

# Giacomo Bertani Pecorari

Dad, sales director and future visionary



## JOB EXPERIENCE

### Sales Director

#### Sol's Italia

📍 Castellarano, RE, Italy

- 📅 SEP 2016 - Ongoing
- Development of Sales network
  - Sales team management
  - HR selection
  - KPI definition and budget monitoring
  - Marketing plan and strategies definition
  - Complex project management
  - Key Customers sales management
  - General budget forecast and negotiation

### Sales Manager

#### Canali&C

📍 Reggio Emilia, RE, Italy

- 📅 SEP 2015 - SEP 2016
- Managing Customer portfolio
  - New business development
  - Marketing plan and strategies definition
  - Needs analysis and problem solving
  - Negotiation

### Sales Manager

#### Arti Grafiche Reggiane

📍 Cavriago, RE, Italy

- 📅 SEP 2008 - SEP 2015
- Managing Customer portfolio
  - New business development
  - Needs analysis and problem solving
  - Negotiation
  - Managing network of Commercial agents

## LANGUAGES

Italian



English



French



## WEB AND INFORMATIC SKILLS

Business Intelligence: Salesforce & PowerBI

Prestashop and Magento web

ERP NAV & AdHoc Revolution

Excel advanced user

CRM 365

Google Analytics & CEO

GSPED

Server full outsourcing

## PERSONALITY SKILLS

Hard working

Persuasive

Goal Oriented

Loyal

Team Leader

Effective Scheduler

## LIFE PHILOSOPHY

*"Be the change you want to see in the world"*

## EDUCATION

### MBA in Finance, Administration and Management Control

#### Business School Sole 240re

📍 Milan, MI, Italy

📅 2008 - 2009

Final Vote: 30/30

### MS in Organization Sciences

#### University of Bologna

📍 Bologna, BO, Italy

📅 2006 - 2008

Final Vote: 110cumlaude/110

### BS in Organization Sciences

#### University of Bologna

📍 Bologna, BO, Italy

📅 2003 - 2008

Final Vote: 110cumlaude/110

## MAIN PROFESSIONAL GOAL

### 🎯 Project leader new ERP BC Nav Dynamics

📅 2018 - 2019 - Sol's Italia

- Go live 1st Jan 2020

- Complex interface with Magento, GSPED, PBI, CRM, motherhouse ERP
- Desktop and Server cloud and full outsourcing project

### 🎯 Reach sales target

📅 2016 - 2017 - 2018 - Sol's Italia

- Overall turnover +27% 2016 vs 2015 - Margin +1,1% vs budget
- Overall turnover +32% 2017 vs 2016 - Margin +1,3% vs budget
- Overall turnover +26% 2018 vs 2017 - Margin +0,9% vs budget

### 🎯 Development of new e-commerce Magento and new Business Intelligence software PowerBi

📅 2016 - 2017 - 2018 - Sol's Italia

- Team coordinator new Magento website: from Dec 2016 to Feb 2018
- Team coordinator configuration PowerBi: from Jul 2017 to Jan 2018

### 🎯 Consulting and marketing assistance to the new retail real estate project "Caselle Open Mall" in Turin

📅 2015 - Canali & C

- Definition of potential investors target and profile
- Marketing plan
- Process coordination of marketing campaign

### 🎯 Creation and coordination "ILAB" - unit of packaging innovation

📅 2012-2013-2014 - Arti Grafiche Reggiane

- Team coordinator of new ILAB unit, aimed to develop and to share innovation in cardboard packaging