

PROFILE

Executive with strong leadership and demonstrated track record in building profitable and sustainable growth in leading Premium Consumer Goods and Retail companies in Europe, U.S. and Japan. Extensive experience in public, private and PE-backed companies. Excellent communication, business strategy and organizational development skills. Wide range of competencies in General Management, Marketing, Sales, Supply Chain and Finance. Strong international background.

WORK EXPERIENCE

MOLESKINE, MILAN, ITALY	CHIEF EXECUTIVE OFFICER CHAIRMAN OF THE BOARD	2006 – 2017 2018 -
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Moleskine is a global brand that encompasses a family of objects dedicated to our mobile identity, with a flexible and brilliantly simple design. Grew sales 9-fold to €190M turnover. Listed the company on the Milan Stock Exchange in 2013 and took it private again in 2017.

A.TESTONI, BOLOGNA, ITALY	CHIEF EXECUTIVE OFFICER	2002 - 2005
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Testoni is a global brand in the high-end shoes and leather goods market. €40M turnover, 70 mono brand stores worldwide, 300 employees in Europe, USA and Far East countries in 2005. Family owned and managed, ownership recruited me to turn around the business. Reversed the company's negative trend in sales and operating results

BULGARI	MANAGING DIRECTOR	1992 - 2001
BULGARI CORP. OF AMERICA	New York, USA	1992 - 1998

Directed the US subsidiary of the Bulgari Group with full P&L responsibility. \$60 million in sales, 12 stores, 60 retail accounts, 150 people. Grew sales 3-fold and Operating Profit by 50%.

BULGARI GLOBAL OPERATIONS	Neuchatel, CH	1998 - 2001
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Redesigned the Supply Chain processes and organization of the Jewelry, Watches and Accessories Division Of the Bulgari Group. Established and managed Bulgari Global Operations, the \$400 million worldwide Supply Chain Management Company of the Group.

Bain & Co., Milan, Italy	MANAGER	1989-1992
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Benetton USA, New York	MARKETING & SALES MANAGER	1988-1989
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The MAC Group, Rome, Italy	CONSULTANT	1987-1988
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Procter & Gamble Co. (Italy/Japan)	BRAND MANAGER	1981-1987
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ACADEMIA

Politecnico di Milan, MIP-School of Management, 2018 –

- Adjunct Professor, Strategic Management.

EDUCATION

UNIVERSITY OF PISA, Pisa, Italy, 1979

- B.S. Degree in Business Administration.
- Diploma of the Scuola Superiore di Studi Universitari S.Anna

LANGUAGE SKILLS

- Italian: mother tongue
- English: fluent
- French: very good

AUTHORIZATION TO USE

- I hereby authorize the use of personal data according to L. 196/03