

MARCO TESTOLIN

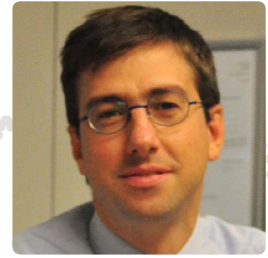
Sales executive & passionate engineer

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Milan area, Italy - born on 25.10.1972



EXPERIENCE

Currier & Postal Sales Manager

LEONARDO

05/2017 - Ongoing Milan - Italy

Manufacturer of automated logistics streams for postal and courier companies, distribution centers and baggage handling systems.

- First contract with Amazon for the new sorting center in Hannover

Head of Sales

SENVION

01/2007 - 05/2017 Milan - Italy

Leading manufacturer of onshore and offshore wind turbines

- Responsible for South East Europe markets
- Signed largest deal in Italy in 2016 (Tursi Wind farm, 50+ M€)
- Achieved market entry in Turkey (Karabel wind farm 3 M€), Serbia (Alibunar wind farm 50+ M€), Romania (Bestepe wind farm 6+ M€), and Croatia (Greda wind farm, 9 M€)

Sales Manager

SENVION

12/2005 - 12/2007 Milan - Italy

Leading manufacturer of onshore and offshore wind turbines

- Built up the local office, from 2 to 70 employees
- Introduced in Italy Senvion brand, image and products

Project Manager

SANDVIK SORTING SYSTEMS (now FIVES)

10/2000 - 11/2005 Lonate Pozzolo - Italy

Manufacturer of automated logistics

Leaded projects across Europe such as SEA Milan airports (Italy), La Poste (France), Elta Athens (Greece)

Sales Engineer

DEMATIC

09/1998 - 09/2000 Agrate Brianza - Italy

Global leader providing a comprehensive range of intralogistics and materials handling solutions

WORDS I LIVE BY

Success is no accident. It is hard work, perseverance, learning, studying, sacrifice and most of all, love of what you are doing.

Pelé

71% of customers buy because they like you, trust and respect you

Joe Verde

There is only one boss. The customer. And he can fire everybody in the company from the chairman on down, simply by spending his money somewhere else

Sam Walton

MOST PROUD OF

✓ Amazon world entry

First contract....so far

📈 Senvion growth

Leaded sales for more of 830 MW commissioned in Italy up to now

🏆 Largest wind turbines

Sold in Italy the most powerful (2011) and largest (2015) wind turbines

🏠 My wonderful family

Time has a wonderful way of showing what really matters

EXPERIENCE

Jr. Sales Engineer

TECNOLOGISTICA (now TNT)

📅 05/1998 - 08/1998 📍 Milano - Italy

Global leader in transportation and logistics industry

STRENGTHS

😊 Hands-on approach

🔧 Hard working

🕒 Patience

🔑 Trustworthiness

☁ Flexibility

👤 Professional

LANGUAGES

Italian Native English Proficient

WHERE I'M INVOLVED



EDUCATION

Production and Management Engineering

Politecnico di Milano

📅 02/1998

- "Ingegneria Gestionale"
- Graduating marks: 91 out of 100
- Title of degree thesis: "The new IVECO spare parts distribution centre"

Secondary school diploma

Liceo Scientifico Casiraghi

📅 07/1991

SKILLS

Closing deals

Negotiate/resolve differences

Technical understanding

Leading by example

Building Relationships

COURSES

"Negotiation and Sales"

"Project Management"

"Contracts: from conception to claim"

"Proposal Manager"

"Il mestiere di capo"