

PROFESSIONAL PROFILE

I am the Managing Director for Italy and China of a mid-sized industrial machinery manufacturing company belonging to a global Group. My drive for new products development and continuous improvement in operations is teamed with financial savvy and a strategic approach to international business development. My general management career started with a buyout and turnaround of a manufacturing business I later sold to my current employer, and includes other successful M&A exercises. I believe extraordinary results can happen in a work environment based on trust and achievement, where people feel engaged and work seamlessly and efficiently towards common goals. This is what I strive to create, every day.

EDUCATION

- 2018 SDA BOCCONI – School of Management, Milan, Italy
Executive Program in Operations & Manufacturing Management
- 1996 UNIVERSITA' COMMERCIALE L. BOCCONI, Milan, Italy
MSc in Business Administration – Industrial Development, Magna cum Laude

PROFESSIONAL EXPERIENCE

- Jan 2018 - present **TVH GROUP, Waregem, Belgium**
World leader in independent lift truck spare parts and material handling supply
Managing Director of 2 lift truck attachment production units
Based in:
CAM SRL, Marano Ticino, Italy. Turnover 8,5 MIO Euro, 50 employees
XIAMEN HEZE EQUIPMENTS LTD, Xiamen, China. Turnover 7 MM Euro, 50 employees
- Increased turnover 10% YoY for both the factories with positive net profit
 - Launched 2 new products
 - Member of the TVH Heze acquisition team
 - Driving a 3-year growth industrial plan for the two factories aimed to expansion, efficiency gains, Industry 4.0 concepts, supply chain optimization and product portfolio integration. Driving the review of the industrial accounting system to improve supply chain and «make or buy» decisions
- 2014 - present **TVH ITALIA, Marano Ticino, Italy**
Italian commercial branch of TVH group, distributes lift truck spare parts, 42 MM Eur turnover, positive net profit and cash flow
Managing Director
- Increased sales from 24 MIO to 42 MM in 4 years (+75%)
 - Defines and implements the mid and long term Business Development plan for the Italian market
 - Full responsibility for the company P&L, financial results and investments
 - Coordinates all functions' activities
 - Ensures long term partnerships with key clients and a strong constant presence on the Italian market
- 2010-2017 **TVH Group - CAM SRL, Marano Ticino, Italy**
Managing Director CAM srl reporting to TVH CEO
Global Business Development Director TVH lift truck attachments BU
- Sold Cam System srl to TVH Group and led its integration into the Group.
 - Increased sales from 4 MIO to 7,8 MM Euro in 8 years (+100%), with steady positive net profit and cash flow
 - Led the plant's growth from 25 to 42 employees and implemented Lean Production system and 3834 ISO Certification.
 - Coordinated the global business development strategy and efforts for TVH lift truck attachments Business Unit: marketing plan and product positioning, training of subsidiaries' GMs and salesforce, direct management of EMEA salesforce. Increased overall market share from 5% to 10%
- 2001-2009 **CAM SYSTEM SRL, Marano Ticino, Italy**
Key player in lift truck attachments manufacturing
Founder and CEO
- Acquired the Business Unit from Officina Meccanica Sestese with a management buyout
 - Increased total sales from 2 MM to 4 MM Euro in 3 years maintaining positive net profit
 - Launched and developed on the European market the brand 'Cam System', reaching 5% overall market share in 6 countries – Italy, UK, France, Germany, Russia, Spain and Portugal
 - Relocated the factory, led its growth from 15 to 25 employees and implemented the ISO 2001 Quality system
 - Restructured the product portfolio and built a network of 7 dealers in the main European Countries
- 2000 **MICROSOFT ITALIA, Milan, Italy**
Senior Product Manager, Games & PC hardware
- 1998-1999 **DEAGOSTINI GROUP, Milan, Italy**
Junior Product Manager, Children newsstand publications
- 1997 **BANCA UNICREDITO, Monza, Italy**
Junior Retail Consultant



PERSONAL DATA

Place of Birth: Milan, Italy
Date of Birth: 01-11-1972
Nationality: Italian

CONTACT DETAILS

Via Gaggiolo 1 D, Oleggio (NO), 28047, Italy
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Personal E-mail: delucagianluigi@gmail.com

LANGUAGE SKILLS

Italian: native
English: fluent
Spanish: intermediate
Portuguese: intermediate