

PROFESSIONAL PROFILE

Strong interest in sustainability, energy transition and decarbonization, relevant experience in renewables, asset decarbonization, decarbonization policy and sustainable financing. Skilled in data analysis, stakeholder engagement and sustainable strategy development. Build, motivate and lead strong teams, possess excellent communication skills to create and manage client relationship.

EDUCATION

2017 **SDA BOCCONI**, Milan, Italy
Executive Master of Business Administration

2006 **POLYTECHNIC UNIVERSITY OF MILAN**, Milan, Italy
Master's Degree in Mechanical Engineering

PROFESSIONAL EXPERIENCE

2022 (actual) **SIEMENS S.P.A. – Milan, Italy**
Senior Sustainability Manager
Expert in sustainability and ESG with a focus on the water market. Dedicated professional with a passion for promoting environmentally and socially responsible practices in the business world. Committed to continuous learning and staying up to date on the latest trends and best practices in the field.

- Responsible for developing the business strategy in the industry process sector, ensuring a corporate approach to the market, shared with the different Business Units involved. Focus on water waste, treatment, and leakage detection
- Analysis and monitoring of water opportunities in the PNRR by defining the go-to-market strategy and establishing strategic partnerships with various stakeholders.
- Defining energy efficiency solutions through a unique, cross proposal for the entire Siemens portfolio

2021 - 2022 **SIEMENS S.P.A. – SIEMENS ADVANTA**, Milan, Italy
Siemens Advanta unlocks the digital future of its clients by offering end-to-end support on their unique digitalization journey. Advanta Solutions is one of the 3 pillars of Siemens' IoT Services. We aim to create a tangible impact on society by bringing state-of-the-art IoT use cases to life.

Solution Partner

- P&L responsibility and drive a sales strategy for our customers by leveraging Siemens Advanta portfolio and offering in the follow market: Real Estate, Digital Utilities and Commercial Industries
- Orchestrate specific value propositions towards our customers while taking IoT and partner capabilities in consideration as well as the required value selling approach
- In collaboration with Siemens' business units, support the development and implementation in offering new services and solutions for a winning IoT offering

2018 - 2021 **SIEMENS S.P.A. – Smart Infrastructures**, Milan, Italy
Siemens is a global powerhouse focusing on the areas of electrification, automation, and digitalization. One of the world's largest producers of energy-efficient, resource-saving technologies

Head of Building Products

The mission of the Business Unit is to offer our complete portfolio of building automation and control systems, enabling us to perfectly adapt a solution to the individual needs of each project. Openness and flexibility are the bottom line for all our systems. We create the perfect places by combining electrical and HVAC systems in a global and multidisciplinary approach

- Key Responsibilities: full responsibility for P&L with 49M€ of turnover and drive n.120 internal resources located in different roles (Sales, Promoters, Product Managers, Marketing, R&D)
- Report functionally to European head and legally to Country Division Lead
- Ensure that all Sales Volume, Opex and Price Quality targets are achieved
- Implement the strategies & programs incl. performance measurement
- Focus on profitable growth and on gaining market share

2015 - 2018	SIEMENS S.P.A. - Building Technologies Division, Milan, Italy <i>Head of Building Performance Sustainability</i> <ul style="list-style-type: none"> ▪ Lead a team of n.6 energy engineers, n.5 sales specialist and mentor of n.1 junior engineer ▪ Communicate directly to the Building Technologies CEO and act as direct Italian representative with the HQ division in Switzerland, to present monthly revenue, strategic reports, and company's position in energy efficiency market ▪ Implement business plans by analyzing market opportunities and developing new strategic vertical Market: Data Center and Life Science ▪ Manage business unit to achieve target assigned aiming equivalent to a 10% growth each year, in conformity with Siemens 2020 Vision
2014 - 2015	SIEMENS S.P.A. - Building Technologies Division, Rome, Italy <i>Sales Manager - Area Rome</i> <ul style="list-style-type: none"> ▪ Programmed market research, developed new business opportunities in Area Rome (Centre and South Italy) and strategic partnership ▪ Improved turnkey systems solutions supplied in accordance with Energy Performance Contracting Model ▪ Delivered monthly presentations to the Building Technologies Responsible in Area Rome of the Sales opportunities, forecast, orders in take and net sales
2008 - 2014	SIEMENS S.P.A. - Building Technologies Division, Milan, Italy <i>Sales Engineer – Energy Environmental Solution</i> <ul style="list-style-type: none"> ▪ Developed Energy Performance Contracting for executive clients based on renewable sources such as a photovoltaic, cogeneration, biomass, etc. ▪ Identified new partners to build important alliances, i.e., facility companies, mechanical and electrical suppliers, new business partners, etc. ▪ Generated 5+ new clients in healthcare and hospitality sector ▪ Improved customers relationship, personalized services, and follow-up Assistance
2006 - 2008	EDOARDO LOSSA S.P.A. Milan, Italy <i>Technical Engineer – HVAC Department</i> <ul style="list-style-type: none"> ▪ Designed technical solutions and costs estimation of HVAC systems

LANGUAGES

Italian: mother tongue; English: good; French: basic.

ADDITIONAL INFORMATION

- Co-Founder Smart Building Alliance for Smart Cities. Focus on ESG and Net Zero committee
- Professional Engineer licensed by the Order of Engineers of Milan (#A26499)
- Systems: SAP, advanced Microsoft Office, Project, AutoCAD
- Interests: Environmental Sustainability, Astrophysics, Martial Arts

Milan, 01-03-2023



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