

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

- 2021 (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 water sector, ensuring a corporate approach to the market, shared with the different Business Units involved.
 - 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
- 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
Head of Building Performance Sustainability
- 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

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



Personal data

Place of birth: Rho (MI), Italy
Date of birth: 28/09/1978
Nationality: Italian

Permanent address

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