

PERSONAL INFORMATION

Fabio Stella



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Sex Male | Date of birth 14/06/1990 | Nationality Italian

PREFERRED JOB

Sales and Business Development, China Luxury & New Retail Operations & Compliance, Finance Consultancy, Strategic Consultancy, General Management

WORK EXPERIENCE

01/05/2018–Present

Head of Sales and Business Development - China

Hawksford

Room A1/D2, 25F, Hi-Tech Kingworld (East Building) No. 666 Beijing Road (East) Huangpu District, Shanghai China, 200001 Shanghai (China)

<https://www.hawksford.com/exceptional-people/china/fabio-stella>

- Manage the Account Manager Department Response to New Business & Sales;
- Deliver Sales results given the monthly/yearly targets set by the year's budgeting for 2018-19 sales turnaround.
- Independently select and implement partnerships with institutions (Chambers of Commerce, Trade Agencies, Invest Promotion Desks, Special Economic Zones representatives), trade shows, conferences and startups incubators/accelerator programs all over Greater China;
- Train and assist colleagues from other jurisdictions in China-related business opportunities and leads (Hong Kong, Singapore, Milan, Jersey, London and Barcelona);
- In charge of e-commerce and New Retail business development for luxury, consumer goods and retail clients by supporting their Third Party agencies;
- Produce monthly contents via Hawk-I newsletter, LinkedIn, Facebook and Hawksford's website on the Chinese market and run a chain of events and seminars showcasing China's corporate background for Foreign Invested Enterprises dealing with e-commerce, cross-border e-commerce, fiscal & regulatory challenges and market trends.
- Overall strategy management and re-discussion after the acquisition of People & Projects Limited by Hawksford Group in Hong Kong, Singapore, China and Japan.
- Supervision of Guangzhou Sub-regional headquarters for South China and Shenzhen branch during the handover period following a 4 years assignment as Head of Region.
- Office time - Business Trip Assignments: 40% - 60%

Business or sector Administrative and support service activities

11/02/2014–Present

South China Branches Manager

P&P (Shanghai) Business Consultancy Co., Ltd., Guangzhou (China)

Intra-company transfer (Shanghai/Guangzhou) in the People & Projects Group (after change of registered name)

- General Management of the Guangzhou & Shenzhen Branches and the regional area of Southern China (including Guangdong, Hainan Fujian and Hunan administrative divisions).

- Business Development (over 50 potentials successfully transformed into accounts).
- P/L reporting to the group Headquarters in Shanghai and Hong Kong.
- Account Management for Accounting, Tax and Corporate Services to European and Latam clients.
- Mutual Referral plan starter with several Top Tier Law Firms in the Area.
- Responsible for the group PR with the Foreign Government and Financial Institutions (including foreign and local banks) present in the South China region.
- Traditional and Online Retail Strategy Expertise acquired through international projects implemented in the region.
- Start-up of the Guangzhou and Shenzhen business units including corporate set-up, hiring/firing, office relocations & banking back-office.

07/06/2013–10/02/2014

Finance and sales associate professional

P&P (Shanghai) Business Consultancy Co. Ltd., Shanghai (China)

Intra-company Transfer (Hong Kong/Shanghai) in P&P Group**Italian & European Clients Management & Assistance**

Formation on and provision to Italian and foreign customers of the following services: tax and legal advisory for Italian Companies establishing in China, liaison between Chinese WFOEs/ROs and International HQs of clients, corporate secretarial compliance, liaison with International accounting and legal departments of clients.

Corporate Accounting Services

Comprehensive services of International Start-ups, SMEs and Multinationals, maintenance and full compliance for PRC WFOE/FICE, representative office and joint-ventures; including incorporation, domiciliation, maintenance, accounting, balance sheet preparation and liaison with government and local authorities.

16/02/2013–06/06/2013

Corporate Service Executive

Passarello & Partners Limited

801, 8F, Singa Commercial Centre, 144-151 Connaught Rd West, Sai Ying Pun, Hong Kong (China)

<http://www.pndp.net/>**European & LATAM Clients Management & Assistance**

Formation on and provision to Italian and foreign customers of the following services: tax and legal advisory for Italian Companies establishing in Asia, liaison between Hong Kong Limited Companies and Italian Head Offices of clients, corporate secretarial compliance, liaison with Italian accounting and legal departments of clients.

Corporate Accounting Services

Comprehensive services to Italian and European start-ups, maintenance and full compliance for Hong Kong Limited Companies, Singapore Limited Company (PTE) and PRC WFOE/FICE, representative offices and joint-ventures including incorporation, domiciliation, maintenance, accounting, balance sheet preparation and liaison with government and local authorities.

