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2014 on going ALISPORT SRL – Cremella (Italy) – Aviation

General Manager

- Tasks:
- * Manufacturer of composite sailplanes equipped with electro motors, constant-speed propellers and aviation components.
 - * Market developer of self-launching electro planes and promoter of the “FAI 13.5m class” at the “Fédération Aéronautique Internationale”.
- Achievements:
- * *Worldwide sell expansion and doubled production.*
 - * *Promoter of the 2019 World Gliding Championships in Italy of the “FAI 13.5m class” (Pavullo).*
 - * *Racing sailplanes tuner (2015 winner in a “VersVS” sailplane).*
 - * *Organizer of the 1st “X-Italy” contest supported by AeCI (Aero Club d’Italia).*
 - * *Member of OSTIV (Organisation Scientifique et Technique du Vol à Voile)*

2013 – 2014 SEAMAX ITALIA – Vigevano (Italy) - Aviation

Export Manager

- Tasks:
- * Promotion and sell of amphibious planes (SeaMax M-22) within EU countries.
 - * Customized production and plane management.
 - * Rating instruction on water and land.
- Achievements:
- * *Luxury recreational seaplanes for VIPs.*

2006 – 2013 FRI-EL GREEN POWER SPA - Bolzano (Italy) – Renewable Energy

General Manager for Africa

- Tasks:
- * Strategic plan and investment budget in West Africa.
 - * Negotiating agricultural concession contracts. From aerial exploration, land identification to long-term agreements.
 - * Ensuring long-term cooperation with foreign governmental bodies.
 - * Start up of companies abroad.
 - * Organisation of means, management and HR.
 - * Extended stays abroad to build business relationships and follow operations.
- Achievements:
- * *Joint Venture agreement with the government of Nigeria (100,000 ha) over 60 years.*
 - * *Concession contract in Republic of Congo (40,000 ha) over 60 years.*
 - * *Exploration permit in Gabon (100,000 ha).*
 - * *Palm oil production over 2,500 ha in Nigeria employing up to 230 workers.*
 - * *Safe and permanent overcoming of armed conflicts, kidnapping, sabotages and manpower strikes in Nigeria.*

2005 AERO CLUB ADELE ORSI, Varese (LILC, Italy) - Gliding

Promotion & Operations Director

- Tasks:
- * Develop marketing strategies and promotion within his members and prospects.
 - * Managing financial aspects of running the airport.

- * Overseeing capital investments, expansions, entering into contacts on behalf of the airport and negotiating the budget with funding sources.
- * Ensure safe and efficient operations of the airport (daily operations) according to rules and regulations.
- * Official speaker to the media.

- Achievements:*
- * *Set up of middle and high performance courses, cross-country gliding and travelling with motor-glidors.*
 - * *Significant increase in foreign pilots coming to training camps and in overall flight activity.*
 - * *Greater competitiveness and participation to internal challenges. No accidents.*
 - * *Extensive use of volunteers and recovery of old members.*
 - * *Consultant to the Gliding Commission of the Italian NAC.*

2004 - 1988 ARTI POLIGRAFICHE EUROPEE SRL (Italy) – Publishing House

Chief Executive Officer

- Tasks:*
- * Business transformation into a limited liability company (LLC).
 - * Dismantling of printing facilities and set up of a purely publishing company.
 - * Workflow introduction to editorial staff and computer-aided integration with commercial and administrative departments.
 - * Media subscriptions expansion and media circulation.

- Achievements:*
- * *In 1996 the company became a limited liability company (LLC).*
 - * *The editorial staff duly kept media editorial programmes. Media distribution dates were steady and reliable supporting advertisement sales effectively.*
 - * *150% increase in subscriptions turnover and 12% reduction of magazines distribution costs thank to an in-house organisation (tele-selling, website, advertisement campaigns) and custom software.*
 - * *Advertisement in magazines also boosted supported by an efficient equipped editorial staff and regenerated sales network.*
 - * *Co-foundation of an European magazines consortium for international media promotion, achieving cost sharing and greater market penetration.*

1995 - 1988 Finance Director

- Tasks:*
- * Financial planning, budget management, cost benefit analysis, forecasting needs and record keeping.
 - * Day-to-day administrative functions.
 - * Acting HR manager and responsible for the selection, training, assessment, rewarding of employees and ensuring compliance with employment and labor laws.

- Achievements:*
- * *Establishment of clear working procedures.*
 - * *Leadership within HR and reorganisation of sales agents network.*

1987 - 1985 MANNESMANN HANDEL AG, Munich (Germany) – Radiators and Semi-finished Plastics

Purchase Department, Employee

Purchase in Switzerland and wholesale selling of high standard heating radiators and semi-finished plastics in south-eastern Germany.

FAI SPORTING ACHIEVEMENTS (gliding)

- * *Twice World Champion, 2015 and 2010*
- * *2 World Record, 2005*
- * *Twice Vice-World Champion, 2016 and 1999*
- * *Twice European Champion, 1994 and 1992*
- * *Italian Champion 2011, 2008, 2003, 2001, 1998, 1995, 1990, 1989*

- * *Participation to 17 consecutive World Championships*
- * *Member of the Italian Team since 1983*
- * *Total flying hours: ca. 7,500*

PERSONAL DATA

Place of birth: Milano - ITALY
Date of birth: November 1961
Mother language: Italian
Foreign languages: Excellent standard of: - English / French*/ German* (* family native speakers)
*Education: Master of Science in Business Administration and Management
University Luigi Bocconi – Milano (ITALY)*

Computer skills: Advanced knowledge of Microsoft Windows environment and Office package
Other:

- * *Journalist (Italian Register No. 63382/1990)*
- * *PPL (Private Pilot Licence) SEP, TMG and SL, SS rating*
- * *Microlight instructor and rating for land & seaplane, gyrocopter and motor-glider*

REMARK see profile data in LinkedIn