



Luca Scarabelli

JOB RESUME

<http://it.linkedin.com/pub/luca-scarabelli/10/609/3b5>

- April '13 - Studio Scarabelli & C. – Consulting firm –Management Control and Strategic Planning for SME
- CEO
- Jan '14 – Jan '15 CTQ Ltd – Consulting firm for Total Quality and ADR – Accredited by Ministry of Law
- MEMBER OF BOARD OF DIRECTORS
- July '11 – Mar '13 ASSA ABLOY ITALY Ltd – Opening door solutions
- BUSINESS UNIT DIRECTOR – SECURITY SOLUTIONS
- MEMBER OF EMEA BOARD. Chief of BU Security Solutions business in domestic market.
- September '06 – June '11 GA.MA Ltd – DUNA Enterprise – Hair Care Electrical Appliances
- COUNTRY DIRECTOR – MEMBER OF BOARD OF DIRECTORS
- July '05 – August '06 BEGHELLI Ltd – Small Domestic Appliances
- CONSUMER DIVISION DIRECTOR. MEMBER OF BOARD OF DIRECTORS
- June '02 – July '05 BEGHELLI Ltd – Small Domestic Appliances
- CONSUMER DIVISION - SALES DIRECTOR
- September '99 – May '02 BONOMELLI Ltd –VITALIA Division –MONTENEGRO Group
- SALES MANAGER GD/GDO – FOOD DIVISION
- September '99 – December '00 (second hat) BONOMELLI Ltd –MONTENEGRO Group
- SALES & MARKETING DIRECTOR – PHARMACY DIVISION
- November '96 – September '99 VITALIA Ltd –MONTENEGRO Group
- NATIONAL KEY ACCOUNT MANAGER – HOT BEVERAGE
- December '94 – October '96 PROCTER & GAMBLE Italy Ltd
- KEY ACCOUNT MANAGER – Max Factor Division
- April '93 – November '94 PROCTER & GAMBLE Italy Ltd
- TRADE MARKETING MANAGER
- January '92 – March '93 PROCTER & GAMBLE Italy Ltd
- SALES UNIT MANAGER – Pharmacy Division
- July '90 – December '91 PROCTER & GAMBLE Italy Ltd
- SALES UNIT MANAGER – In Store Marketing Division
- June '89 – June '90 PROCTER & GAMBLE Italy Ltd
- KEY ACCOUNT – Laundry, Cleaning & Paper Division
- January '87 – May '89 NICOLAI ACCOUNTING FIRM
- Trainee - Accounting, balance assessing, bankruptcy management
- October '80 – December '86
- SALES AGENT – TOYS MARKET

ACADEMIC BACKGROUND

- ✓ University of Modena/Reggio Emilia Economic Dept “Marco Biagi” – Business networks – Expert manager
- ✓ MBA Bologna Business School - Strategy and new management idea for business
- ✓ Business and Economics degree 105/110 (1988) – University of Bologna
- ✓ High school – Liceo/Ginnasio (1980)

OTHER ASSIGNMENTS

- ✓ From '90 to '93 Advisor of Industrial Association – Bologna District: focus on trade marketing for SME
- ✓ From '93 to '96 P&G management recruiting group – co-recruiting manager.
- ✓ From '01 to May '02 : Chief of EURITMO project – Montenegro Group
- ✓ From '01 to May '02 : Responsible for ISO 9002 certification's process – Montenegro Group
- ✓ From '06 : Lecturer of Sales Marketing at University of Bologna
- ✓ From '11 : Professor of Corporate strategy at Bologna Business School

COURSES

PLANNING AND STRATEGY

- ✓ Business network management – RIINA Certified
- ✓ Budget Analysis
- ✓ Corporate Strategy

SALES MARKETING

- ✓ Sales Marketing - course for new hired manager
- ✓ Product Concept Development
- ✓ Shelf management and space allocation

NEGOTIATION

- ✓ Stuart Diamond – Getting more
- ✓ Interpersonal Managing skills
- ✓ Win Win communication
- ✓ Persuasive Selling and Face To Face communications
- ✓ Selection Interview
- ✓ Oral and Writing Presentation

QUALITY

- ✓ Implementing Total Quality
- ✓ Time management
- ✓ Deliberated Changing Program

LANGUAGE

Italian, mother language
English, fluency
Spanish, basic
French, basic

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