

ALESSANDRO CORINALDI

E-mail: alessandro.corinaldi@visagicoraggiosi.com

Mobile : +39 3482306172

PERSONAL DATA

- Name: Alessandro Corinaldi
- Place and date of birth: Stresa, Novara, Italy, August 17th 1965
- Gender: Male
- Marital Status: Married
- Nationality: Italian
- Address: Via Orti 2, Milano 20122, Italy

PROFESSIONAL PROFILE - SUMMARY

General Manager with two decades of experience in defining strategic vision and implementing business plans.

I started off in the agricultural-food Industry, later moving into the Insurance and Finance industries followed by the Industrial sector (in specific competitive markets such as Automotive and Fashion & Design).

My professional experience has developed within different positions ranging from Purchasing Executive, Sales Executive until achieving a role in General Management.

Thanks to direct contact with shareholders and top management, I have gained extensive knowledge of the operations and regulations of various business processes.

I am familiar with international business practices having established companies in Slovakia, China and also in special operations.

My professional career is enforced by business ventures. Also by taking part in employer associations which further enhanced my natural entrepreneurial skills as well as influential and communication skills.

WORK EXPERIENCE

2017 - Today

Visagi Coraggiosi sas - Viterbo – Owner

Farm specialized in producing italian extra virgin organic olive oil

Main responsibilities :

- Turning a small realty used to produce for private consumption into a profitable business.
- Supervising all company activities with particular commitment to business development.

Main achievements :

- Doubled Turnover.

1995- 2016:

BOMISA Group - Milano

Group leader for 3 companies in manufacturing decorative metal products for 3 different markets (Automotive, Fashion & Design, Military)

Turnover: 19.3 Million Euros; Employees: 178 ;Plant: 3.

2002- 2016:

Group CEO

Reporting to the Board of directors, direct coordination of 5 Department Directors.

Main responsibilities:

- Strategic Planning, defining company policies, organisation flow chart and job descriptions. Ensure appropriate disclosure to all employees.
- Supervising all company activities.
- Mapping and defining company processes, identifying targets, key performance indicators and systemic improvement plans.
- Defining, analyzing and approval of all company budgets: Sales, Investments, purchasing, HR and Training.

Main achievements:

- Establishment of Bomisa Co Ltd (China), setting up the plant and starting-up the business.
- Establishment of Bomisa sro (Slovakia), setting up of the plant and starting-up of the business.
- Contract Agreement with FCA (Fiat Chrysler Automobile)
- Debt renegotiation
- Redundancy program and restructuring of Bomisa Italy.

1997 – 2002:

Sales Executive

Main responsibilities:

- Management and monitoring of employees' work, sales network and performance indicators.
- Market Analysis of the competition, sale prices and potential development areas.
- Sales Budget Elaboration
- Coordinate feasibility analysis for new products.

Main achievements:

- Doubled Turnover from 9 to 18 Million Euros in 5 years.
- Gained new customers such as Prada, Gucci, Hermes, Zegna, LVMH.
- Raised 20% of the average price for brands from VW group.
- Contribution margin analysis procedure review.

1995 – 1997:

Purchasing Manager

Main responsibilities:

- Coordinate supplier and contractor qualification
- Check delivery performance and competitiveness of suppliers and outsiders.
- Develop the Purchasing Budget approved by Plant Management Department.
- Coordinate and control inventory approved by Management Department.

Main achievements:

- Reviewed supply process and its performance indicators.
- Defined the supplier contract framework
- Reduced Purchase costs by 12% in 2 years.
- Introduced a new operating system in the company (IBM AS 400).

1992 -1994:

FINITALIA SPA, Milano

A Fondiaria Group company, active in consumer credit of which it is a division that distributes financial products through the Group's insurance agencies.
Turnover: 65 million Euros, Employees: 52.

Commercial Manager

Main responsibilities:

- Launch new products, activate and manage the sales network.
- Implement market development activities.
- Support general management with market analysis and competitors.
- Develop Sales Budgets.

Main achievements:

- Persuaded insurance agents to sell financial products.
- Tripled turnover of the line of expertise.
- Design and implementation of customer scoring system.

1991 -1992:

FONDIARIA SPA, Firenze.

Italy's leading insurance group.

Planning and Control Officer

Main responsibilities:

- Verify performance results in comparison to goals.
- Analysis of deviations and consequent support in the design and implementation of containment actions, corrective actions and improvement plans.

1990 -1991:

ASFAHASNI FINE FOODS S.R.L Milano

Luxury food products distribution company.
Turnover: 0.6 million Euros, Employees: 4.

Board Member

Management of the initial start-up phase, company formation, office and warehouse search, employee recruitment and customer search.

MAIN ENTREPRENEURIAL PROJECTS FOLLOWED:

Assolombarda (General Confederation of Italian Industry (Confindustria, Milan): Member of the Board, Advisor for Metalworkers Group.

Telsystem SpA, (Telephone System Network, Milano) : Administration Advisor.

Ca' Bertacchina Srl (Agricultural, Verona) : Administration Advisor, Owner.

Visagi Coraggiosi SAS (Production and sale of Extra Virgin Olive Oil, Viterbo), Owner.

Solutions Immobiliaries SRO (Real Estate, Bratislava), Owner.

EDUCATION

University degree in Economics and Business obtained at Università Cattolica del Sacro Cuore of Milan, major in Business Management.

High School Diploma, "Maturità Scientifica" obtained at Liceo Leonardo Da Vinci in Milan.

LANGUAGES

English: Advanced Level; Excellent in both spoken and written skills.

French: Working language level.

German: Basic level.

HOBBIES

Travel, Art, Golf.

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*References available upon request