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Curriculum Vitae



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Generalità:

Name PAOLO
Surname FERRARESE
Place of birth VICENZA **date of birth** 18.06.1973
Marital status Married since 2002 with two children
Nationality ITALIAN
Resident in VILLAFRANCA DI VERONA
Address VIALE POSTUMIA Number 11 / C Postal Code 37069
Telephone number +39 342 5325949
E-mail address: paulfconsulting.adm@gmail.com; paulfconsulting.adm@pec.it
Web Site: www.studiopaoloferrarese.it
Military service Acquitted in the Italian Military Police Carabinieri with duties of:
Employee, Secretary of Officer of P.G. and Accounting Officer.
Incorporation date 21.11.1995 - Leave date 21.11.1996

PROFESSIONAL EXPERIENCE

from June 2023 to June 2026

Member of the National Board of APCO - *Associazione Professionale Italiana Consulenti di Management*

from November 2022

Professor at ITS Fondazione JobsAcademy – Bergamo

- Modules on International Marketing held in English and Italian
- Modules on International Sales in English and Italian
- Modules on Project Management

Professor at WIFI

- Weiterbildung und Personalentwicklung, Handelskammer Bozen
- Staff training and development, Chamber of Commerce Bolzano

from November 2021

Mentor at University of Padua – within the "MENTOR & ME" Project - mentoring program promoted by the Career Service

from February 2021

Accredited Trainer at the Italian Human Resources Company MANPOWERGROUP

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from January 2021

Ordinary **Member ASSIREP** – *Italian Association of Project Management Roles and Professions*
Ordinary **Member AICA** – *Italian Association for Computer Science and Automatic Calculation*

from October 2020

Accredited Trainer at the Apiformazione – *Higher Education for Entrepreneurs and Societies*

from September 2020 to June 2023

Member of the National Board of APCO - *Associazione Professionale Italiana Consulenti di Management*

from September 2020

Mentor at University of Ca' Foscari in Venice – within the Project "COLTIVIAMOCI"
- mentoring program promoted by the Career Service

from June 2020

Member of Professional & Business Network

from May 2020

Member "QUALIFICATO CMC" of APCO - **Professionista Socio no. 2017/10011**
Associazione Professionale Italiana Consulenti di Management -
Operante in conformità alle prerogative della legge n. 4/2013

from June 2019

Delegation Coordinator APCO – **Northeast regions**

Associazione Professionale Italiana Consulenti di Management del TRIVENETO

from October 2018

TRAINER and **SUPPLIER** enrolled in the Register of ITA – **Italian Trade Agency**
for Promotion abroad and internationalization of Italian companies

from February 2018

Member of I.M.I.T. – **Italian Managers for International Trade**

with the qualification of Manager expert in Internationalization processes

I collaborate with FAREXPORT – Confindustria Vicenza for Consulting Services Related to Internationalization

I'm also **Accredited** to provide Services Related to Internationalization for SMEs of **INNOVENETO** – Innovation Research Centers with Code No. 184

from December 2017

First and only Professional with the **Qualification** of **EXPERT "UMIQ"**

- **Confindustria Emilia for Verona and Northeast regions**

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from September 2017

Accredited by IDM Sudtirol - Bolzano for the **Export Coaching Service**

from August 2017

Accredited as supplier at Trentino Sviluppo – Rovereto – Trento for **Training Services** or **Consulting on Internationalization**.

from July 2017

Member “QUALIFICATO” of **APCO - Professionista Socio no. 2017/10011**
Associazione Professionale Italiana Consulenti di Management -
Operante in conformità alle prerogative della legge n. 4/2013

from December 2016

Accredited Trainer at the Italian Human Resources Company
SGB – Human Gest Holding – Human Form

from November 2016

Member “ADERENTE” of **APCO** Associazione Professionale Italiana Consulenti di Management
Operante in conformità alle prerogative della legge n. 4/2013

from June 2016

First **Temporary Export Manager** in Verona and Veneto Region **Accredited by ITA – Italian Trade Agency** as “professionista”

<https://exportraining.ice.it/it/attivit e-e-servizi/export-manager-per-la-tua-azienda/12-pages/117-tem-professionisti.html>

