

Objective: I would like to work at a multinational company in Budapest, Hungary, where I could use my previous experience in sales department as export area manager, key account manager or team leader, and where I can achieve the goals with my colleagues together.

Work experience

2019 July

Volvo Construction Equipment, Area Manager – north east Veneto

Main tasks:

- Management of existing customers
- Research and development of new customers specialized in big company for big packaging machines

2012-2019 June

Maschio Gaspardo Spa, Export Area Manager - Hungary, Czech Republic and Slovakia

Main tasks:

- Research and development of new customers
- Management of existing ones
- Marketing promotions, following the payments, checking delivery times
- Overview and check the activities of Mgagrocenter sro with its dealers, **Key Account** position

Professional success: I got the area from a turnover of 1,500,000 €, achieved in 2012, and took it to € 6,300,000 at the end of 2014. From 2015 I am the key account manager of this area, my business role is sales controller and manager. I am the contact between the Maschio Gaspardo Spa and Mgagrocenter Sro. I follow to reach the targets required by Maschio Gaspardo. Besides Mgagrocenter has a branch in Hungary, where I give an help to develop the market. Thanks to its complexity of managing it, this experience improved my professional skills and the way to make relation with colleagues.

2008-2012

Corbetta-Fia-Oece Spa, Area Manager in the north east Italy

Tasks:

- Following existing customers and developing new ones
- Support to the clients, from the acquisition of the order to the delivery of the goods
- Putting in contact all the parts in order to guarantee a faster management •
Followed the company visits of the customers in all the facilities

Professional success: Since the area had been plentiful for two years due to continuous changes of staff not perfect to the role, I gave a full support to the clients. This change of market has given me the opportunity to go deep into the commercial techniques, worked in a completely different market, and more focused in the sales aspect than in the technical one. **2006-2008**

Tonon Forty Spa, Technical - Sales Manager in Venice, Treviso, Pordenone and Udine

Tasks:

- Promoting and sales to thermo-hydraulic warehouses, bathroom shops, heating and plumbing companies and thermo technical offices
- Searching the right products to be included in the building specifications, for private and industrial use
- Putting in contact all the parts in order to guarantee a faster management
- Followed the markets as Export Area Manager for Slovenia, Hungary, Slovak Republic and Czech, and Poland for a short period

Professional success: This experience improved my skills from a technical point of view to sales one. In this period, due to the sudden absence of one export area manager for the area of Slovenia, Hungary, Slovak Republic and Czech, and also Poland, I

followed these markets for one year and a half with activities of scouting and maintenance-development of importers already existing

2004-2006

Dal Col Rappresentanze Snc, Sales Agent

Tasks:

- Followed the areas of Padua, Vicenza, Verona, Rovigo, Treviso and Venice
- Followed the technical offices and the construction sites where the products were included in technical specifications
- Putting in contact all the parts in order to guarantee a faster management • Followed the company visits of the customers in all the facilities

Professional success: This further experience made me grow at a technical level and in relation with the thermo system and design offices.

2003-2004

Sarigas Spa, Regional Area Manager – Verona, Vicenza, Padua and Venice

Main tasks:

- Development and management of customers in the areas
- Increasing sales and searching for new partners

Professional success: It was the first time that I approached this kind of business and I got the knowledge for it. This job gave me the sales and technical skills that I still use today, thanks to many trainings that I took in the company.

Education

1997-2002

Doctor of Political Science, at the University of Padua, with vote 101/110.

1992-1997

Scientific high school diploma, obtained at the Liceo Scientifico E. Fermi di Pieve di Cadore (BL), with a 38/60 vote.

Language skills

Italian

Mother tongue

English

Active, fluent level, studied at University (I use on a daily basis at my work)

French

Passive, studied at University (never used, basic level)

Hungarian

Passive, studied at summer courses (basic level)

Other skills

- Windows operating system
- Confident use of MS Office (Excel, Word, PowerPoint, Outlook), good knowledge of AS400.
- Driving license “B” category (1997)