



Personal Information:

- Date of Birth: 10 July 1976
- Place of Birth: Trieste (Italy)
- Citizenship: Italian

Responsible for the new commercial strategies of an energy distribution company, with 20 years of previous experience worldwide including operations, commercial and logistics.

Work experience:

2021 - Present *Duferco Energia S.p.A.*
The Energy Division of Duferco Group is focused on the energy trading, origination and retail

10.2021 - Present

Baslab s.r.l. (100% subsidiary company of Duferco Energia S.p.A.)

Director

- Applications software development and IT platforms for condominium administration studies, implementation of services complementary to the energy products by the parent company (Duferco Energia)

05.2021 - Present

Head of New Commercial Strategies

- Developing of new energy efficiency services , focusing on renewable energy communities and in photovoltaic self-consumption

2016 - 2021

Mectron S.p.A. - part of Duferco Group

Leading medical and surgical technology company

11.2017 - 04.2021

Mectron (Shanghai) 迈超 (上海) Medical Instruments Co, Ltd, Shanghai, P.R.C.

Deputy General Manager and Vice President of the Board

- Start of operations of an Italian-Chinese joint venture agreement for production of high-tech medical equipment, handling legal preliminaries, product and assembly procedures registration in accordance with Chinese regulatory compliance (Class II and III devices);
- Started and monitored chinese operations, and ensured consistency with budgets and deadlines defined by the board (8.8M EUR-67M CNY sales achieved in the first year);

01.2017 - 04.2021

Mectron Medical Technologies India Pvt Ltd, Bangalore, Karnataka, India

Managing Director and Member of the Board

- Supervising local distributors and local partners for product distribution all over India (around 2,5M USD - 22,5 INR crores) of healthcare products and after-sale services;

04.2016 - 04.2021

Mectron S.p.A. Medical Technologies, Carasco (GE), Italy - part of Duferco Group

Foreign Projects Coordinator

- Evaluation analysis of a local distribution company (Jewel Management Ltd - turnover 1.6M £) in United Kingdom for the subsequent acquisition with a synergic implementation strategy;
- Feasibility study and subsequent implementation of a new import strategy in Brazil, through a dedicated partnership and the implementation of new operating procedures which have allowed a 70% reduction in customs duties;

2010 - 2016

Duferco Group

Worldwide industrial group dealing with steel trading , maritime transport and energy production

01.2014 - 04.2016

Duferco Wallonie S.A., La Louvière/Charleroi, Belgium

Terminal Director

- Directed logistics operations of a logistic terminal (600K tons of commodities, 8000 trucks, 700 barges per year);
- Developed and boosted operations of 120% becoming 1st terminal in Wallony (South of Belgium);

09.2010 - 12.2013

Duferco Holding S.p.A., San Zeno Naviglio (BS), Italy

Head of Operations

- Monitored group's diversification new projects in Congo and Rwanda (40 points of sales and 3 HQ), ensuring consistency with CEO's guidelines directing operational activities (more than 250 employees);

2007 - 2010 **MSC - Mediterranean Shipping Company**
Swiss-Italian international shipping line second-largest shipping line for vessel capacity.

11.2007 - 04.2010 **Mediterranean Shipping Company (MSC) Bahamas Ltd – Freeport - GBI Bahamas**

Head of Operations

- Analysed and planned operations for 1 million of TEUs (32 million cubic meters) per year;
- Implemented International Ship and Port Facility Security Code guidelines reinforcing 100% safety standards;
- Implemented the operating procedures received by the MSC SA HQs in Geneva (Switzerland) increasing the transshipment speed and by 15%;
- Coordinated operations with US Coast Guard and Customs for security inspection of containers in transit to US coast;

1995 - 2007 **Ministry of Defense, Italian Navy**
Branch of Italian Armed Forces designated for naval and amphibious operations

10.2006 – 10.2007 **Ministry of Defense, Italian Navy Special Forces Group, La Spezia - Italy**

Head of Planning and Intelligence Office

- Analysed information for and in collaboration with Crisis Unit of Ministry of Foreign Affairs for definition of emergency plans of evacuation in 3 continents;
- Coordination of operations outside area and activity with Joint Command Special Operations;
- Planning and coordination of operations support with General Staff of Italian Navy (MARISTAT) and Command in Chief of Naval Squadron (CINCNV);
- Planning of training/operating activity of *Raider Operating Group* in addition to 72 hours;

02.2000 - 09.2006 **Ministry of Defense, Italian Navy Special Forces Group, La Spezia - Italy**

Head of Operating Plan Section

- Planned operating activities in Iraq, Afghanistan and Lebanon;
- Collection of information for and in collaboration with Crisis Unit of Ministry of Foreign Affairs for definition of emergency plans and evacuation of nationals abroad;
- Collection, analysis and dissemination of operational and tactical;
- Drafting safety guidelines of Task Group in operation;
- Handle paperwork on grant of clearance from security; planning and management of escort services;

08.1995 – 01.2000 **Department of Defence - Italian Navy – La Spezia / Taranto**

Officer in charge of Operation Section

- IT NAVY is in charge of controlling Mediterranean migration flows, with use of all vessels as Nave Artigliere on which I embarked alternate at sea to ensure important work of monitoring of merchant shipping, providing assistance to ships and vessels belonging to various nationalities operations in which I used as a young officer of staff;
- Duties included: analysis, control, coordination and rescue of illegal migration flows between coasts of eastern Adriatic (Balkans, Montenegro, Albania) to Italian coast; improve maritime security, patrol sea, fighting against illegal activities;

Education:

- 2019 - **Doctorate of Business Administration** (DBA) - SDA Bocconi
- 2019 - **Master of Business Administration** (EMBA) - SDA Bocconi School of Management
- 2017 - **M.Sc. Management Engineering** - University UniNettuno Roma
- 2012 - **Advanced Master in Finance and Controlling** (2nd Level Master) University of Pisa
- 2010 - **B.Sc. in Electronic Engineering** - Politecnico di Torino
- 2009 - **Certificate in Nanotechnology** - Columbia University – Graduate Engineering Department
- 2007 - **B.Sc. in Computer Engineering** - Politecnico di Torino
- 2005 - **M.Sc. in Political Science** - University of Trieste

*Chartered Industrial Engineer Politecnico di Torino, Sez A; RSSP;
Certificates of attendance in logistics, lean manufacturing and safety*