



Emiliano Di Domenico

Via B. Croce, 20
64018 Tortoreto Lido (TE)
Italy

Mobile: +39 340 0081393
e-mail : emilianodd@gmail.com

Profile

I am a manager who has had a career in the commercial field, specializing in the export segment. I have excellent communication skills and a great ability to speak in public in the four languages indicated below. In the course of my professional experience I have held various roles. Operational, in the first part of my career and, subsequently, of the decision-making/management nature, always in a commercial area. I have traveled throughout Europe and the world and I have always maintained business relationships at various levels (End-Users, Distribution network, Dealers, Retail, Contract etc). I always managed to establish good interpersonal and professional relationships with the sales network and with the management group that I coordinated.

Personal Infos

Marital status: Married

Nazionalità: Italian

Date of birth: July 13th 1964

Place of birth: Schaffausen (Switzerland)

Address: Via B.Croce,20 Tortoreto Lido (TE) - Italy

Work experiences

[1983-1986] **BETA BONTEMPI SpA** **Martinsicuro (TE) - Italy**
Storekeeper

[1987-1992] **PEDICONE SpA** **Tortoreto Lido (TE) - Italy**
Logistics manager. Telephone contacts with retailers on the whole Italian territory coordinating the sales network.

[1993-1997] **LAS MOBILI Srl** **Tortoreto Lido (TE) - Italy**
Logistic manager. Telephone contacts with retailers all over Europe in English/French coordinating sales network. Attending several editions of the International Furniture Fair in Milan, the ORGATEC trade fair in Cologne and many other European events.

[1998-2004] **LAS MOBILI Srl** **Tortoreto Lido (TE) - Italy**
Area Manager Western European countries. Creation and management of a sales network of more than 300 dealers/distributors on all the countries of the Western Europe distribution network. Weekly trips in those countries for PR activities, for training of sales people and support to local representative agencies. Attending various international exhibitions, such as Milan, Cologne, Madrid, Paris, Chicago, Brussels, Barcelona and London. In the above-referred period turnover was quadrupled.

[2005-2007] **FORSIT Srl** **Tortoreto Lido (TE) - Italy**

Commercial Director. Start-up company belonging to LAS MOBILI group. The objective was the creation of a sales network through traditional distribution channels and/or alternative/new channels (e-commerce etc...). Active participation in the design and industrialization of products (Products specification, timing management, definition and creation of the marketing tools). During the above-indicated period, results obtained allowed aggregating the commercial management of the company into the group management, with the consequent result of my repositioning to the following new position hereinafter specified.

[2007-2010] LAS MOBILI Srl Tortoreto Lido (TE) - Italy

Export manager. Management of business relationships with a network of approximately 800 dealers/distributors/retailers in about 76 countries around the world. Coordination of a group of area managers and sales representatives in the opening of new business sales channels as well as in the normal promotional activities of the company and its new products. Frequent trips to many of these countries. Creating new distribution networks in markets where the company was absent and in developing countries.

[2010-2013] ARAN WORLD Srl Casoli di Atri (TE) - Italy

Export manager. Management of business relationships with a network of dealers/distributors/retailers in about 120 countries around the world. Coordination of a group of area managers and sales representatives in the opening of new business sales channels as well as in the normal promotional activities of the company and its new products. Frequent trips to many of these countries. Creating new distribution networks in markets where the company was absent and in developing countries.

[2013-....] DVM CONSULTING Snc Tortoreto (TE) - Italy

Co-Owner. DVM CONSULTING is a dynamic organization composed by a group of managers with twenty-year experience in the furniture business that recently decided to join forces to create a team and offer great advantages to our customers, due to the fact that we have been working for decades in different countries and are not exposed to language barriers.

Our company is actually based in Italy, and we have a branch in Dubai, being a major logistics hub, that seems just right for our company in order to cover the entire Middle Eastern market.

Our goal is to facilitate the relationship between clients and European suppliers, the constant presence in the market means that our partners will gain multiple benefits. We are actually representing major Italian brand as IMAB GROUP SpA, ARANWORLD Srl, IDEAL-LUX Srl, EMU GROUP Srl and others.

School education

Industrial/commercial

Languages

English: Fluent in conversation/written/read
French: Fluent in conversation/written/read
Spanish: Fluent in conversation/written/read
Italian : Native Language

Computer knowledges

Excellent knowledge of Microsoft office Word/PowerPoint/Excel/Outlook etc
Excellent knowledge of internet

Skills

Excellent communication skills, strong propensity to team working and team building. I am available to perform work travel, also with frequency and in any case according to the needs.

Emiliano Di Domenico

I authorize the processing and use of my data for the selection activity and for the interview as required by art. 10 of the law 675/96 and of the Legislative Decree 196/2003 for privacy