

CURRICULUM VITAE

PERSONAL DATA

Marco FELLI
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Cell: (+39) **335-807.81.84**

Born: Milan (Italy), 25.07.1971
Nationality: Italian
Marital Status: married; one child
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PROFESSIONAL EXPERIENCE - OVERVIEW

Export Sales Manager with twenty years' experience in **international B2B sales** of high technical and technological machinery and components. Sales **management skills** developed in the field of **machine tools** (11 years), **textile machines** (6 years) and **motorcycle industry**.

High negotiation and communication skills. Ability to deal worldwide at any organisational level and to open new markets.

Good knowledge of international sales contracts, payment terms and Incoterms conditions.

PROFESSIONAL EXPERIENCE – CAREER

→ June 2007 to date - Export Area Manager

for a leading manufacturing Company in the field of Machine Tools (Labour contract: “8th Quadro” level, “Industria Metalmeccanica”).

Customers:

all the main **OEMs, Tier1 and Tier2** suppliers in the **Automotive Industry** (cars, trucks, tractors, hearth movers, with particular reference to gearbox, engine, transmission, steering groups) and in several **non-Automotive Industries** (between them: electro-mechanical, oil&gas, steel and forging mills). As example, and not limited to: Daimler, VW, Audi, Bosch, ZF-TRW, ThyssenKrupp Presta, GKN, Renault, INA-Schaeffler.

Markets:

Since 2012: **Germany**, where I have successfully re-opened the market in the automotive industry, **Austria, Switzerland**. Since 2007: **Spain, UK**.

During the previous years I have also been in charge of **North America and Far East** (including China, from January 2009 to May 2012), **South America** (2007-2009), **East Europe** (outside EC) and **Iran** (up to 2011).

Tasks:

Develop and Manage, reporting to the Sales Director, the assigned markets (Customers, Sales Networks and Exhibitions). Direct technical and commercial negotiations with main Customers.

Global key account for main German Customers. Co-ordination of the sales office in Switzerland.

→ June 2001 - May 2007 - Export Area Manager,

for an Italian leading manufacturing Company in the field of Textile Machinery, reporting to the managing director (Labour Contract: “7th” level, “Industria Metalmeccanica”).

Customers:

ranging from the small independent manufacturers, to the large, vertically integrated companies in textile industry.

Markets:

UK, Germany, Central and **South America** (since January 2005), **Egypt, Middle East** and **Iran**; for three years (January 2002 to December 2004) **Far East**.

→ September 1998 - May 2001 - Salesman,

for an Italian Company, in the field of industrial components and parts for the motorcycle and scooter industry (Labour Contract: “A” category, “Gomma Plastica”)

Customers and Markets under my responsibility:

some of the **Italian** and all the **Spanish OEMs of motorcycle and scooters**, including the European branch of a main Japanese manufacturer; **Spanish, French and Greek dealers** for the **After Market** sector.

EDUCATION

- **High School Diploma** (final mark: **48/60**), in 1990, from **Liceo Scientifico** "E. Fermi" of Arona (No).
- **Degree in Business** (mark: **103/110**), in 1997, from "Università Cattolica" of Milan.

Degree **thesis** on **Lean Production**: "Analysis of the Production Systems in the Italian Motorcycle Industry: the Honda Case".

LANGUAGES & IT

- Mother tongue **Italian**. **Fluent English** (written and spoken). **Fluent** spoken **Spanish** (written skills also good, with some limitation). **Written and spoken German**, currently used on a daily basis.
- **Good knowledge** of the main MS Office applications, E-mail and Internet.