- from 17/09/2012 to 15/12/2012
COURSE for RESCUERS of the GREEN CROSS of VERONA
COURSE on BLS – Basic Life Support – Defibrillation made on 13/09/2015 but Expired
- from February 2014 to December 2016
RESCUER “Volunteer” EFFETTIVO with qualification to operate in crew and Ambulance with nurse on board, also qualification to use the AED

COMPLETED STUDIES

High School made in VICENZA - Istituto Tecnico Industriale “A.Rossi”
from September 1987 to July 1992 – **graduated as Mechanical expert address robotics**

University Attended the two-year course of mechanical engineering at the University of Padua. Studies interrupted for family reasons

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Sept-Nov. 2022 **EUROTRAINING COURSE**
Organized by the Veneto Region on the financial instruments of the European Community

November 2021 **SMART MASTER organized by APCO “L’Innovation Manager”**

June 2021 **SMARTEXPORT**

Form of the **LUISS SCHOOL** on “*Business Intelligence and International Development*”

Form of the **SDA BOCCONI** University on “*Structuring for Continuity International Growth*”

Form of the **ITA Italian Trade Agency** on *Internationalization Practices and Techniques*

Form of the **BBS** on *Managing Innovation and Business Processes*

Form of **Naple University - FEDERICA WEB LEARNING** on *Digital transformation and change management - I module*

Form of the **MIP POLITECNICO of MILAN** on *Digital transformation and change management - II module*

February 2021 Course on **Management Consulting Fundamental** organized by **APCO**

January 2021 Course on **Manager di RETE - Network Manager** edition no. 8
Organized by University of Modena

November 2020 Course on - **Economics di Bilancio per Manager**
Course on - **La Matrice di Kraljic per razionalizzare gli acquisti**
Course on - **Analisi di Bilancio per Manager**
Organized by Society Modulo Group

September 2020 **BECT** Business English Certification
CFA Certificat de francais des affaires
PCEN Prueba de Certificacion de espanol de negocios
With International Business Management Institute – Berlin Germany

July 2020 Mini – **MBA Diploma**
Diploma on **Strategic & Management**
Diploma on **Project Management**
Diploma on **Global Governance**
Diploma on **Business Management**
With International Business Management Institute – Berlin Germany

June 2020 Course on **BASICS of PROJECT MANAGEMENT**
Course on **BASICS of STRATEGIC MANAGEMENT**
Course on **CHANGE MANAGEMENT**
Course on **LEADERSHIP & TEAM DEVELOPMENT**
Course on **MARKETING ESSENTIALS**
Course on **PRINCIPLES of ECONOMICS**

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Course on **PROJECT MANAGEMENT**
Course on **RISK MANAGEMENT**
Course on **STRATEGIC MANAGEMENT**
With International Business Management Institute – Berlin Germany

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September 2019 Course on **PROFESSION MANAGEMENT CONSULTANT**
organized by **APCO**.

May – July 2019 **EXECUTIVE MASTER** on “**DIGITAL EXPORT**”

Oct. – Nov. 2017 **Course “ESPERTO” UMIQ** – by Confindustria Emilia – FAV Bologna

May 2017 **Course on HALAL Certificate**

Oct. 2015 **MASTER on EXPORT MANAGEMENT** to be a
June 2016 Temporary Export Manager
(Master organizzato dal MISE, gestito da ICE e da Italian Trade)

Mar. – Oct. Course to learn “How to start your own business” named
“**DIVENTARE IMPRENDITORI : TECNICHE E VISIONI INNOVATIVE**”

LEVEL OF KNOWLEDGE OF FOREIGN LANGUAGES

- ✓ English [C1 level]
- ✓ French [C1 level]
- ✓ Spanish [C1 level]
- ✓ German [A1 level]

WORK EXPERIENCE

From Nov. 2014 Studio Paolo FERRARESE – Paul & f Consulting is born, as an Individual Business Consulting Company.

I am a management consultant specialized in the Commercial field for the Export / Import phases that helps small and medium-sized metalworking, agri-food, furniture, and cosmetics companies. For those companies wishing to sell abroad and for those looking for collaborations with Italian companies. From 2014 to today I have several collaborations covering the role of Sales Director or Export Manager, with temporary contracts.

