

Contact

Via Privata Vipiteno 4 - Milano
+393371298372 (Mobile)
domenico.dicanosa@gmail.com

www.linkedin.com/in/domenico-dicanosa (LinkedIn)

Top Skills

Building Automation
HVAC Controls
Energy Efficiency

Languages

English (Native or Bilingual)
Italiano (Native or Bilingual)
Spanish (Professional Working)

Domenico Di Canosa

Smart Buildings Alliance for Smart Cities President - Digital building, energy and sustainability expert, European contributor in the EDGE automation industry --> Drives you toward cognitive buildings and cities

Milan, Lombardy, Italy

Summary

Long time passionate about Smart Tech, IoT and Smart Cities!

Ask me for free consulting about managing no profit businesses or critical occupancy situations. I care about workers future!

Experience

J2 Innovations - a Siemens Company

J2 Innovations Director of Sales SEE

October 2018 - Present (6 years)

Italia

At J2 Innovations, I collaborate with OEM partners to drive business expansion through strategic setup and tailored implementation. I specialize in seeding OEMs within the small-to-mid-sized building control market, developing value-added chains that fuel growth. As a Smart Building & HVAC IoT expert, I advocate for the democratization of building management through digitalization. By leveraging J2 Innovations' and Siemens' technology, I create go-to-market strategies that ensure OEM success. My portfolio includes successful products like Coster Webgarage, Intellienergy Flower+, Andal Onward IoT, Clivet Intelliplant, and Ecube Technology Incube, which demonstrate the impact of innovative, scalable solutions in the industry.

SBA Italia

Presidente Smart Buildings Alliance Italy

September 2020 - Present (4 years 1 month)

Milan, Lombardy, Italy

Voulountee, non employed, president and active member of the association to preserve citizen digital rights and intercooperation among Smart Buildings Stakeholders in Italy.

Affittacamere Domus Nikolai

Business Owner

April 2015 - Present (9 years 6 months)

Bari, Apulia, Italy

Domus Nikolai Lodge - Feels like at home!

I am a non working investor and business owner.

Enedo oyj

Business Developer & segment leader digital light power supply EMEA

May 2017 - October 2018 (1 year 6 months)

Osimo, Marches, Italy

EMEA distribution network consolidation, implementation and new market segments deployment. Setup of a selling strategy through identification of key selling points in the intelligent lighting systems to increase Efore product specification at building design stage. Increase the awareness of the integration at SCADA and Enterprise level of Efore digital light products, cross value chain training on new value proposition, brand positioning.

At present Budget for 2017 has been hitten, as well as target for new Distributors hiring and segment coverage.

Honeywell

16 years 7 months

Business Development Leader Italy & Export Honeywell Partner Channel

January 2016 - May 2017 (1 year 5 months)

Monza, Lombardia, Italia

Business Development Strategy deployment, including multichannel communication activity, reshaping of the marketing & communication actions toward the Integrated Smart building and Energy Management and resource management and information systems, development of the BD team counting 6 resourches and responsible to generte 48M€ of SAIA, TREND and CentraLine by Honeywell specs in new tenders.

Sales Manager Italy & Export

November 2000 - December 2016 (16 years 2 months)

Monza and Brianza Area, Italy

Total End2End responsability of Honeywell Partner Channel Business in Italy & Export areas, including SEE Countries, Cyprus, Greece, Israel. Value proposition and strategical marketing positioning of control Solutions within the given markets, price list harmonization within southern Europe, pre and

post sales operation harmonization within the area. Hiring of areas Account Managers and resource deployment, existing Value Added Resellers training and goto market update, research and development of new VAR in the region, training and business startup consulting.

Philips Medical Systems

Field Service Engineer MRI and X-Rays

1999 - 2000 (1 year)

Education

Royal Holloway, U. of London

Bachelor of Science (B.Sc.), Business Administration & Marketing · (2009 - 2014)

I.T.I.S. M. Panetti - Bari

Industrial electronics · (1990 - 1996)

SDA Bocconi

Team and Co-Working - Stress Management · (2015 - 2015)