

## ROMUALDO SABATELLI

Address : Via Bronzino 6 – 20139 Milan (Italy)  
Mobile phone : +39 3351824348  
E-mail : [romsab@tin.it](mailto:romsab@tin.it)

### Professional Summary:

Senior Risk Portfolio Manager with an international background and more than ten-years experience in the commercial development of Business clients with high creditworthiness. The product offered (high amount middle/long term financing and extraordinary finance operations) required to develop a systematic market approach, as well as adaptability to a variety of scenarios. The experience in credit analysis and the fluent knowledge of foreign languages have allowed to operate according to professionalism and competence.

---

### Career History :

#### **January 2017 – to day**

**Banca IFIS Spa**, main Italian operator in managing NPL

*Location: **Milan***

*Role: **Associate Portfolio Manager – Workout & recovery***

*Responsibilities and Main Activities:*

Following incorporation of Ge Capital Interbanca in Banca IFIS Spa my activities are still in line with those described in the next paragraph for the preceding period. The most relevant aspect to underline is that the office in which now I work is now specialized in managing mainly, if not exclusively, accounts within the workout & recovery department.

#### **June 2010 – December 2016**

**Ge Capital Interbanca Spa**, investment bank

*Location: **Milan***

*Role: **Senior Risk Portfolio Manager***

*Responsibilities:*

Reporting to the Loan & Workout Leader, management of a portfolio of important large corporate clients (listed companies, multinationals, relevant industrial corporations) in order to monitor the related loans (often of relevant amount and as syndicated loans), to meet client needs – included development of new business opportunities - and, if necessary, restructure the indebtedness or take due actions directed to anticipate the corporate crisis

*Main Activities (carried out mainly in spoken and written English):*

evaluating financing or bank intervention requests through financial statement analysis,  
contacting and meeting the client in order to match the request (amount, guarantee, duration, rate, conditions) with the bank's credit policy.

reviewing the loan/facility agreement provisions drafted by the main office before the final signature (before a notary in the case of a public act such as mortgage loans).

#### **September 1998 – May 2010**

**Interbanca Spa**, investment and middle/long term financing bank

*Location: **Bari***

*Role: **Corporate Relationship Manager***

*Responsibilities:*

Reporting to the Area Manager, directly involved in the commercial development of the bank's main business lines within the primary companies located in the assigned territory (Puglia and Basilicata regions), concerning chiefly middle/long term financing and, for a minor part, extraordinary finance operations.

*Main Activities:*

managing Branch Office portfolio (suggesting new operations, anticipating any issues, and carrying out, guarantee restriction and rate renegotiation activities), acquiring new clients through a coordinated commercial activity (telephone contact, visits), managing relationships with business consultants/institutions

*Major Achievements:*

- 1998 – 2009: contributed to the branch office's client portfolio increase, from approx. 20 million Euros in 1998 (employment year) reaching approx. 120 million Euros in 2008-9.
- 2007: detached in Taranto as relationship manager responsible for Taranto, Lecce, Brindisi, Matera: received performance award for being one of the Top 5 (out of 100) best relationship managers in Italy for the results achieved.

**February 2000 – February 2002****Interbanca Spa**, investment and middle/long term financing bank*Location: Milan and Naples**Role: **Credit Analyst****Responsibilities:*

Presenting to the approving organs high amount financing deliberations and participation, together with the sales force and the clients, to the definition of financial operations to be deliberated according to the bank's credit policy.

*Main Activities:*

financial statement reclassification, index analysis, fluxes analysis, forecast analysis  
relationship with sales agents and clients for further data gathering  
industry analysis, CR analysis, settlement with short and middle/long term indebtedness  
drafting of the deliberation documents to be presented to the approving body (up to Board level)

**April 1986 – August 1998****Tecnopolis Scrl**, research center*Location: Valenzano (Bari)**Role: **Administration and finance manager Assistant****Responsibilities:*

Operated in the company's administration, finance, and accountancy department with direct report to the finance and administration manager. In charge of managing relationships with credit institutions, balance sheet draw up and certification, managing relationships with customers and suppliers.

*Main Activities:*

Financial management in terms of treasury, bank relationships, customers proceeds, suppliers payments, empire credit collection, relationships with advisors. Management and coordination of an internal team.

**March 1983 – March 1986****Financial Times**, economic-financial newspaper*Location: London**Role: **Business developer****Responsibilities:*

Offer and sale of the newspaper's financial information through the new budding IT communication means.

*Main Activities:*

Contacting and visiting several institutions (banks and financial institutions) in continental Europe (specifically France, Benelux, and Italy) interested in subscribing to receive information produced by the Financial Times. It is to be noted that in that same period Reuters had developed its famous monitor. This system, however, was very specific/expensive, and Internet had not yet been created. This created a possible audience of investors interested in receiving less specific updated financial information at accessible price.

**September 1982 – February 1983****European Union Commission***Location: Brussels – Luxembourg**Role: **Intern****Main Activities:*

Six-month internship in Brussels and Luxembourg, following the development and the spread of some community information in Europe through the new budding IT communication means.

---

**Languages:** English and French, studied in school, during university, and in several international courses. Knowledge improved through various international work experiences.

---

**IT Skills:** daily user of Office tools

---

**Education:**

- Classic High School Diploma, 1975
  - Degree in Political Sciences, Bari University, 1979 (107/110)
  - Member of the Certified Public Accountant, 1980
  - Member of the Certified Auditors, 1999
- 

**Personal Information:**

Date and place of birth: Bari, February 2<sup>nd</sup>, 1956

Civil status: married with two daughters

I authorize the treatment of personal data according to the applicable Italian Privacy law (Decree 196/2003)