

CURRICULUM VITAE

[1] Name and Surname	Emiliano VERONESE
Place and Date of Birth	Adria (RO), 12 th February 1975
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Position	Regional Sales Director / Managing Director / Country Manager / Key Account Manager / Busi- ness Development Manager

[2] Education Post Graduate Training	<ul style="list-style-type: none">- Within VAG-GROUP, internal training about Sales Strategy, Marketing and Finance- May 2005: Applied course on “The drafting of a Marketing Plan”, held from the Valdani & Vicari Associated – Milano- Registered at the Milan Order of Engineer, registration nr. A 23159- February 2001: MSc Hydraulic Civil Engineering. Polytechnic University of Milan, Italy.
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[3] Career Summary

January 2021 -ongoing: **EVH Consulting and Engineering Services** – Founder / Owner freelance:

Established in January 2021, with almost 20 years in research institutions and multinational companies, mainly in the sectors: civil, industrial and renewable energy (hydroelectric and biogas). Herewith below, illustrated, the offered services:

- Development and implementation of commercial and marketing strategy of commercial branches affiliated to multinationals, in the Italian market;
- Development and implementation of commercial and marketing strategy of Italian SMEs, in the European market;
- Development and implementation of commercial reorganization of Italian SMEs:
- Support for the procurement of goods and services suitable for the purpose of the civil, industrial and renewable energy projects; mainly for engineering companies, construction companies and distributors
- Support for design, project management, construction and commissioning: for, EPCs, engineering companies, consulting companies, water and energy utilities (public and private).

December 2017 to December 2020: **VAG GmbH:**
Regional Sales Director Italy

- Develop and Implement Sales Strategy for Italian Market
- Order Intake and Sales Target
- Sales and Customer Service Team Management

April 2011 to December 2020: **VAG VALVOLE ITALIA SRL:** Managing Director

- Member of The Board
- Sales, Financial and Admins Management of the company (KPIs: Orders, Sales, EBITDA and DFCF)
- Sales and Customer Service Team Management
- Supplier managements
- General Manager, Key Account: In charge, to build up new Sales Company and to develop

and Implement Sales Strategy.

May 2007 to March 2011: EUROVAG Srl

- Key Account / Project Manager of VAG Group, for Italian Country: in charge to develop and to implement Project and Commodities Business in Water, Wastewater, Industry and Hydropower Markets segments.

July 2003 to March 2007: SAINT-GOBAIN PAM S.p.A:

- Export Valves Sales Manager
- Sales Support to the Italian Sales Team,
- Inside Technical-Sales and Marketing Support (Italy, Europe, Middle-East, South America and North Africa Region)

July 2002 – July 2003: ELC Electroconsult Spa:

- Preparation of Bid Documents and Feasibility study for international projects
- Executive Design of Civil - Hydro Infrastructures

February 2000 to July 2003: ENEL.HYDRO Spa / CESI Spa:

- Research Projects developing in the Renewable Energies in underdeveloped Markets
- Research Activity about Residual Potential of Small Hydropower Plants in Italy
- Theoretical and Experimental investigation research study to develop the Master Thesis.

[4]	Professional Skills	<p>Focused on goal setting and driven to result. Result from 2011 to 2016:</p> <ul style="list-style-type: none">- Employees from 2 to 7 units- Turnover from 1 M€ to 4.5 M€- EBITDA from -120 k€ to +250 k€ <p>Business Development: build up and manage a New Company and Team</p> <p>High Technical Background (author of several Articles published on International Magazine and Conferences, Technical advisor on some Master Thesis)</p>
[5]	Foreign Languages	<ul style="list-style-type: none">- Italian: mother tongue- English: Fluent- French: Very Good- Spanish: basic
[6]	Software knowledges	<ul style="list-style-type: none">- Microsoft Windows and Office Package- iOS- SAP- CRM (SalesForce1)
[7]	Hobbies and Volunteering	<ul style="list-style-type: none">- Member of Rotary International: involved in the International Project: Aquaplus (www.aquaplusprogram.com) with remote and local support in Tanzania <p>President of Rotary Club Milano Linate AR 2021/22</p> <ul style="list-style-type: none">- Sailing- Biking- Skiing- Travelling
