Giacomo Bertani Pecorari

Dad, sales director and future visionary

JOB EXPERIENCE

Sales Director

Sol's Italia

O Castellarano, RE, Italy

圖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

聞 SEP 2015 - SEP 2016

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

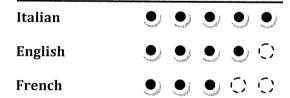
Sales Manager

Arti Grafiche Reggiane

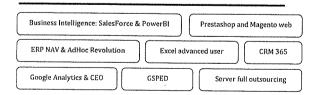
Q Cavriago, RE, Italy

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

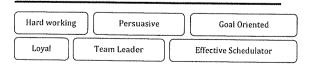
LANGUAGES



WEB AND INFORMATIC SKILLS



PERSONALITY SKILLS





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, Ml, Italy

1 2008 − 2009 Final Vote: 30/30

MS in Organization Sciences

University of Bologna

O Bologna, BO, Italy

置 2006 – 2008 Final Vote: 110cumlaude/110

BS in Organization Sciences

University of Bologna

O 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 lan 2020
- Complex interface with Magento, GSPED, PBI, CRM, motherhouse ERP
- Desktop and Server cloud and full outsourcing project

Reach sales target

聞 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 蘭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 聞 2012-2013-2014 – Arti Grafiche Reggiane

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