

# Diego Di Palma

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## Abstract

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I developed my professional skills in the fields of Finance, Business Control and Administration by working with medium companies.

My career had two main experiences: *CFO* in a manufacturing company in the In Vitro Diagnostic field with a relevant international turnover. In this role I managed 10 employees and development projects in Italy and abroad; I also built a Business Control system, managed the Finance department and the fund raising.

Previously I was a *Senior Consultant* in a consulting firm dedicated to Finance and Business Control; in this role I followed more than 100 companies, assisting in the Business Control area, in Finance analysis, public and granted fund raising and special projects.

My experience drives me toward middle size companies, working in competitive field, national or international, giving my support to the development of the Financial department, with a special attention to the strategic projects, people growth and value adding activities.

## Career history

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### Temporary CFO & Business Consultant

September 2017 - today

Responsibilities:

- Financial consultant for SME
- Software development project
- Business process re-engineering

### DIA.PRO Diagnostic BioProbes Srl - Milan area

Biotechnology (IVD)

March 2011 - August 2017

#### *Chief Financial Officer*

Responsibilities:

- Administrative department, Purchase dept., Commercial Back Office management
- Controller & Financial Manager, Fund Raising
- Strategic projects management and International Business development

Achievements:

- Financial management of the company with a high investment rate during the worldwide financial crisis
- Business development in Brasil: creation of a subsidiary company, research of local partners for production and distribution. New commercial relations established in more than 15 visits in the country
- Business development in Hungary: creation and management of a subsidiary company. Role: Managing Director during the first year of activity
- Relationship management with potential national and international investors or purchasers: drafting of Information Memorandum, Business Plan, International Statements, leading negotiations, Data Room management, Due Diligence management
- Relationship with international customers and partners, participation at international trade fairs
- Fund raising for R&D projects; management of public granted projects
- Product costing and introduction of a Cost Accounting system

### MyTI Srl - Brescia

Software

November 2009 - February 2011

#### *Senior Consultant*

- Consultant in the definition of a Financial Analysis Model running on the Business Intelligence Software "Bleen"

**D-namic Consulting S.r.l. – Brescia / Gerenzano (VA)**                      **Consulting**                      **April 2008 – February 2011**  
*Senior Consultant*

- Temporary manager
- Financial and management senior consultant

**ASSET Corporate Finance Srl – Brescia**                      **Consulting**                      **February 1998 – March 2008**  
*Partner, Senior Consultant*

Main business fields: Manufacturing, Textile and Steel

Responsibilities:

- “Management Control” Business Unit manager
- Financial and management senior consultant

Achievements:

- Set up and evaluation of Management Control systems
- Cost Analysis (Activity Based Costing, Full Costing, Marginal Costing, Break Even Analysis ... )
- Budget e Forecast
- Management consulting and Coaching
- Business Process Reengineering
- Financial consulting and fundraising

**IBS Consulting S.r.l. – Brescia**                      **Consulting**                      **November 1996 – January 1998**  
*Junior Consultant*

- Management Control consultant
- Public grant junior consultant

## **Educational details**

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**IPSOA - Milan**                      **November 2005 – March 2006**

Master in Corporate Finance

**University of Brescia**                      **1996**

Degree in Economics and Business

## **Skills & Experience**

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Italian: mother tongue

English: professional

Portuguese: basic

## **Personal information**

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Born in 1970

Nationality: Italian

Married with 2 children

City of residence: Brescia - Italy

March 2018

Diego Di Palma

Autorizzo al trattamento dei dati personali ai sensi della Decreto Legislativo 196/03