

CURRICULUM VITÆ

Personal Information

Full Name	MIRCO TOSATTI	Place of Birth and date	Bologna - Italy March 22nd, 1975
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Studies

High School:	Technical Diploma achieved in 1994 from - Istituto Tecnico Statale per Geometri "Antonio Pacinotti" of Bologna with the highest score.
University:	1994 - Degree course in ICT - Math Science Department of Ferrara University. Studies interrupted. 2008 - Degree course in Engeneering management - UNINETTUNO International University. Studies temporarily suspended.
Courses and Certifications	"ICT Management" by Bocconi University - Milan - School of Management

Main courses and meetings

September 2016	Lean system in Sales Management - Gruppo Galgano	<i>Management</i>
October 2015	The "Lean" approach - Gruppo Galgano	<i>Management</i>
June 2015	Chinese Mandarin Level A1 - Scuola Superiore del Commercio	<i>Languages</i>
October 2014	Advanced Marketing - Quadrifor Roma	<i>Marketing</i>
September 2013	Chinese Mandarin Basic Course - Level A1	<i>Languages</i>
May 2013	Successful communication - Quadrifor Roma	<i>Management</i>
September 2008	English Course - Cambridge level Intermediate.	<i>Languages</i>
September 2004	Course " Implementing and Mainteining a Microsoft Windows Server 2003 Enviroment ". Managed by Progel S.r.l. (Gold Microsoft Solution Partner).	<i>IT</i>
October 2002	Course " Management of Company IT Systems ", managed by Bocconi Univerisity- Milan - School of Management.	<i>IT</i>
February 2001	Course Microsoft SQL Server 2000 - Administering and tuning Microsoft SQL Server system, teched by AIVE S.p.A. - Marcon (VE) by Microsoft	<i>IT</i>

Work Experience

- ☒ Since October 1998 to present, **Manager** at **CONCORDE S.p.A** (*official Italian distributor of Alcatel, Asus, Archos, Doro, HTC, Meizu, Microsoft, Sony, LG – mobile phones business*) as **Managing director, Head of Operations & Category Manager**. Through this role I'm responsible of the following departments: Purchasing, Sales, After Sales, IT & Logistic.
- ☒ I am also **direct responsible** for **SALES to the main Italian Mobile Network Operators** like Telecom Italia, Wind, Fastweb, Poste Mobile, etc.

For these functions I report directly to the CEO.

Main responsibilities and projects managed

- ☑ P/L Responsibility for all managed BUs.
- ☑ Business Development (frequently trips versus Asia & Europe to investigate new business opportunities both for new brands and new products categories). He was responsible of the presence in Italy of Chinese brand **MEIZU** (shared by Alibaba Group) and of the first ethical and modular smartphone in the world: **FAIRPHONE**.
- ☑ Driving Sales Force Management (35 agents, 2 KAM, 3 Area Managers, 1 eCommerce Manager)
- ☑ Managing fulfillment services to Telco Operators (Tim, Wind, Fastweb, BT, Poste, etc.)
- ☑ Manage the owned warehouse of 3500 sqm and logistic operations
- ☑ Manage After Sales and Customer care department
- ☑ Implementing new Supply-Chain Process of the Group
- ☑ Maintaining and reengineering all business Company's processes with Lean approach
- ☑ Sales Management Procedures & Tools
- ☑ Knowledge Management and dematerialization
- ☑ Change of Company ERP with Microsoft Dynamics NAV
 - To align the IT sector to the Company upsize:
 - Turnover Y/Y up to 100 Mil Euro, over 20.000 Invoices, 1 Mil of pieces distributed.
 - The project has been published by Microsoft as success case and can be viewed here: [link](#).
- ☑ EDI with Mass Merchadises and Main Customer
- ☑ Management Tool for Warehouse - AUTOMA
- ☑ Business Intelligence

⇒ Since 2007 I was named **Export Sales Manager of CONCORDE, official distributor of Motorola, Sony, HTC, Alcatel and Nokia**.

Responsible for sales outside Italy I brought the turnover Y/Y from 5 Mil euro to **20 Mil euro** in few years with sales in new country and market as China, Middle East and Africa.

⇒ Since 2009 I covered also the role of **Category Manager of Product**.

Now I'm responsible of three key sectors of the company: IT, Logistic and **Purchase**. I manage a group of 15 persons. Working closely with main vendors about products to distribute and with the sales department to drive the sales, I define the right sales policies for any kind of product/brand.