Business or sector Tax, Accounting & Corporate Service

18/08/2012–11/01/2013

Trainee

China Italy Chamber of Commerce

368 Huanshi Dong Road, Garden Tower, 510064 Guangzhou (China)

Info & Services, Events Organization & Networking, Assistance to Members, Market Research, Business 2 Business Management and Organization, Public Relations

Business or sector Chamber of Commerce Abroad**EDUCATION AND TRAINING**

21/07/2012–17/08/2012

Certificate

University

Summer School at the Peking University School of Government in Beijing, China in partnership with University of Milan Faculty of Law, University of Turin Faculty of Law, University of Eastern Piedmont Faculty of Economics in Italy, Edge Hill University Faculty of Social Sciences Department of Law in United Kingdom, Lund University Faculty of Political Sciences in Sweden, University of Provence Aix Marseille I - CNRS Centre of Comparative Epistemology and Ergology in France, Charles III in Madrid, Spain and in cooperation with University of Pavia, Faculty of Law, Catholic University of Milan Faculty of Law and University Insubria Faculty of Law
No.5 Yiheyuan Road Haidian District, 100871 Beijing (China)

Attendance to both parallel curricula:

- Curriculum "Summer Institute Climate Change and Environmental Protection" (60 hours): Law, Policy, Economics and technology on climate change and environmental issues from an European and Chinese perspectives; energy policies, environment law, sustainable development and technology innovation

- Curriculum "Intellectual Property Rights and China" (60 hours): Introduction to Chinese intellectual property law and technology transfer; European, American and Chinese approaches to intellectual property rights and competition policy

01/09/2009–14/07/2012

Bachelor Degree

University

Università degli Studi di Milano-Faculty of Political Sciences
Via Conservatorio, 7, 20100 Milano (Italy)
www.unimi.it

International Sciences and European Institutions (Graduated with honours):

- 1) International Economics;
- 2) Micro/Macro Economics;
- 3) International Law;
- 4) European Law & Institutions;
- 5) Geopolitics;
- 6) Political Science, International Relations & Game Theory;
- 7) Chinese Contemporary History and Society;

14/04/2012–20/04/2012

Certificate of Achievement

Model WTO

WTO-OMC University of St.Gallen oikos international
Dufourstrasse 50, 9000 St.Gallen (CH) (Switzerland)

oikos' Model WTO 2012, World Trade Organization simulation on Regional and Sustainable Trade

Head of Delegation Bangladesh
Representative in the Technical Barriers to trade Committee

01/09/2004–09/07/2009

High School Diploma

Secondary High School

Liceo Scientifico-Classico E. Majorana
Via Agnesi, 20832 Desio (Italy)
Scientific-Bilingual High School

PERSONAL SKILLS

Mother tongue(s)

Italian

Foreign language(s)

UNDERSTANDING		SPEAKING		WRITING
Listening	Reading	Spoken interaction	Spoken production	

English	C2	C2	C2	C1	C1
French	C1	C2	C1	C1	C1
Spanish	A2	B1	A2	A2	A1
Mandarin	B1	A2	B1	B2	A1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Communication skills

- Problem Solving abilities gained throughout the experience in P&P Group
- Team Spirit due to my experience to writer and contributor, connecting other writers and gained through the teamwork at the China Italy Chamber of Commerce
- Open Minded, able to adapt quickly to new environments, or multicultural ones through extensive traveling experience in China and seminars held and hosted abroad;
- Communication and writing skills acquired through my work experience for Il Caffè Geopolitico.net and writing production in P&P;
- Good analysis skills gained through the experience of geopolitical editor, University studies and financial consulting activities towards clients from different sectors.

Organisational / managerial skills

- General Management expertise (acquired during my experience as Guangzhou & Shenzhen Branches Manager in P&P with a team of 10 staff under direct management);
- Independent sales manager for revenues over 5 mil RMB;
- Key Account Manager for clients coming from 10+ countries and business sector including Finance, Manufacturing & Trading.
- PR Organizational skills (gained through the networking activities hosted by the China Italy Chamber of Commerce in Guangzhou);
- Adaptability to multicultural contests and fast learning skills (thanks to 6 relocations through 6 years time between Beijing, Guangzhou, Hong Kong & Shanghai);
- Learn by doing mentality (due to several job duties re-assignment coming from high growth trends in China's services industry facing non-stop regulatory updates)

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Independent user	Proficient user	Proficient user

Digital skills - Self-assessment grid

CRM understanding (Microsoft Dynamics 365, VTE 5.0, eventbank,

Microsoft Office package (Word, Excel, PowerPoint, Access)

Website Contents administration (Admintool, due to my experience of redaction editor at ilcaffègeopolitico.net and P&P)

Other skills

- Photographic Memory (ability to remember detailed situations and information)
- Ability to integrate in complex environment (5 different re-locations throughout 5 of the most populated cities in PRC)
- Writing and Analysis Skills (gained through University projects, contribution with ilcaffègeopolitico.net, Wine Magazine and P&P Group newsletter issuance)

Driving licence

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