

Mobile: [REDACTED]
[REDACTED]

Profile

Comprehensive understanding of business processes.

Definition of sales strategies and selling channels based on market research and cultural distinctive features. Expertise in starting-up, developing and consolidating international sales in industrial and food sectors, B2B. Work experience in Europe, Asia, and North America. Curiosity, Creativity, flexibility and negotiation skills, experience in communicating and working in a team.

Work Experience

Perar Spa

Rescaldina (MI)

Managing and supervising the activities of PERAR ARABIA, in the Kingdom of Saudi Arabia and PERAR KAZAKISTAN, in Kazakhstan

NFS SRL

Monteprandone (AP)

Financial and economic control, management control aimed at a correct development policy

Kay Account Manager

Milan, Italy

GiGroup Spa

Corporate customers in agro-industry engineering sector. Establishment of new collaboration agreements on a national basis. Relations with employers' associations.

Ceroseis Frutas Superior SL

Barcelona, Spain

Agri-food company for field harvesting, sales and distribution of fruit and vegetables. Start-up consultancy and assistance for the organization of the foreign office. Acquisition of customers in Asia and Europe.

S.G.S. Agricola srl

San Severo (FG), Italy

Start-up of agrifood business for cultivation, harvesting, processing and selling of fresh tomatoes in preserves and extra virgin olive oil. Associate and managing director.

Placement of the product on the gourmet markets.

Establishment and coordination of sales network Italy and abroad with acquisition of customers in France, Germany, Sweden, Spain, Czech Republic and North America.

EDI Euro Difese Idrogeologiche SRL

Lucera (FG), Italy

Metal company for the realization of systems for the protection of the territory.

Sales director. Creation and coordination of a sales network of wholesalers and agents for the Italian and foreign markets.

Member of the Administrative Board.

Metalsifa SpA

Lucera (FG), Italy

Metalworking industry for the transformation of steel wire rod with low carbon content. Commercial and general management. Company reorganization through a modernization of the plants and opening of the industrial relations with the foreign one, Ukraine, Russia, Moldova, Africa and mostly China..

Società Cooperativa Agricola Fortore arl

Torremaggiore (FG), Italy

Agri-food company for the production of wine (about 4/500,000 hectolitres), extra virgin olive oil and wheat, with about 1500 members, about 60 employees. Sales director and later general manager. Start-up and subsequent organization of the export activity. Acquisition of new customers, particularly in Japan, Europe and North America. Participation in fairs, events and best product competitions in Asia, Europe and North America.

Arca Management

Pescara, Italy

Business Consulting Company. Certified as inspector and ISO system certifier (Certiquality Srl). ISO quality and environment system certification.

Banca Popolare di Milano

Milan, Italy

Credit Office

Education

UNIVERSITA' CATTOLICA DEL SACRO CUORE

Milan, Italy

Degree; Scienze Economiche e Bancarie

Facoltà di Economia e commercio

ISTITUTO TECNICO COMMERCIALE "A. Fraccacreta"

San Severo (FG)

Diploma di Ragioneria

CERTIQUALITY

Milan, Italy

Certifier of quality systems and the environment.

Other experiences and skills

I have always dealt with public and private institutions and stakeholders. Managing and mediating interests, even opposing ones ensuring the achievement of win win results.

President of various collective bodies with the task of allocating large resources.

President, for many years, of a business association with more than 600 registered companies, signing many agreements with leading banking institutions.

Languages

Italian : mother tongue

English: fluent

Spanish : very good

French: basic

Catalan: basic

Portuguese: basic