

Paolo Vanzulli

Italian citizen, born in Saronno (VA) on Jan. 10th, 1974

PROFESSIONAL PROFILE

Accomplished Controller Manager with 20 years of experience in Chemical, Material Handling, Manufacturing, Toy and mass market in multinational and Italian companies. Since 2015 working in government scientific research institutions. Group controller accustomed to working in complex and changing business environments at European level. Proven experience in managing Industrial Plan definition and execution always aimed to support business growth and operational excellence as well as maintaining high standards of quality and integrity. Driven several projects of business process reengineering, restructuring, SAP. Extensive skills in talent management and development.

Experience in dealing with Private Equity Funds.

WORK EXPERIENCE

September 2019 to present, at Human Technopole, Foundation working in scientific research, Milano: Planning & Control Manager

Responsible for planning and control activities aimed to a proper accounting management and overall managerial aspects of the activities performed by the scientific community. Ownership of the planning process made up by the yearly budget, its review, and the strategic plan.

Set up of the control model for the separate management for institutional (public) funds, competitive and commercial projects grant. SapByDesign implementation.

September 2015 to August 2019, at Istituto Italiano di Tecnologia, IIT, Foundation working in scientific research and technology transfer, Genova: Senior Manager Planning & Control

Responsible for planning and control activities aimed to a proper accounting management and overall managerial aspects of the activities performed by the scientific community. Ownership of the budget process (authorization type) and its review.

Separate management for institutional (public) funds, competitive and commercial projects grant.

Processes and procedures review in accordance with the needs of Governance of the Institute.

Implementation of KPI system. Finalizing implementation SAP. Leading a team of 5 people.

November 2013 to August 2015, at OC International, retail luxury goods, Milano: Group IT and Controller Manager

Responsible for planning & control and IT at group level (Italy, Spain and Portugal).

Performed an industrial plan leading Ernst Young Transaction Services Team. Part of the management team leading the restructuring activities. Implementation of fast closing procedures as well key performance indicators on business development.

Survey on IT solutions. Leading a team of 3 people.

March 2011 to October 2013, at Inda, bath furniture, Milano Malpensa: Group Financial Controller

Lead Planning & Control activities in the group following up 6 legal entities: Italy, Spain, France, Switzerland, Germany and Austria. The organization included 3 manufacturing plants in Italy and commercial branches abroad. Direct reporting to the General Manager.

Main responsibilities:

-Accountable for P&C tools, assuring the proper accounting posting and coordinating together with the administration department the account reconciliation and the monthly/annual book closing

-Management Reporting

-Budgets, industrial plan, variance analysis

-Develop a team made up by 5 people

-Preparation of the certified Industrial Plan as requested by the Italian debt restructuring law (LF.art 182bis)

-Implemented restructuring program as defined together with KPMG Advisory Team

-Fixed cost reductions (-7% on current base)

-Outsourcing accessories assembly production and lean manufacturing activities in the other 2 plants

-SAP project finalization

-Implementation of the P&I by plant and by market

Sept. 2008 to Mar. 2011, at Giochi Preziosi, toy industry mass market, Milano: International Business Controller

Responsible for controlling and planning activities of the Toys International Business Unit and team member for the M&A and due diligence activities.

Main responsibilities:

-Focal point and coordinator of the local controlling structure in Spain, France, UK, Germany, Greece, Turkey, China and USA

-Retail: direct involvement in the controlling activities in France and China

-Coordination of the End of Period process (Month, Quarter, Fiscal Year)

-Coordinator for the planning and budgeting activities working together with Boston Consulting Group

-Business reviews

-Projects: due diligences on M&A activities and IT developments

- New business reporting and consolidation system based on HFM (Hyperion)
- Support to the European SAP-Roll out
- Industrial plan and business due diligence in cooperation with BCG
- Support to the IPO process (QMAT)

April 2006 to Sept. 2008, at OM Forklift (former Linde AG group, today Kion), material handling solutions, Milano: Foreign Branches Controller

Main responsibilities:

- Responsible for controlling management of the branches EMEA and Asia Pacific areas
- Functional leader for the finance departments placed in Spain and China
- Deputy finance manager country Spain: October 2007 – June 2008
- Guarantee, in agreement with the legal and company book-keeping principles the constant monitoring of the economical and financial balance of the commercial activities, pointing out possible anomalies or variances
- Coordination of the yearly budgets, forecasts, reporting, variance analysis
- Reporting implementation for the Chinese start up
- Sap roll out – Spain
- Spain: deputy finance manager
- Support for the finance shared service implementation in the HQ

Feb. 2000 to Mar. 2006, at Hexion Specialty Chemicals (former Bakelite AG), chemical business, Solbiate Olona: Head of Controlling and IT, Italian branch

Branch Controller, in charge for controlling, IT Service and Treasury directly reporting to the managing director

Main responsibilities:

- Earning and cost analysis, economical and financial evaluation on investments
- Forecasting and planning activities
- Treasury management
- Direct involvement in group projects
- Information Technology responsible
- Business process reengineering project together with KPMG advisory (2003)
- US Gaap first time adoption (2004)
- SAP implementation FICO modules (2005)

Feb. 2000 to Dec. 2002, at Hexion Specialty Chemicals (former Bakelite AG), chemical business, Solbiate Olona: Junior controller

Main responsibilities:

- Commercial and Business Unit Reporting
- Industrial cost calculation, product costing, stock evaluation
- Margin analysis and support to budget process
- Oct 2000: Temporary assignment to sister company in Birmingham

Sept. 1999 to Dec. 1999, at Europortal (Fininvest Group), Milano: internship

TRAINING

- April 1999 Degree in Business Administration at the University of Carlo Cattaneo, LIUC in Castellanza (VA)
Thesis: 'Enterprise Budgeting: the case of a company operating in the catering supplies sector'. Mark 100/110
- July 1993 Diploma in Accounting at the institute "A.Castelli", Collegio Arcivescovile di Saronno, Italy
- 2000-2005 Attended several courses upon "advanced controlling management" at 'Il Sole 24 Ore' and Ipsoa

FOREIGN LANGUAGES

English (fluent)

- May 2001 English course at the "BASIL PATERSON COLLEGE" of Edinburgh (Scotland)
- June 1999 English course at the "BASIL PATERSON COLLEGE" of Edinburgh
- 1996/1997 One year English program at the "BRITISH INSTITUTES" Saronno

IT KNOWLEDGE

Good knowledge and use of the main operating systems and office automation, business Intelligence tool: Business Objects, Hyperion and ERP SAP and AS400

PERSONAL INFORMATION AND HOBBIES

Excused from Italian military service

Hobbies: travelling, riding bikes, skiing, running, swimming

According to the data protection statements (Legislative Decree 196/03 and GDPR Regulation UE 2016/679), I authorize the processing of my personal data.