

Place and Date of birth: Bologna, 28/08/1984

Nationality: Italian

Working Experience

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| • Executive Director at Frezza Arredamneti | (Russia, 9 months) |
| • Trade Analyst & Project Manager at Promos | (Russia, 2 years) |
| • Export Consultant at Les Frères Marchand | (France, 2 months) |
| • Fast Food Manager at La Sosta | (Italy, 2 years) |
| • Sportswear sales manager at Fini Sport | (Italy, 1 year) |
| • Marketing Assistant at Staremia | (Italy, 4 months) |

Publications & Thesis

- Guide to Italian companies in the Russian Federation – 2012
- IP protection in the Russian Federation – 2011
- Opening of an Export Branch in the USA (FMCG) – 2010
- The phenomenon of landing in the Russian economical newspapers - 2009

Managerial Education - MBA

- Moscow State University of International Relations (MGIMO)
- Grand Ecole - ICN Business School
- Bologna University

Knowledge and Competences

- 2 years in office management
- 2 years in consulting (control management and business development)
- Market analysis and researche
- 3 years B2C sales management
- International business experience
- Languages: Italian, English, Russian, French

Specializations

- Management control
- Counseling & Start-up
- Financial reporting
- Market Analysis
- CRM
- Marketing strategies
- Project Management
- Budgeting, orders and payments

Executive Director at *Frezza Arredamenti* from January 2013 to September 2013 (9 months). Moscow, Russian Federation. Industry: Furniture, Agency. 40 employees, 12 salesmen, 1000+ company clients (Retail & Project), 500m2 warehouse. Responsible for the consolidation and development in the Russian Market. Overhead cost management and control, budgeting and overhead planning. Responsible for accounting, legal and commercial overview.

- **Budgeting** and Cost Control
- **Supervision** of executive, legal, commercial and accounting documents;
- **Reorganization** of the office and HR coordination (analysis & optimization)
- **Negotiation** of contracts and bilateral agreements
- **Management** and Sales Control (+10% turnover, +3% clients)

Trade Analyst & Senior Project Manager at *Promos Moscow* from January 2011 to December 2012 (2 years). Moscow, Russian Federation. Industry Consultancy, Export. 12 employees, 1500+ company clients. Coordinator of the internal processes and responsible for the Russian Market: specialized support to Italian firms entering or already present on the Russian market, Counseling for start-up, acquisitions and partnerships, tenders.

- **Supervision** of executive, legal, commercial and accounting documents;
- **Financial and commercial** counseling for SMI
- **Analysis:** Market analysis, business reports, start-ups
- **Revision:** Feasibility and financial revision of projects
- **Optimization:** HR planning, coordination and optimization (+12% serviced companies, -6% costs, +8% closed deals in 2012 over 2011);
- **Investment:** Monitoring of the foreign investment market.

Trainee Project Manager at *Les Frères Marchand* from July 2010 to August 2010 (2 months). Nancy, France. Industry: FMCG, perishable food. Start-up of a company branch in the USA aimed to the export of food & beverage products (milk products, luncheon meats, wine and beer). Team leader responsible of the timely delivering.

- **Strategic planning:** competitive, geographical and financial analysis, legal overview
- 4 specialists' team (financial, logistic & transport, legal, commercial)
- **Market research:** Italy, France and USA

Restaurant Manager at *La Sosta* from July 2006 to July 2008 (2 years). Cervia, Italy. Industry: Restaurant, fast food. 5 employees, 450 thousand euro turnover. Planning and production control. Restructuring of the company concept from restaurant to fast food. (-27% in production costs, +200% optimization of production processes, sales up 9.5% in 2007 compared to 2006).

Sportswear Equipment Sales Manager at *Sport Fini*, from June 2005 to June 2006 (1 year). Bologna, Italy. Industry: FMCG Clothes. Responsible for technical clothing for snowboarding. Purchasing, Budgeting, Sales B2C. (+100% Sale sports apparel, equipment sales up 15% in 2006 compared to 2005).

Marketing Assistant at *Staremia* from February 2005 to May 2005 (4 months). Bologna, Italy. Industry: Automotive. Goal: Increase the sales and improve the image of "Smart" (Mercedes) in the region. Aim: Determine the marketing strategy, targeting and improving the customer care service.

- **Italian** (Mother tongue)
- **English** (Fluent)
- **Russian** (Fluent)
- **French** (Fluent)
- **Spanish** (Basic Knowledge)

Information Technologies

- **Microsoft Office:** Word, Excel, PowerPoint
- **Operating Systems:** Windows User, Mac User
- **Management Tools:** Windows Project Manager, SAP, Access, CRM
- **Advanced knowledge** of the computer in all its parts
- **Sharing:** SharePoint, InfoPath
- **Documents Editing:** Photoshop, Adobe Acrobat

Education

Master of Sciences in International Management at *Moscow State University of International Relations (MGIMO)* 2010 – 2011.

Specialization on Eastern Europe Economics, politics and international business relations. Special focus on the transactions between Russia, the EU and the bilateral agreements among countries.

Courses: Economics & Finance in the international standards, Derivatives, Negotiation and contracts in cross-cultural environment, CRM and Brand Management, HR management. **Thesis:** IP protection in the Russian Federation.

Double Degree International Master in International Executives at ICN Business School (Nancy, France) 2010 – 2010 and Bologna University 2009 – 2010.

Courses: Economics & Finance in the European standards, Private equity, Accountancy (IFRS, GAAP), Marketing, Project Management, Process of internationalization of companies, Company production dynamics, logistic and transport. **Thesis:** Opening of an Export Branch in the USA (FMCG).

Bachelor in Foreign Languages at *Bologna University*, 2003 – 2009.

Courses: Business administration, Socio economical history of Russia and USA, English, Russian, Japanese languages, Economic geography. **Thesis:** The phenomenon of landing in the Russian economical press.

Technical Diploma in Marketing and Customer satisfaction at *Futura S.p.A*, 2004 – 2005.

Courses: Sales Techniques, Techniques of relation marketing, Account management, Accountancy, invoicing, payments, deadlines, CMR documents, Marketing techniques, Company efficacy & efficiency.