

ALESSIA CROTTA
PhD Candidate, Art Markets Lecturer
& Cultural Economics Consultant

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Université Libre de Bruxelles
Cultural Management
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REFEREES

Anne-Sophie Radermecker | Associate Professor | Université Libre de Bruxelles
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Filip Vermeylen | Prof. Dr. & Research Director ESHCC | Erasmus University Rotterdam
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LANGUAGES

- Italian 
- English 
- Spanish 
- French 
- Dutch 

SKILLS

- Organisational and management skills
- Research, data collection and analysis skills
- Ability to work under pressure and on multiple projects simultaneously
- Public Speaking


SOFTWARE

- Data Analysis with SPSS, Stata, Excel, Google Analytics
- Microsoft Office & Google
- Graphic design and editing with Canva, Photoshop

RESEARCH INTERESTS

- Art & Economics
- Figurative Art Markets
- Art Historical vs Economic Valuations of Art Objects
- Contemporary & Future Art Market Developments
- Cultural & Creative Industries

EDUCATION

 **CULTURAL ECONOMICS & ENTREPRENEURSHIP**
2018 - 2019 | **Master's Degree**
ERASMUS UNIVERSITY ROTTERDAM | NL

- Courses: Cultural Economics Theory & Empirical Research; Cultural Organisations; Innovation and Cultural Industries; International Art Markets.
- GPA: 8,23/10 | Thesis Grade: 8,5 cum laude/10
- Thesis: *Does Nudity Sell? An Econometric Analysis of the Value of Female Nudity*

 **ECONOMICS & POLITICS**
2014 - 2018 | **Bachelor's Degree**
UNIVERSITY OF MILAN

- Courses: Micro & Macroeconomics; Statistics; Philosophy of Economics; Social research Methodology; Marketing & Business Strategies; International Development & Public Policies
- GPA: 27,8/30 | Thesis Grade: 5/6
- Thesis: *Balancing Feminism: A Critical Review of Carole Pateman's Sexual Contract*


 2016 - 2017 | **Erasmus Exchange**
UNIVERSITY COLLEGE LONDON | UK

 2012 - 2013 | **High School Exchange**
Wenatchee High School | Seattle, WA, USA

ADDITIONAL COURSES


 Jan 2023 - Mar 2023 | **Learn Python by Solving Problems: Hands-on Workshop**
Community for Learning and Innovation, Erasmus University Rotterdam | NL


 Oct 2022 - Dec 2022 | **Dutch A1 Course**
Erasmus Language & Training Centre, Rotterdam | NL

 Jan - Apr 2022 | **Museum Curating Now: Behind the Scenes at Tate**
Tate London | UK

 Aug 2016 - Mar 2017 | **XX Cen. Art & Curatorship**
UCL - University College London | UK

PROFESSIONAL ACADEMIC EXPERIENCE

  Université Libre de Bruxelles | **PhD CANDIDATE**
Nov 2023 – current date | Brussels, Be
PhD Thesis: Platformising the Business of Antiques
Project Title: Making Old Objects Valuable Again' (MOOVA)

 Erasmus University | **LECTURER, COORDINATOR & THESIS SUPERVISOR**
Nov 2019 – Nov 2023 | Rotterdam, NL


Courses:

- CC2025 **Introduction to Economic Theory** | Coordinator & Lecturer
- CC2044 **History of the Art Market** | Tutor
- CC3105 **Advanced Economic Aspects of the Cultural Industries** | Tutor
- CC1005 **Introduction to Economics** | Tutor
- CC2010 **Introduction to Statistical Analysis** | Tutor
- CC1001 **History of Western Art** | Tutor
- CC1017 **Marketing Arts & Culture** | Tutor
- CC3003 **Bachelor Graduation Project** | Thesis Supervisor
- CC2020 **Internship** | Internship Supervisor

PROFESSIONAL RESEARCH EXPERIENCE

 Fondazione Santagata | **ECONOMIC ANALYST, CONSULTANT**
Jul 2023 – current date

- Will collaborate with the foundation in the business planning of its client institutions

 Artfiles | **ECONOMIC ANALYST, CONSULTANT**
Feb 2023 – current date

- Analyst in audience studies for cultural institutions and arts organisation
- Current projects: UNESCO Pompei Sites, Villa Adriana & Villa d'Este in Tivoli

 Lot-Art | **EXTERNAL RESEARCHER, CONSULTANT**
Aug 2021 – Jan 2022 | Amsterdam, NL

- Based on client analytics and competition analysis, completed a business and marketing plan for the development of a membership programme for auction data and analytics
- Developed database optimisation guidelines

 DutchCulture | **EXTERNAL RESEARCHER, CONSULTANT**
Dec 2018 – May 2019 | Amsterdam, NL

- Collected primary interview data on artists' needs in the Dutch market
- Completed a strategic plan on product development in order to match DC's cultural initiatives with artists' demand.

OTHER RELEVANT PROFESSIONAL EXPERIENCE

 Italian Chamber of Commerce (ICC) HK&Macau | **MARKETING & RESEARCH ASSISTANT**
Jun – Sept 2018 | Hong Kong, HK

 Melesi Art Gallery | **ASSISTANT CURATOR**
Apr – Oct 2018 | Lecco, IT

CONFERENCES

Jul 2023 | **TIAMSA Conference Brussels 2023** | Participant
Towards a Sustainable Art Market?
Université libre de Bruxelles | Brussels, BE

Jun 2023 | **International Conference on Cultural Economics** | Invited Speaker
Cultural Economics, Coming Together: Bridging Distances, Crossing Boundaries
Indiana University | Bloomington, USA

Jul 2022 | **International Thematic Summer School, Art Markets: An Integrated Perspective** | Logistics Support & Participant
EUR, KU Leuven, ULB, Universidade NOVA de Lisboa, LARHRA | Antwerp, BE

Jun 2022 | **Researching Art Market Practices from Past to Present and Tools for the Future** | Participant
Markets for Applied Arts, Artistic Crafts & Design
Erasmus University Rotterdam | Rotterdam, NL

Jul 2021 | **21st International Conference on Cultural Economics** | Speaker
Université de Lille | Lille, FR

Jun 2021 | **Researching Art Market Practices from Past to Present and Tools for the Future** | Speaker
Financial Structures and Practices on the Art Market
Université Sorbonne Nouvelle & IESA Arts & Culture | Paris, FR

WORKING PAPERS

Does Nudity Sell? An Econometric Analysis of the Value of Female Nudity in Modigliani Portraits
Journal of Cultural Economics | Working Paper Series

- Co-author: Filip Vermeyleen

Ecofeminism in Fashion: An econometric analysis on women's influence on the transparency of global fashion brand

- Main author: Daphne Geveke

CERTIFICATIONS

 Jun 2023 | **Scuba Diver**
Centro Immersioni Figarolo, PADI | IT

 Dec 2017 – Jun 2018 | **First Aid Course & Volunteer**
Croce Rossa Italiana | IT