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# Alessandro Pisoni

Commercial Director at Miteni S.p.A.

Milan Area, Italy

## Curriculum Vitae

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### General Information

**Born in Milano, Italy, on March 27th, 1963**

**Married, two sons.**

**Living in Milano, via Neera 44, 20141, Italy**

**Mobile Number : + 39 335 77 95 692**

**E-mail address : [alex.pisoni@gmail.com](mailto:alex.pisoni@gmail.com)**

### **Education**

XI Technical Institute for Industrial Chemistry - Milano, Italy

Diploma di Perito Chimico (votazione 55/60) : Chemistry high school Baccalaureate, [Chemistry](#), 1978 – 1982  
Course

### **Course**

CUOA Impresa- Finance for non-specialist

Green Belt Lean Six Sigma

### **Languages**

Italian mother languages

English Full professional proficiency

### **Organizations**

Member of AISPEC (National Association of Fine Chemicals & Specialties Producers) since April 2013

<http://aispec.federchimica.it/Home.aspx>

### **Summary**

Entire career spent in the chemical industry. Following more than twelve years in technical position, mainly in R&D labs, I have now several years' experience in sales and business development. My expertise in sales, business development, distributors management, and long term supply, toll manufacturing and procurement contracts, at international level, as been developed over many years work with international companies, dealing with the mayor players in chemical market, and travelling frequently abroad, in Europe, USA and Asia (India, China, Japan, Taiwan, Korea). Presently, as Commercial Director, I have the responsibility of the company sales, approached with contribution margin perspective, and of the whole commercial activity of my employer, including raw materials procurement. On top of this I am actively participating, as member of the company top management team, to the company's medium and long term planning and strategy definition, and to its implementation.

### **Specialties:**

Team management, sales & marketing, purchasing and raw materials procurement, commercial agreements for sales, toll manufacturing, distribution, service and development of chemical products, and purchasing contracts of raw materials and intermediates.

### **Other information / Interests:**

Duty service in the Army completed in the period June 1983 - May 1984, serving in the Armoured Corps, with the grade of Corporal.

Personal interest : reading books, music listening, rugby, hiking, travelling; running (marathon and ultra marathon)

## Experience

### **Commercial Director**

#### **Miteni S.p.A - Milano, Italy**

(Chemical industry)

October 2008 – Present (9 years)

Miteni S.p.A., formerly a subsidiary company of Mitsubishi Corporation of Tokyo it is, since February 2009 owned by I.C.I.G (International Chemical Investors Group), a privately held investment fund, focused on chemical industry, and based in Germany. Miteni is part of the Weylchem Group, the fine chemicals platform of the ICI Group, that is formed by about 10 companies located in Europe (Germany, France and Italy) and USA. Weylchem Group is specialized in the production of advanced organic intermediates for agrochemicals, pharmaceuticals, polymers and other industries, custom and toll manufacturing, active ingredients for agrochemicals, and chemicals processing and services for the chemical industry.

Weylchem Group is working globally, at worldwide level, accounting among its customers all the big and multinational companies and groups of the Chemical industry, and generating through its business a yearly turnover in the range of 650 Euro Millions, with about 2.600 employees.

Within Weylchem Group Miteni is specialized in fluorine chemistry, producing fluorinated organic intermediates and perfluorinated product, for agrochemicals, pharma and general industry (performance products) markets, and, exporting more than 80 % of its production, is a company operating worldwide.

Formerly in charge as Sales & Marketing Manager for the Performance Products market of Miteni, i.e. chemicals for general industry applications, I took the whole responsibility of the sales, business development and raw materials procurement of the company, as Commercial Director, since January 1st, 2008. As Commercial Director I am responsible of a sales budget of about 30 Euro millions and of a budget of about 13 Euro millions for Raw Materials Procurement. I am managing about eight persons, out of which five of them directly. Reverting to the Company's CEO, I am also, as member of the company's management team, actively involved in the company long term planning and strategy definition, with a 360° approach, and in the planning and strategy implementation. Since 2011, and in the course of the Group activities implementation, beside the charge of Commercial Director in Miteni, I took also the responsibility of the Performance Products B.U. one of the three BUs. on which the marketing and commercial activities of Weylchem Group are organized, reverting, and in this role I revert to the Weylchem Group Business Director.

