

EUROPEAN CURRICULUM VITAE



PERSONAL INFORMATION

Name **MAFFEZZOLI Andrea**
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Nationality Italian
Date of birth 28 July 1968

WORK EXPERIENCE

03/2017 – Ongoing

Wolf Italia Srl – Centrotec group

Commerce of renewable energies integrated systems for climatic comfort of domestic and industrial appliances

Business unit manager - Air Handling

Development of the mid-term the business strategy AHU and reporting to international management. Support, coordination and motivation of sales force on the air handling business, including field activities visiting customers (designers, key account customers, installation companies). Business follow-up from project definition/tender to order definition, including competitors' analysis. Direct responsibility on annual and pluriennial targets, including the definition of the annual target to sales force.

05/2014 – 12/2017

Wolf Italia Srl – Centrotec Group

Commerce of renewable energies integrated systems for climatic comfort of domestic and industrial appliances

Technical director/Product manager

Cooperation with both BU managers to develop the mid-term business strategy for both business units heating and AHU, including price analysis and positioning, product management to adapt and introduce the product range on the Italian market, reporting to the management board. Technical and commercial support to sales force. Coordination of pre-sales and after sales department.

05/2014 – 12/2016

Wolf Italia Srl – Centrotec Group

Commerce of renewable energies integrated systems for climatic comfort of domestic and industrial appliances

Area manager NW Italy

Coordination and support to a network of sales agencies (technical and commercial) in order to achieve the annual goals and implement the business strategy; on field project management to meet the customers' requirements matching them to technical/economic feasibility; organization of technical/commercial seminars to support new customers.

07/2012 – 04/2014

Wolf Italia Srl – Centrotec Group

Commerce of renewable energies integrated systems for climatic comfort of domestic and industrial appliances

Project-based coordinated collaboration contract

Cooperation to develop the business strategy heating, including price analysis and positioning, product management. Technical and commercial support to sales force.

10/2009 – 06/2012

Geosolvis Srl (own company)

Commerce of renewable energies integrated systems for climatic comfort of domestic and industrial appliances

Technical director Italy

Development and coordination of the pre and post sales activities offering a technical and commercial support of sales force through engineering instruments (object analysis, feasibility study, integrated offer development, CAD schemes, simulations, mortgage studies, etc.). Straight support to the customers (planner, installers) through conferences, meetings and training sessions

01/2008 – 09/2009

Buderus Spa – Bosch Group

Commerce of renewable energies integrated systems for climatic comfort of domestic and industrial appliances

Pre sales director Italy

Development and coordination of a pre sales office of 5 internal, straight reporting + 3 external, functional reporting colleagues, offering a technical and commercial support of sales force through engineering instruments (object analysis, feasibility study, integrated offer development, CAD schemes, simulations, mortgage studies, etc.). Straight support to the customers (planner, installers) through conferences, meetings and training sessions

01/2004 – 12/2007

Buderus Italia Srl – Bosch Group

Commerce of renewable energies integrated systems for climatic comfort of domestic and industrial appliances

Product manager Wall Hung Appliances

Product management through market analysis and cooperation with the central Product management guiding development of market specific solutions. Development of not available solutions through planning and engineering in cooperation with external suppliers.

10/1999 – 12/2003

Buderus Italia Srl

Commerce of renewable energies integrated systems for climatic comfort of domestic and industrial appliances

After sales manager

Service partners technical support, problem solving, on site support, after sales training in cooperation with the central After Sales Department, pre sales technical support and training.

01/1997 – 09/1999

Buderus Italia Srl

Commerce of renewable energies integrated systems for climatic comfort of domestic and industrial appliances

Area manager NW Italy

Sales force and customers pre and after sales technical support. From 03 to 09/1997: training program by Buderus Heiztechnik GmbH (D) by Esslingen, Lollar and Hannover branches.

01/1996 – 12/1996

Esercito Italiano

Italian army

Private

Detached at Income department of Asti Municipality

01/1995 – 12/1995

CERN – Genève, Switzerland

European Nuclear Research Center

Temporary Associate

Cooperation with LHC structural engineering department in LHC structural FEM analysis

EDUCATION AND TRAINING**10/1995**

Polytechnic University of Torino, Italy

Qualification as professional engineer and joined National Engineers' Association of Asti, pos. nr. A 456

10/1987 – 10/1994

Polytechnic University of Torino Italy

Degree course in Nuclear Engineering, Structural-Thermo hydraulic address

Degree in Nuclear Engineering, title of graduation thesis: "Feasibility study of a superconducting magnetic energy storage (SMES) applied to ITER", developed in cooperation with Ansaldo Ricerche – Genova, Italy and CERN – Genève, Switzerland

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**PERSONAL SKILLS
AND COMPETENCES**

MOTHER TONGUE

ITALIAN

OTHER LANGUAGES

- Reading skills
- Writing skills
- Verbal skills

ENGLISH
Excellent
Excellent
Excellent

- Reading skills
- Writing skills
- Verbal skills

GERMAN
Excellent
Excellent
Excellent

SOCIAL SKILLS
AND COMPETENCES

Team working with prepositive behavior, high sensibility to other's opinions/suggestions, patience coming from the frequent relations with customers and colleagues

ORGANIZATIONAL SKILLS
AND COMPETENCES

Competence to coordinate a group from inside, autonomy taking decisions and responsibilities, curiosity and open mind on new work experiences.

TECHNICAL SKILLS
AND COMPETENCES

Very high confidence and competence on heating and air handling appliances due to the long and various live experience on them. High confidence with various software packages (MS Office, Autocad, TSol, etc...). Very high confidence in renewable energy systems.

OTHER SKILLS
AND COMPETENCES

Ski

DRIVING LICENCE(S)

B driving license

Hereby I authorize the use of the personal data contained in this document in compliance with the Italian Legislative Decree no. 196 dated 30/06/2003 and EU Regulation 2016/679