



Gestione e
Soluzioni
Aziendali



Letter of Introduction / Graziano Caimmi
Jesi, September 5, 2016

I am a freelancer with VAT code and I can work on multiple projects or as interim manager in structured company or to give my supports to other companies.

To date I have **16 years of experience as a consultant** and as Export Manager, performed alongside SME companies, in various sectors.

Development check-ups, I deal with internal and external analysis, business realizable strategic and operational plans, with subsequent implementation, reporting and monitoring, for new projects, internal reorganization, opening to foreign / international markets.

Also beside companies operationally on the commercial front, to agents and sales network, for the strategic choices and human resources.

I am a professional consultant, certified APCO (Milan) with international qualification CMC - certified management consultant.

I had, **previously, 12 years of direct work experience within companies**, first as Local Marketing manager of the group Robert Bosch GmbH - in Italy, on their local Branch, then as Product Manager and Sales Director on the Italian and foreign markets, to develop SME company.

For 20 years I have had opportunities to develop partnerships with companies of the furniture components. I know the dynamics of the furniture market, as well as many furniture manufacturing companies in Italy and in some foreign countries, where there are manufacturers, distributors and retailers of hardware.

I had the chance to work in contexts of large companies and SMEs.

I had experiences in various fields, in selling BtoB and BtoC, always in roles related specifically to marketing, trade and export enterprises direction.

Within companies I have managed large multinational customers, to small importers, distributors, foreign producers, selecting, then managing and alongside also Italian and foreign agents.

My skills are addressed to the Analysis and the Organization company, to Marketing, the Sales, the search, selection and management agents and customers.

My areas of interest are directed to:

Activities related organizational analysis, commercial development, marketing and sale in Italy and abroad, the network management agents and customers and Sales Management.

I'm available to operate on the whole Italian and available periodic visits to any foreign country.

You can view my CV Summary, below attached.

Reliability, practicality and pragmatism, professionalism, confidentiality and method, they say is what distinguishes me.

Graziano Caimmi

GSA Consulting di Caimmi Graziano

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socio APCO con qualificazione Internazionale CMC – Certified Management Consultant n. 20140159

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Graziano Caimmi Presentation:

Activities and direct business experiences, gained in commercial sectors for exports and the commercial development of companies.

Check-up and developing sales networks and coaching agents.

Office Activities abroad.

Activities and tiling export projects.

Specializing in organization activities, Marketing and Sales for SMEs.

Business consultancy for marketing, sales, and corporate control check-up.

certifications:

APCO associate with qualifying International CMC - Certified Management Consultant - n. 20140159

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Born on 08.19.1962; resident of Jesi; married with a daughter of 18 years

The experiences of life, family and sport make me balanced, professional, reliable, consistent, a good person, sincere and transparent which finalizes its work for the entrepreneur and for the company as its expression. They are creative but I work with methodical planning. Strong analytical skills and ability to understand the environment in which it operates, high communication skills at every level and externally. Charisma and leadership are combined with strong negotiation skills.

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Graziano Caimmi - CURRICULUM VITAE SUMMARY

UNIVERSITY EDUCATION

Graduate in Economics, Faculty of Economics and Commerce of Ancona, current Marche Polytechnic University (graduated November 13, 1989 with 105/110 rating);

Specialization Degree: business organization, with a thesis and check-up in organization, marketing and quality management systems, held at Group Ranches Italian-Cooperlat / food sector (ref. Prof. F. Marchesi, examiners Prof. V. Balloni + Prof. S. Silvestrelli).

PROFESSIONAL TRAINING

Since 1990 I have been in constant update through multiple corporate training courses in Sales, Marketing, Market Analysis, Organization and Check-up for monitoring and enterprise management; also participate as a speaker at several conferences and I carry out, at times, teaching and training activities including on behalf of client companies.

PRACTICAL EXPERIENCES

Robert Bosch SpA and group dealerships - after market automotive accessories industry:

I worked for 5 years (from '90 to '94) as Local Marketing Manager in "developing new projects", in the after-market car accessories industry, for their areas as Marche, Abruzzo, Molise, in collaboration with headquarters in Milan, Robert Bosch Spa, on behalf of the German multinational Robert Bosch GmbH & Co.

SME companies:

I worked for the next 7 years ('94 - 2000), the "development of new projects" Business and research of foreign markets "as Marketing Manager, Sales Manager and Director for SMEs, dealing the creation and management of products, sales and customer network, for both operational and strategic activities, in Italy and in foreign countries, EU and Extra EU.

Industry: Metal engineering / die casting / furnishing components.

ACTIVITY 'OF CURRENT PROFESSIONAL ADVICE

For 16 years, since 2001,

I worked as a consultant and maintained trade relations in the furniture industry and with companies of components for furniture.

I have done and I work as a consultant for SME companies in various sectors:

- Food and Beverage;
- Mobile accessories;
- Engineering of all kinds;
- Treatment and coating of metals;
- Subcontracting for clothing components;
- Clothing and fashion;
- Bike productions;
- Other sectors.

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Also currently **working as a TEM (Temporary Export Manager)** on projects of the **Italian Ministry of Economic Development (MISE)**, developing and managing projects on behalf of SMEs financed companies.

I have participated in and organized missions abroad for the development of markets, the search for customers, suppliers and other needs required by companies (example: a mission carried out in China for wine industry, in Serbia for metalworking industry, in Romania for Metalworking industry, in ASEAN countries for various sectors, in Japan to support entrepreneur's company presentation to potential customers, through matching of trust, present in some countries required).

LANGUAGES

I can speak in Italian language, as mother language, in English and Spanish too.
Other languages can be used on special project, from our team.

I have traveled repeatedly and consistently for business, every year at trade fairs, customers and suppliers in various countries: Thailand, Singapore, China, Hong Kong, Japan, Germany, Austria, Switzerland, Spain, France, Canada, Turkey, Israel, Lebanon, Romania, Serbia, Russia, England, New York and the United States and countries in Central America. Some countries frequently, others on specific occasions.

ADDITIONAL INFO

I carried out operational research and market analyzes on behalf of companies / customers.

Traveling abroad to visit companies interested in collaborating with Italian companies, for job training at international fairs and other needs of enterprises.

I have worked since 2003 as a correspondent for the monthly magazine "IDM-industry Furniture" current Webandmagazine srl based in Milan, taking care of aspects of industry-related components for mobile and marketing prospects.

In his spare time, since 1975, practical and teach Judo in Children, Teens and Adults; Also I hold executive positions (President and Technical Teacher) of our club (www.budocenterjesi.com).

Any additional details, reference of our clients or tracking information about, can be verbally or in-depth during the first meeting.

Updated on September 5, 2016

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