced
by tech 2020

<5 Years

Useful shelf-life
of skills



LEARNING

Search for topics, skills, courses and videos



Start free trial



Good evening Alexandra

Get back to what you are interested in learning

1

In progress

3

Saved

16

History

Skills you're interested in: [Excel](#) · [Management](#) · [Data Analysis](#) · [Marketing](#) · [Web development](#)

[Edit skills](#)

Continue where you left off



COURSE

Content Marketing: Staying relevant.

Current video • 2m 34s

Stay relevant based on demographics and firmographics

[Continue](#)



COURSE

Mobile Marketing Fundamentals

Current video • 2m 34s



Top picks for you



LEARNING PATH



SERIES



COURSE

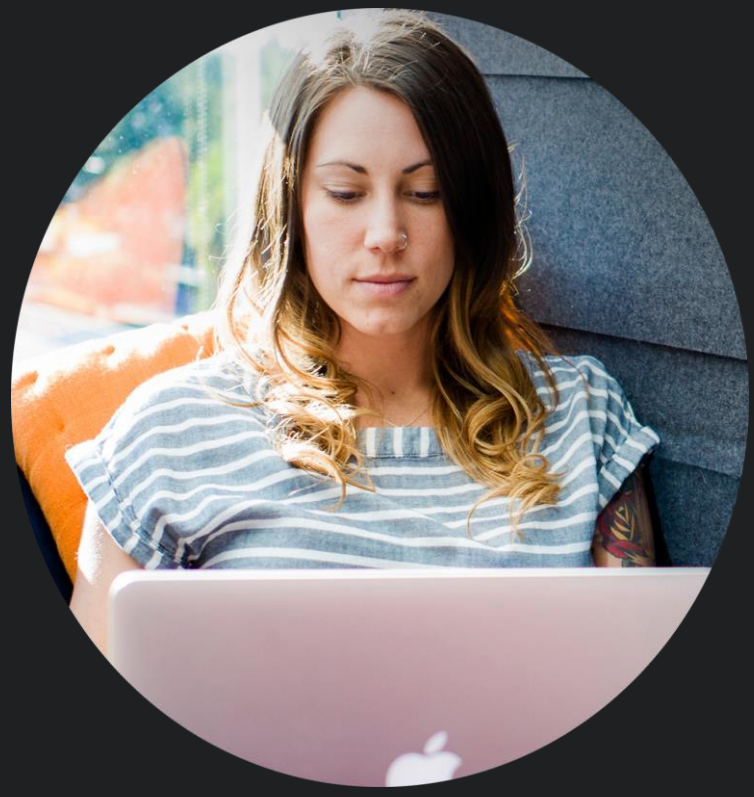


COURSE

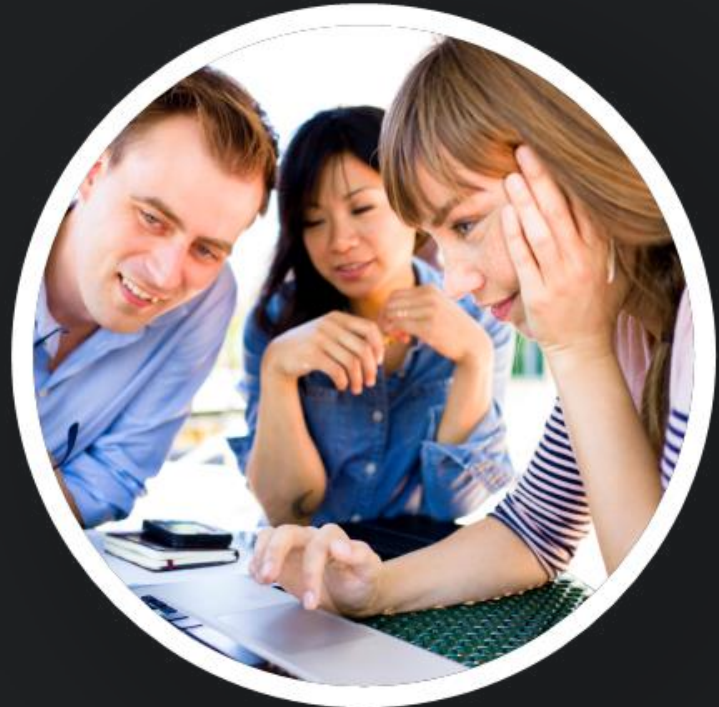
WORK SMARTER

Learn

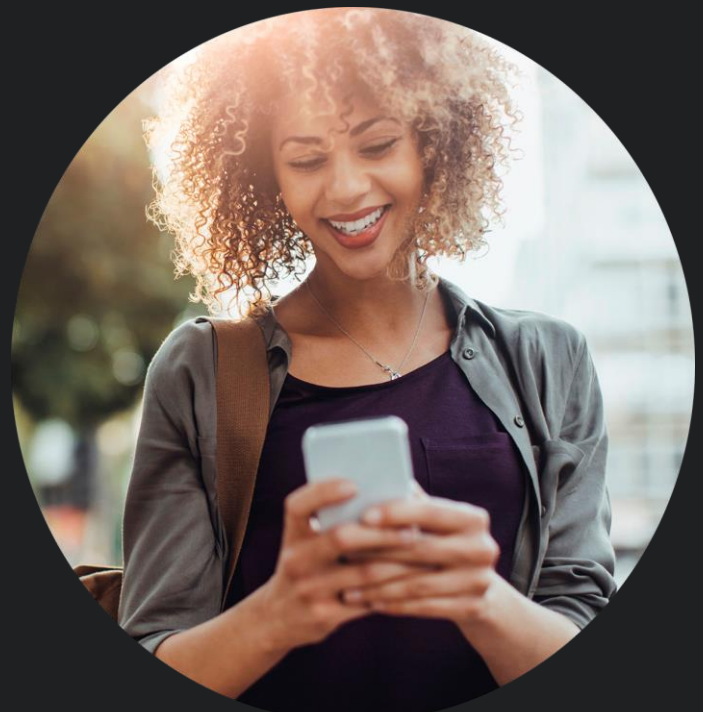
Learning Solutions



Competenze



Network



Opportunità



