

Antonio Ieraci

General Manager



PERSONAL DETAILS

Antonio Ieraci
Via Corelli, 69
20134 - Milano

M: +39 3351590758
E: a.ieraci@gmail.com

DOB: 22/05/1979
Driving license: Yes
Nationality: Italian

AREAS OF EXPERTISE

- P&L Management
- Budgeting & Forecasting
- Opportunity and risk analysis
- Business improvement
- Employee relations
- Market analysis
- Supply Chain Management
- Customer facing
- Financial awareness
- Project management

PROFESSIONAL

Executive-MBA
Italian and English speaker

PERSONAL SKILLS

- Leadership
- Professional
- Visionary
- Passion
- Critical thinking
- Assertive
- Listening
- Results focused

LEISURE

- Reading
- Playing Soccer
- Watching movie

PERSONAL SUMMARY

Oriented towards business management and innovation, I am a decision-maker with leadership skills. A global prospective, analytical approach, understanding, confidence and communication skills are drivers of my behaviour. Results orientated, I am a general manager with experience of leading high performance teams with a focus of successfully increasing efficiency and productivity whilst reducing costs and inefficiencies. I can ensure a high threshold at all times, nurture and grow a business, evaluate opportunities, risks and deliver innovative new solutions to challenges. I own excellent client facing and configuration skills and I am highly successful in helping define company direction, achieving goals and optimising businesses my regular target.

WORK EXPERIENCE

ENEXIO Italy S.r.l. (Controlled of ENEXIO Holding GMBH – Former GEA Heat Exchangers)
GENERAL MANAGER July 2016 - Present

Company focused on Services and supply of industrial components for Cooling Towers, Air Cooler condensers and Water Treatment Plants.

Reference Market: Power, Oil and Gas, and Water treatment.

Duties:

Providing leadership and management to the business. **Directing various business departments** to ensure the smooth running of the company.

Formulation and **execution of strategic, financial and marketing plans** to achieve company goals. Introduction of innovative solutions and strategies to improve efficiencies.

Manage overhaul our **supply chain** procedures and strategy with a focus on cost-to-serve concept in order to identify unprofitable customers and products.

Changing and implementing strategies for revenue and profit growth and executing short and long-term marketing strategies. Developing high-level key client relationships to grow customer base.

Prepare and monitor **budgets and forecasts** and assume **profit and loss responsibility** for the company, plan and implement processes to improve efficiency and cost-effectiveness; develop and analyse financial reports to determine progress in achieving business objectives.

Recruiting, training and **empowerment of employees** in order to help them to achieve their key performance indicators.

Oversee processes for **strategic planning for manufacturing** operations and for processes for quality management.

Plan and executed **continuous improvement** strategies.

Spoke person in exhibitions conferences and interviews in press and tv.

GEA Heat Exchangers S.r.l. (GEA HX Holding GmbH)

BUSINESS UNIT DIRECTOR January 2015 - June 2016

Company focused on Services and supply of industrial components for Cooling Towers, Air Cooler condensers and Water Treatment Plants.

Reference Market: Power, Oil and Gas, and Water treatment.

Duties:

Develop and implement strategies to attract and retain new customers.

Look after manufacturing operations and prepare related production reports.

Develop departmental and project budgets.
Manage expenses and prepare project reports.
Manage the business with care, by knowing and caring about all the people and activities within his/her Business Unit, and pro-actively fixing issues before they become problems. Successfully sell and delivery all of the company's products and services
Deliver predictable revenue growth by providing accurate forecasts in a timely manner, and hitting agreed revenue and margin targets for the Business Unit.
Drive culture through events, kick-offs, company meetings, shadowing other meetings in the Business Units, walking the floor leadership of their teams.
Training and leading a team, providing discipline and performance feedback. Scheduling workload to meet priorities and targets.
Possessing personality, energy & charisma to inspire, lead and develop staff. Analysing complex data and documentation.
Involved in the recruitment and mentoring of new staff. Responsible for achieving all performance related targets.
Ensuring that best practice is followed in safety, legality and quality of service.
Developing and supporting a cross functional culture of continuous improvement. Assisting company accountants in the formulation of forecasts and budgets. Maintaining excellent relationships with clients and suppliers.

GEA Heat Exchangers S.r.l. (GEA HX Holding GmbH)

SALES MANAGER

June 2013 – December 2014

Company focused on Services and supply of industrial components for Cooling Towers, Air Cooler condensers and Water Treatment Plants.

Reference Market: Power, Oil and Gas, and Water treatment.

Duties:

Expand territories through personalized business relationships, customized mentoring, and streamlined operations.
Designed and executed plans for generate high ROI.
Report directly to the BU Director regarding annual sales growth. Organized and managed the sales team to achieve the required sales targets.
Calculated sales forecasts for newly launched products Defined the financial budget and targets for new sales projects.
Build and maintain a loyal client base through strong relationship-building skills, and develop devising strategies for increased sales.
Manage the sales cycle from inception to execution
Manage high-profile corporate accounts
Full ownership of P&L to achieve revenue growth and gross profit stream
Coordinate and leads service review meetings to ensure customer satisfaction
Responsible for negotiating contracts from year to year

SEA MARELLI

ENTREPRENEUR (private business) January 2006 – May 2013

Company focused on Services and Supply of industrial components such as Electric motors, pumps, fans and components for air conditioning and refrigeration. Reference Market: water treatment, power, food, steel .

Duties:

Global business sales management.
Maintain relationship with banks and suppliers.
Organize new Supply chain. Start up of purchase dpt in China.
Definition and execution of strategic, financial and marketing plans to achieve company objectives.
Development of relationships with high-level key customers to increase the customer base.
Recruitment, training and employee empowerment
Supervise the processes for strategic quality management.
Support MD to drive and support organization
Support MD in risk analysis

MA.VI.TRANS
CONSULTANT

January 2015 – December 2017

Company focused on distribution, logistics, and deposit / order preparation for goods in A.D.R. and chemical products.

Duties:

Strategic analysis of the business

Financial analysis and cost analysis

Support in the management of operations

Pricing activity divided by type of business

ENTREPRENEURIAL ASSOCIATIONS

Member of: Assolombarda, Unione Industriali di Varese

Member of the board of the ANIMP “Maintenance section”.

Member of the board of the ANIMP “Construction section”.

ACADEMIC QUALIFICATIONS

From 2015 to 2017

MIP Politecnico di Milano School of Management

Executive Master of Business Administration (EMBA)

From 2001 to 2005

Università degli Studi di Milano – Facoltà di Scienze Matematiche Fisiche e Naturali

Graduated in Digital Communication (L-31 COMPUTER SCIENCE) at Università degli Studi di Milano

In compliance with the Italian legislative Decree no. 196 dated 30/06/2003, I hereby authorize you to use and process my personal details contained in this document.