

PROFESSIONAL PROFILE and SKILLS

Accomplished **Finance Business Partner** manager with 20 years of experience in several and **heterogeneous business** acting in **multinational** and **Italian companies**.

- Strategic and Financial Plans
- Proven ability of design and build functions and processes from scratch
- Projects in Business Process Reengineering and Restructuring
- SAP ERP system implementations

Experience in dealing with **Private Equity Funds**.

Solid analytical skills. Commitment to improve processes, increase efficiency targeting operational excellence.

WORK EXPERIENCE – **PUBLIC SECTOR, Scientific Research from 2015**

Planning & Control Manager, finance business partner. Reporting line: CFO.

09/2015 - 2019 at **Istituto Italiano di Tecnologia IIT**, robotics, smart materials Research Institute – 2.000 people, revenues €150m.

Achievements:

- Preparation of the **Industrial Plan** of the '**Human Technopole Project**', today independent entity
- **ERP** finalization, implementation of the business intelligence tools
- Implementation of a model for the awarding of endowed funds based on scientific and economical KPIs
- Managed the financial **complexity** of an entity which counts over **300 Grants** awarded from several funding institutions
- **Core Facilities pricing system** definition and implementation



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- Implementation of the '**Human Technopole Project**': set up, design and implementation of the control model of the START-UP
- **ERP** implementation: responsible for the Finance area; set up of the **Funds** and **Grant management** module in compliance with the **public administration rules**
- Design, set up the administrative and accounting processes to **manage the awarded Grants** by the European Community
- Design and implementation of **new processes** in a start-up that in 3 years has grown from 20 to 300 people
- Built up the planning and control service from scratch

WORK EXPERIENCE – **PRIVATE SECTOR 1999 – 2015: Manager/Director Roles** from 2008. Reporting line: CFO, MD.

09/2008 - 2011 **Giochi Preziosi**
toy industry mass market, 600 people, revenues €1bn.

International Business Controller

Responsible for the P&C activities of the Business Unit – 8 legal entities in EMEA, USA and CHINA; member of the M&A team.

- Focal point for the planning and budgeting activities performed with external **advisors – BCG**
- Active role in the **IPO Process** (QMAT) and **M&A** projects: performed 3 business and **financial due diligences**
- Introduction of new business reporting and consolidation system based on HFM (Hyperion)

03/2011 - 2013 **Inda** bath furniture, 250 people, revenues €110m. 3 Plants.

Control Director

Head of P&C activities of the Group – 6 entities, Italy, Spain, France, Switzerland, Germany, Austria. Business partner and finance focal point for Sales and Ops.

- Design and implementation of a dashboard to **drive Plants performance** and **Markets sustainability**
- Led the **restructuring programme** as defined with KPMG Advisory – Preparation of the certified Industrial Plan according to the **Italian debt restructuring law** (art 182bis)
- Outsourcing production and lean manufacturing activities in the plants
- ERP implementation, **fast closing procedures**

11/2013 - 2015 **OC Int.** retail chain in luxury goods, OROCASH - Luxury Zone Brand, revenues €200m, 300 stores EU.

Group Controller

Head of P&C activities of the Group, acting in Italy, Switzerland, Spain and Portugal. Business partner to Sales, commercial strategies, Stores's P&I.

- **Restructuring programme** based on Stores' Profit and Loss and commercial expectation: definition of stores to close and new openings; cost saving in G&A. Implementation, follow up, recovered profit margin
- **Design**, implementation of a **dashboard** used to **drive the business** and to report to shareholders – **Private Equity Funds**
- Responsible for ITC: managed the go-live of new software to run the activities in the retail stores

Other Experiences, 2000-2008.

02/2000 - 03/2006 **Hexion Specialty Chemicals**, Italian branch, 250 people, revenues €120m, 3 Plants.

Head of Controlling

Responsible for Controlling, Treasury and IT services.
Business partner for Sales and Operations.

- **SAP ERP** implementation, finance **K-User**
- **Business process reengineering** project performed with external advisors – KPMG
- **US Gaap** first time adoption
- Introduced the **DCF-model** to evaluate investments and business decision

04/2006 - 09/2008 **OM**, Kion Group, material handling solutions, 400 people, revenues €300m, 2 Plants.

Foreign Branches Controller

Responsible for the **commercial** Controlling of EMEA branches and Asia Pacific area. Focus on economic, financial balance, identifying risks and chances, suggesting mitigation plans.

- **Implementation** and consolidation of the **accounting and reporting system** for the **Chinese START-UP** branch
- **Deputy Finance Manager** Spanish branch: 10/2007 to 06/2008
- ERP implementation: led SAP Roll out in Spain
- Active role during the finance shared service implementation in the HQ

9/1999 - 12/1999, internship at Europortal (Fininvest Group)

EDUCATION

04/1999 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'.

Attended several courses upon 'advanced controlling management'

FOREIGN LANGUAGES

English: fluent, 05/2001 and 06/1999 English courses at the "BASIL PATERSON COLLEGE" of Edinburgh, Scotland

IT KNOWLEDGE

Knowledge of the main operating systems and office automation, business Intelligence tools and ERP system SAP