Oct. 2012 – Dec.2013 **SALES ENGINEER** at REVIMAC srl of the Bottero Group, a metalworking company producing machinery and peripherals, for the production of Hollow glass.

Geographical areas followed:

World as the glassworks such as *Saint Gobain* – *Verallia* – *OI* etc. do not have a well-defined geographical location.

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- Mar. 2010 –
Sept. 2012 **PRODUCT MANAGER** at SOGA SpA, an electromechanical company manufacturer of electric motors and asynchronous generators.
Geographical areas followed:
France, Spain but above all Germany
- 2008 –
Feb. 2010 **SALES MANAGER** at FRIGOMECCANICA INDUSTRIALE SpA,
Then AREA MANAGER at FRIMEC S.r.l. new owner of the
FRIGOMECCANICA INDUSTRIALE SpA. company always in the sector
metalworking that produces "Refrigeration Plants Industrial" mainly used in the
material processing sector plastics.
Geographical areas followed:
France – Spain – Germany – Denmark - Portugal – Scandinavian - Countries
former Soviet Union – Greece – Baltic Regions – North Africa and MENA
Region
- 2006 – 2008 **CAPO AREA ITALIA & EXPORT MANAGER** at NOVA FRIGO SpA, a
company always in the engineering sector that produces "Plants intended for
Industrial Refrigeration" mainly used in the sector plastics processing.
Geographical areas followed:
 - ❖ Italian Market I followed: Emilia-Romagna, Tuscany, Lazio
 - ❖ Abroad: the entire Sales Network (World)
- 2005 - 2006 **EXPORT AREA MANAGER** at SIERRA S.p.A, of the Group
Giordano Riello International, engineering company specialized in
production of components for the thermo-technical sector and for the
treatment sector Air.
Geographical areas followed:
England – Ireland – Denmark – Netherlands – Sweden – Norway – Finland –
Russia – Croatia – Slovenia and World.
- 2000 – 2005 **EXPORT AREA MANAGER** at CECCATO S.p.A., an engineering
company, specialized in the production of washing systems for cars, trucks,
buses and trains. World leader in its sector.
Geographical areas followed:
USA – Africa – Middle East – Turkey – Greece – Baltic Regions – CIS
countries including Russia – Asia – South America – Scandinavia
- 1997 – 2000 **SALES TECHNICIAN** and **PROJECT MANAGER** at DINOIL srl of the
Bondioli and Pavesi Group of Suzzara, a metalworking company
specialized in components for Hydraulics.

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WORKING SECTORS:

- Food companies (wineries, dairies, pasta factories, ...
- Outdoor and indoor furniture companies
- Industrial electronics (Components)
- Electric Motors
- Refrigeration in plastic and non-plastic processes
- Processes for the production of Molding, Extrusion of plastic materials
- Conditioning
- Industrial Washing
- Hydraulics and Hydraulics
- Processes for the production of glass from raw material to finished and packaged product ...

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SKILLS:

- **Leadership:**
MANAGEMENT AND CO-ORDINATION OF ITALIAN AND FOREIGN SALES NETWORKS - DIRECT NEGOTIATION MANAGEMENT WITH KEY ACCOUNT AND AS KEY ACCOUNT - DEVELOPING MARKETS NOT YET OPEN - CREATING RELATIONSHIPS WITH CLIENT COMPANIES AND WITH OTHERS that could act as an intermediary in the development of the company's business
- **Organization :**
WEAVING A NETWORK OF CONTACTS - MANAGEMENT OF EVENTS such as trade Fairs - IN-DEPTH COURSES ON THE PRODUCT
- **Marketing :**
ADVERTISING CAMPAIGNS IN TRADE MAGAZINES – CATALOGS - GADGET - INTERVENTIONS AT OTHER EVENTS
- **Manage financial aspects**
UNDERSTAND AND ALWAYS FIND A FORM OF PAYMENT OR RETURN THAT SUITS BOTH PARTIES WITH GUARANTEES FROM THE CUSTOMER.

Signature
p.i. Paolo FERRARESE

Villafranca July, 12th 2023