



### Curriculum vitae

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**Period September 2009/present time**

**Company:China Noi Group ltd**

**Business Sector: Trade & Consulting**

**Function:Director**

**Period August 2008/August 2009**

**Company:Ancora international**

**Business Sector: export from China to Europe**

**Function:Director**

**Working experiences:**

**Period February 2005/2008**

**Company:C.D.V s.p.a.**

**Business Sector: Electronics products(l / dvd player,portabledvd,lcd-tv etc.)**

**Function: Responsible foreign office**

**Activities.**

- Market research
- Bargaining prices and terms for payment
- Interface between the European market and the Chinese Production
- Management of the production order from the Italian Company to Chinese suppliers
- Interface among CDV marketing office and Chinese suppliers
- Management of the phase of sampling of the product

- Approval of the cycle of production and quality control
- Management of the deliveries and the production time
- Management of the shipment from China in Europe
- Management of the payment terms
- Coordinator of the activities of control quality (2), logistics (1)
- Report with legal offices and local organizational corporate body for the start and constitution of the society on the spot.

Results:

1. Increased the park suppliers
2. Reduced the purchasing price (-3.5%)
3. improved the payment terms with Chinese suppliers
4. Improved the relationships among the Italian Company and the Chinese partners
5. Improved the logistic chain between the Italian company and the Chinese production

**Period October December 2003/ 2005**

**Company name: Hong Du Import Export**

**Business Sector: Chinese garment and textile Company**

**Function: foreign operational Manager with competences technical-commercial**

**Activities:**

- Interface between the Italian market and the Chinese Production
- Management of the order of production from the Italian client to the Chinese supplier
- Interface among office style of the client and production
- Management of the phase of stylization and sampling of the product
- Approval of the cycle of production and control quality
- Management of the deliveries and the of production time
- Management of the formalities of shipment from China in Europe
- Management of the payment terms
- Coordinator of the activities of control quality (1),della logistics (2),dell'ufficio stile(2s)

Results:

1. Increased in customer amount
2. Improved the relationships among the Italian customers and the Chinese partners
3. Improved the logistic chain among the Italian office of distribution (site to the CIS) and the Chinese production

**Period June 2002-September 2003**

**Company: D.E.B. 2000 s.r.l: concessionaire of the brand" Pierre Cardin " kids.**

**Business Sector: Baby and kids garment**

**Function: operation Manager**

**Activities:**

- Management of the net external sale through agents and net inside sale to the center
- Definition of the process of franchising for the mark "Pierre Cardin" and relative star-up

- To guarantee the economic account of the society
- Management of team employed to the central control of the single shops through a series of automatic report
- Selection and search of the suppliers and commercial negotiation
- Management of the external clients to the group and relative phase of selling
- Direct comparison with principal manufacturing firms, directly interacting with office style and with the phase production
- Management of the office style to the centre through n. 2 employees
- Management of the relationships with business advisors and consulting company for the definition of the strategy of sale and distribution - it Brings to the ownership

Results:

1. Increase of the billing in comparison to the values of budget-improved the level of knowledge of the mark on it climbs national
2. Increase of the profitability of the product-restructuring of the net sale and of the agents and increase of the sale
3. Created net of distributors of the product to level national-established lasting and continuous relationships with Chinese partner
4. Sought after and selected reliable Chinese suppliers through continuous trips in far east
5. Taken care of advertising countries

**Period December 1998 - May 2002**

**Company: NapoOrsoCapo srl.**

**Business Sector: baby and kids garment**

**Function: director**

**Activities:**

- Definition timing and care of the start up
- Definition and selection of the resources to be employed in the centre of distribution
- Management of the net external sale through agents and net inside sale to the centre
- Definition of the process of franchising for the mark "LUGLIO" and relative start-up
- To guarantee the economic account of the society
- Management of team employed to the central control of the single shops through a series of automatic report
- Selection and search of the suppliers and negotiation commercial-management of the external clients to the group and relative phase of sale-relationship with the Banks, with professional advisors
- Direct comparison with principal manufacturing company, directly interacting with office style and with the phase production
- Management of the office style to the centre through n. 2 employees - it Brings to the board of directors

Results:

1. Reached and overcame budget forecast for the first year of activities
2. Consolidated the annual billing to the levels of budget-launched advertising countries for the diffusion of the mark
3. Improved the level of knowledge of the mark on it climbs national -
4. Growth of the number of affiliates to the group around n.600 affiliated in Italy

5. Growth of the number of shops in franchising up to the management of n. 15 points sale to mark "LUGLIO"
6. Implemented new computer system for the graphic planning of the products of the group

**Period December 1989 - November 1998**

**Company: Gestibimbo -**

**Business Sector: baby and kids garment**

**Function: operation manager**

**Activities:**

- to Guarantee the economic account of the society
- Coordination of all the points sale Biancarosa group, control of the human resources employed to the shops, control of the whole productive cycle: Purchases, sale, profitability
- Management of team employed to the central control of the single shops through a series of automatic report
- Selection and search of the suppliers and commercial negotiation - Management of the external clients to the group and relative phase of sale - Relationship with the Banks, with professional advisors
- Management of the net sale, inside sellers n. 3, for the distribution to the external clients
- It brings to the board of directors

**Results:**

1. Increased the time of payment of the commodities by 30 ggs to 180 ggs - Old of 23% the commercial budget
2. Mildly increased the annual billing around 5% / superior year-volumes of sale to those of the budget
3. Reduction of the escorts of store
4. Increased the volume of purchase of the commodities by foreign suppliers and reduction of the product cost
5. Increase of the efficiency of the single shops through moments of formation of the inside resources
6. Restructuring of the points sale and of the center of distribution in modern optics (cabling the shops, inserting new softwaresystem ,idealizing the furnishings and the constructive part)
7. Reduction of the logistic costs of transport commodities through accords of leasing and purchase of proper means