### **Sales & Marketing Manager**

#### **Miteni S.p.A - Milano, Italy**

(Chemical industry)

October 2000 – December 2007 (7 years)

Miteni S.p.A., a subsidiary company of Mitsubishi Corporation of Tokyo, is a fine chemicals manufacturer, specialized in fluorinated intermediates and perfluoro-chemicals used for agrochemicals, pharma and general industrial markets and applications. The company operates worldwide, and its turnover originates mostly from business with companies in northern Europe, USA, Japan and the Far East. Miteni's customers include the most important players in the chemistry markets. In charge as Sales & Marketing Manager for the Performance Products market, i.e. chemicals for general industry applications, I had a worldwide level responsibility of the sales and marketing of products used as additives for polymers, solvents for electronics, additives and solvents for paint & coatings, solvents for special lubricants, inert perfluorinated fluids, additives for fluids for aircraft industry, perfluorinated waxes, additives for chromium plating and firefoams. Due to my role and Miteni's markets characteristics, I was frequently travelling abroad, mainly in North Europe, USA, Japan, China, Taiwan and Korea, where I was also handling a local distribution net for the products of which I was in charge. I developed also expertise in long term supply and toll manufacturing contracts, mainly with big, multinational chemical companies and groups.

### **Sales Engineer**

#### **De Nora Elettrodi S.p.A. - Milano, Italy**

(Mechanical or Industrial Engineering industry)

1997 – 2000 (3 years)

De Nora Elettrodi, presently part of the De Nora Industries Group, is a worldwide leader in its market sector. Its business is mainly related to the production, sales and recoating of special Titanium electrodes whose main applications are related to the production of ChlorAlkali ("Chlorine Anodes") or Copper foil production, Metal Plating, Metals sheets production by electrowinning, and water treatments ("Oxygen Anodes"). As Sales Engineer I was in charge, together with my senior colleague, of the sales and market development for the "Oxygen Anodes" business. Being the company operating worldwide, I often travelled abroad, mainly within Europe, and some time in central Africa, in the mining area (Zambia and Zimbabwe).

## **R&D Lab Technician**

### **Akzo Nobel Coating S.p.A. - Milano, Italy**

( Chemicals industry)

1989 – 1997 (8 years)

Part of the Akzo Nobel Group, the Coating B.U. is the world market leader in the formulation, production and sale of paints and coatings for industrial markets and applications, among which the most important are automotive, coil coating, wood coating, and plastic coating. At Akzo Nobel, where I was an R&D technician, I learnt and gained experience in products formulation and "problem solving" in industrial coating processes. These were related to different market sectors, including coatings for metallic support (main customer Italian Raliways), coil coatings (Alcan Aluminium and La Magona d'Italia), coatings for plastic supports (Philips, Mivar and others), and coatings for motorbikes (Aprilia and Honda). Technical assistance at the customers production sites was an important part of my job.

## **R&D Lab Technician**

### **Petracem S.p.A.- Milano, Italy**

( Civil Engineering industry)

1987 – 1989 (2 years)

Petracem S.p.A, was a subsidiary of the Quadrio Curzio Group (a family owned company operating in civil engineering and constructions), specialized in the production of chemicals used for ground consolidation before underground tunnelling. Petracem was operating as sub-contractor for the company Metropolitane Milanesi, during the construction of the Milano Underground lines. I worked there as R&D technician, studying and developing chemicals for ground consolidation, and the relevant technologies for their use. During my stay at Petrachem the tunneling and construction of the line 3 of Milano Underground was in progress, and I was part of the technical assistance team at the underground building sites.

## **Quality Control Laboratory Technician**

### **Soilax S.p.A. - Milano, Italy**

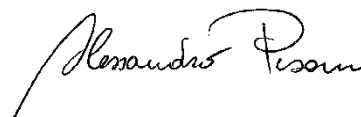
( Chemicals industry)

1984 – 1987 (3 years)

Soilax S.p.A., the Italian branch of the USA multinational company ECOLAB, was producing and selling detergents and surfactants for consumer (housecare) and industrial markets. I started to work at Soilax on June 1984, soon after completing my Chemistry degree (1982) and my duty with the Armed Force (May 1983 - May 1984). My first job was as QC technician.

Autorizzo il trattamento dei miei dati personali secondo le disposizioni ex D.LGS. 196/03. Aut. Min. N. 13/1/0007145/03.04 del 1 Aprile 2008

**Milano, February 2017**



(Alessandro Pisoni)