

Ian PISANO

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EXPERIENCE

Cargill

Digital Venture Lead

Singapore
2021 - Current

- Responsible for conception, development and launch of company's digital products in Southeast Asia
- Leads a cross-functional team through the product development process working across all areas of the business, including commercial, product development, operations, marketing and finance
- Launched a B2B food ingredient digital business in the Philippines achieving USD 80k monthly recurring revenue, with month-over-month growth of ~17%, more than 40,000 kg of ingredients sold in its first 6 months and gathering a total of USD 400k in funding
- Advised and supported the local deployment of an AI solution based on Computer Vision for restaurant inventory management
- Currently developing integrated restaurant management solution for SME food service industry in Indonesia. Working with 10+ customers to develop and pilot the solution

Senior Strategy Associate

2019 - 2021

- Led internal consulting projects including growth strategies, market entry strategies, and country strategies across different Cargill enterprises (Food Ingredients, Trade and Capital Markets, Protein)
- Advised senior leadership on investments of up to USD 100M, ran projects / workshops in 10 different countries (including Philippines, Singapore, China, and India)
- Office contributions included continuous efforts in talent attraction and recruitment as well as volunteering with Cargill Cares in food bank charity initiatives

McKinsey & Company

Consultant / Research Analyst

Brazil / Costa Rica
2014 - 2017

- Developed the strategy and project roadmap for a Brazilian public bank's digital transformation initiative; Identified opportunities on IT transformation resulting in more than USD 100M in potential revenue
- Headed the creation for a crisis response unit for a major food company undergoing reputational crisis; Created a data-driven tool for better quality assurance decision making, which became pivotal to the company's successful operations
- Conceived and developed a digital public sector solution that leveraged big data and sentiment analysis to help mayors manage cities; Solution won McKinsey's New Ventures Competition in 2016
- Produced research and generated data to support the recommendations of more than 50 consulting teams globally across diverse industries and countries

Brazilian Military Cadet

Sao Paulo, Brazil
2010

- Promoted to Cavalry Officer following intensive, year-long training in the tank-unit of the Brazilian Army
- Ranked 4th in class, based on assessment of physical and academic scores
- Led class as sheriff on numerous occasions, including in boot camp and field drills

EDUCATION

Massachusetts Institute of Technology

Data Science and Machine Learning

Online
2023

INSEAD

MBA, Class of December 2018

France / Singapore
2018

Inspere

BA in Economics

Sao Paulo, Brazil
2011 - 2015

ADDITIONAL INFORMATION

Work authorization(s): Brazilian and Italian nationalities; Singapore EP holder

Languages: Portuguese (Native), English (Fluent), Spanish (Fluent), French (Basic)

Interests: Skydiver (more than 100 solo jumps) and jiu-jitsu competitor (national champion in Costa Rica in 2017); love extreme sports, travel, and being pushed outside of my comfort zone

Community: Director of the Redhill Food Distribution program (Apex Bukit Timah), supporting elderly and disabled beneficiaries on a weekly basis. MBA summer internship at PeoplePods, a social impact start-up providing affordable housing in the Philippines. Volunteered at Teto, an NGO that builds emergency houses in underprivileged neighborhoods in Sao Paulo