☒ Since September 1997 to October 1998 employee at **SIMON S.r.l.** as CAD designer and **Sales account of high luxury furnitures**.

☒ From February 1996, collaboration with **AGEFORM S.r.l.** (AGEnzia FORMazione lavoro), as **teacher** of IT courses.

Main courses teched:

- ✓ AutoCAD
- ✓ IT fundamentals
- ✓ Word Processor
- ✓ Excel

- ☒ From January 1995 to February 1996, collaboration as **CAD designer and GIS developer** with **AIRIS S.r.l.** – Bologna.
Main software developed:

- ✓ Design and implementation of application **"GIP"** (gestione Informatizzata Piano) built to management the "Piano Regolatore Urbanistico" of Comune di Tornolo (PR). The application stores all information related to urban zones of the territory and automates the urban planning certification.
- ✓ Design and implementation of a **database for noise level measurements of vehicular traffic** on behalf of AIRIS. The DB provides to store the data coming from several sources and to analyze the data that are showed on video or on paper. The application has been published on the magazine INARCOS, official publication of Bologna Engineers and Architects.

- ☒ December 1992 (I was seventeen), collaboration with magazine **PCMagazine - PCFloppy**, edited by Gruppo Editoriale Jackson, related to the developing of application "BUSTE.EXE", written in Microsoft QBasic.

Skills (about me)

I'm working in Consumer Electronics since 18 years (a geological era!!). During this period I acquired a deep knowledge of sales and purchase criterias of Consumer Electronics. It's usual for me to manage statistics and to have an analytical approach to the business.

I managed several groups of people with different skills. So I'm used to working in teams both as leader and teammate.

I'm a smart person, able to pass from IT to sales and from sales to purchase. Due to my experience, I have a managerial view but I'm also extremely operational and practical: to improve process and to change things I have to touch and deeply know the status-quo.

I have an excellent knowledge of project management and I also have a good experience of Business Process Reengineering.

My native language is Italian. I've a good knowledge of English and I'm able to manage dialogues and to keep business presentations in English. I also have a basic knowledge of Chinese (Mandarin) and I would like to improve it.

I often travel abroad (I'm used on it) mainly in Asia and Europe. It is not an issue to travel around Italy and abroad as well.

My several trips to China, brought me to understand and known the world of production and manufacturing. I visited a lot of factories, to identify and evaluate internal processes and the quality stansards.

Finally, I worked in IT sector for long time, so I have a perfect knowledge of major Business softwares like Office family, ERP, CRM, SCM, db Administration, SQL (also programming).

Sitography (click on the link to see the web page)

I enclose here below some links about sites of public access, where is explicitly written about my professional experience in several fields in which I worked.

- ⇒ <http://www.lastampa.it/2017/03/02/tecnologia/news/fairphone-il-telefono-etico-presto-in-italia-con-mediaworld-QrWk3Gy0VdegnZ52KX10M/pagina.html>
- ⇒ <http://www.corriere.it/video-articoli/2017/05/25/fairphone-smartphone-etico-non-vendera-milioni-pezzi-ma-un-idea-buona-buona-idea/2693624e-4170-11e7-a68e-d2b8d4e938cf.shtml>
- ⇒ <http://it.linkedin.com/in/mtosatti>
- ⇒ <http://www.microsoft.com/italy/casi/caso.aspx?uid=144979f9-920f-4f08-9b5a-d7f999b8322b>
- ⇒ https://www.google.it/url?sa=t&rct=j&q=&esrc=s&source=web&cd=13&cad=rja&ved=0CDoQFjACOa&url=http%3A%2F%2Fwww.grupposistema.it%2Fdocs%2Fdefault-source%2Fportfolio_docs%2Fconcorde.pdf%3Fsvfrsn%3D4&ei=KuclUswbKcHHTQaMm4GQCq&usq=AFQjCNE0aSuijG9tR9mFcmowXOKuZK5HcQ&bvm=bv.51495398.d.Yms
- ⇒ http://download.microsoft.com/download/0/C/7/0C78F17F-E1B5-490B-8220-F19334AF9B54/case_nav.pdf

In relation to Italian Law DL 196/2003, I agree to the treatment of the personal information contained in this document.

Bologna September 13th, 2017

Mirco Tosatti
