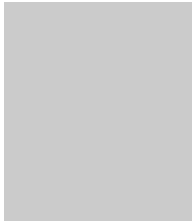





## PERSONAL INFORMATION



## Danilo Sinelli

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  +39 349 6201940

 [Sinelli.1963@gmail.com](mailto:Sinelli.1963@gmail.com)

Sex Male | Date of birth 05/10/1963 | Nationality Italian

JOB APPLIED FOR  
POSITION  
PREFERRED JOB  
STUDIES APPLIED FOR

## Sales and marketing management

## WORK EXPERIENCE

(from 08/01/2017 on)

## Management consultant: R&amp;D, sales and marketing

ENERGY RECOVERY INDUSTRIES CORPORATION srl ( [www.ericorporation.com](http://www.ericorporation.com) )

- **R&D, sales and marketing manager:** supporting the R&D and marketing teams; managing the business development and sales over the South European Area.

**Business or sector** HVAC industry, focused on heat recovery ventilation technology.

(from 16/03/2000- to 15/07/2014)

## Founding partner and Chef Executive Officer

UTEK srl, via Provinciale 30, 23030 Mazzo di Valtellina, Sondrio, Italy [www.utek.eu](http://www.utek.eu)

- **R&D, sales and marketing manager:** responsible of the R&D team; sales and marketing manager directly involved as only referent person for customers and distributors all over Europe.

**Business or sector** HVAC industry, focused on heat recovery ventilation technology.

(from 01/03/1994- to 12/02/2000)

## Commercial manager

FRANCE AIR ITALIA SpA, via Buonarroti 120, Brughero ( MB ), Italy [www.franceair.it](http://www.franceair.it)

- **commercial manager:** managing any matter involving sales and purchasing; editing of the products catalogue; leading a network of nr. 34 sales agents; reporting directly to the ownership of France Air Group.

**Business or sector** HVAC trading company, Italian subsidiary of the France Air Group, focused on air diffusion and fire protection components.

(from 01/03/1990- to 31/12/1993)

## Sales manager

TECNOVENTIL SpA, Zelo Buon Persico, Milan, Italy [www.tecnoventil.it](http://www.tecnoventil.it)

- **sales manager:** responsible of the editing of the products catalogue and leading a network of nr. 16 sales agents over the Italian territory.

**Business or sector** HVAC industry, focused on air diffusion and fire protection components.

(from 01/01/1987- to 28/02/1990)

## Sales agent

- **multi-contract sales agent:** mainly representing Officine di Seveso SpA ( 1987/1988 ) and RHOSS SpA ( 1989/1990 )

**Business or sector** HVAC industries, focused on heating and air conditioning units and Air Handling Units.

EDUCATION AND TRAINING

(from 1978- to 1982)

**Technical Institute diploma in accountancy**

Istituto Tecnico Statale "Pietro Verri", Milan, Italy

- Administration and software programming specialization

PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	B1	B1
Français	C1	C1	C1	B1	A1

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user  
Common European Framework of Reference for Languages

Communication skills

- good communication skills gained through my experience as sales manager in EU Countries

Organisational / managerial skills

- leadership (in my latest experience with UTEK company I was responsible for a team of 11 people)
- listening, involving and training of a team
- sales network building
- purchasing and product searching
- ability to constantly analyze market needs while proposing solutions to the company
- intellectual honesty and good interpersonal skills

Job-related skills

- very good technical skill in air ventilating units with strong specialization into heat recovery ventilation technology

Computer skills

- good command of Microsoft Office™ tools,
- most known e-mail clients as Outlook and Mail,
- most known internet browsers: Safari, Firefox, Explorer, Google

Driving licence

driving licence category: B

ADDITIONAL INFORMATION

References

Many references are available in case of request