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Overview

I possess the experience and skills necessary to address the challenges of growth and transformation. My approach to these challenges is with an open, entrepreneurial mindset and in close, respectful collaboration. My consistent expertise in the technical B2B sector empowers me to devise, support, and execute product, market, and technology strategies, as well as accelerate growth programs. Rather than adhering to standardized methods, I favor custom solutions and encourage participatory involvement whenever possible to enhance the autonomy of the organization and foster individual initiative and potential.

Professional experience

Extensive leadership experience as an executive with overall responsibility in family-owned businesses and international corporations, from SMEs to multinationals, with a turnover of 10 to 250 million euros. My skills include modernization and transformation, performance management, B2B marketing, including service, product/segment strategies, S&OP, strategic purchasing/supply chain management. I have successfully led digitization projects with different technologies and the implementation or migration of ERP information systems in combination with lean and TQM techniques. Over the years, I've done business relocations, developed new businesses, and led post-merger integrations and turnarounds.

Tasks and challenges

Connecting people, experiences, and differences. Typical responsibilities associated with the execution of collaboratively formulated strategies may include challenges in change management, profitable growth, process optimization, innovation projects, digital business transformation, business development, repositioning, reorganization, commercial-operational due diligence, post-merger integration, spin-offs, carve-outs, generational transitions, corporate governance, and restructuring of companies or groups.

Management functions

As a senior executive, I work full-time/part-time, on an interim basis or as an external consultant. I can work in a variety of roles, including Chief Executive Officer (CEO), Managing Director (MD, COO), Head of Division or B.U Manager (VP), Purchasing & Supply Chain (CPO), Marketing & Product (CMO), Information Systems (CIO), Human Resources (CHRO), Restructuring (CRO) and Strategy Program Manager (PMO Leader).

Industry expertise

I have experience in various fields, including manufacturing and engineering, production/distribution of durable goods, metal/plastic processing, plumbing/electrical/solar installation technologies and equipment, HVAC/special applications in ventilation, fastening/installation technology, tools, hardware, professional construction, professional and MRO supplies for the industrial/automotive industry.

Languages

I speak German, Italian and English. I have a deep understanding of the dynamics and opportunities that characterize economic and trade relations between Italy and Germany.