

GABRIELE VERCESI

PERSONAL DETAILS

Date of birth: 03 February 1986 **Email:** gabriele.vercesi@gmail.com
Nationality: Italian **Mobile:** +39 333 5221107
Gender: Male **Address:** Via Bruno Buozzi, 8
Driving licence: Category A and B (Italian) 20841, Carate Brianza (MB) Italy

WORK EXPERIENCE

Area Sales Manager (Permanent) | Jun 2015 – Present

Beckhoff Automation Srl - www.beckhoff.it - Via Manara, 2 - 20182 Limbiate (MB) - Italy

- Sales management of Pavia, Lodi, Cremona, Piacenza and Mantova areas;
- Maintain and develop customer's portfolio;
- Annual sales results reporting;
- Assist customers finding the best solution and guide them through the process of implementing this solution with the highest level of efficiency.

Technology portfolio: Industrial Automation, Control System, PLC, IndustrialPC, Embedded PC, Control Panel, Motion Control, Remote I/O IP20&IP67, Industry 4.0 & IoT

Sales skill: Direct sales, Customer management, negotiation and marketing.

OEM customer industry segments: Packaging, food & beverage, automotive, plastic, paper, logistic, machine tool, robotics and building automation.

Sales Engineer (Permanent), Vision & Measurement Division | Jan 2014 – May 2015

Keyence Italia Spa - www.keyence.it - Via G. Spadolini, 5 - 20141 Milano - Italy

Responsibilities for Vision & Measurement Division:

- Maintain and develop customer's portfolio;
- Monthly sales results reporting;
- Scouting and cold call.

Technology portfolio: Machine Vision Systems, Laser Measurements and industrial sensors.

Sales skill: Cold call, Customer management and negotiation.

EU/OEM customer industry segments: semiconductor and electronics, automotive, food & beverage, plastic, paper, pharmaceutical, packaging.

Sales Application Engineer (Permanent) | Jan 2013 – Dec 2013

Softing Italia Srl - www.softingitalia.it - Via Kolbe, 6 - 20090 Cesano Boscone (MI) - Italy

Responsibilities Pre/post sales technical support; Customers support on site (technical and sales) providing products demonstrations.

R&D Software Engineer (Permanent) | Jun 2011 – Dec 2012

Selta Spa - www.selta.com - Via Emilia, 231 - 29010 Cadeo (PC) - Italy

Responsibilities: Software development for telecontrol devices (IEC 61850 protocol).

EDUCATION

<p style="text-align: center;">MA Degree Electronics Engineering (Orientation Telecommunications) University of Pavia (Italy) 2008 - 2011</p>	<p style="text-align: center;">BA Degree Electronics and Telecommunications Engineering University of Pavia (Italy) 2005 - 2008</p>
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LANGUAGES

Mother tongue: **Italian**

Other language: **English (fluent)**

COMPUTER SKILLS

Operating Systems: Windows 7/10, Linux, macOS

Database Systems: SQL Server, MySQL, Access, Oracle

Applications: MS Office pack (Word, Excel, Power Point, Project, Outlook)

Excellent management of Personal Computer (Knowledge HW/SW) and CRM (SAP, Salesforce)

TECHNICAL SKILLS

Automation: PC/PLC, Remote I/O, Industry 4.0, Industry of Things (IoT), Motion Control

Machine vision: Stain, OCR, AutoID, measurement, presence/absence, color extraction

Laser Measurements: Displacement Sensor 1D & 2D, Optical Micrometers, 3D Laser Scanner

Automation Protocol: EtherCAT, IEC 61850, IEC 60870-5, Modbus, CAN, Profibus, Profinet

Products know-how: PLC, HMI, Protocol converters, Switch & Router, Vision Systems, Sensors

PERSONAL SKILLS

- Excellent communication skills to build relationship with customers face to face
- Ability to organize work setting priorities and taking responsibility
- Good flexibility to the working conditions
- Good attitude to manage projects

PERSONAL INTERESTS

- Internet and New Technology (PC, Mobile, Console, Tablet, Arduino)
- Sport (Soccer, cycling, basketball)
- Music (Play guitar and trumpet)
- Volunteering
- Travels

REFERENCES

Available upon request.

I authorise the processing of my personal information under D.Lgs. 196/03.

Carate Brianza
11/07/2018

Vercesi Gabriele

