



## **Andrea Paciocco**

*VP Sales & Marketing and Business Development*

Current Company: Marelli Suspension Systems Italy S.p.A.

Location: Turin

Birthdate: April 9th, 1980

### **Highlights:**

International Sales Management and Business Development with 15 years' experience in Automotive Sector. Expertise in Managing Change and Managing People.

After an MBA in Strategic Science I start to work in Magneti Marelli (Automotive components company), now named Marelli after the merge with Calsonic Kansei.

I'm leading the Sales & Marketing and Business Development of the Marelli chassis division from 2016 with a turnover increase from 500M€ to 1Billion € in 5 years

I'm fluent in English

Specialization: International Strategy Definition, Business Development, Sales Management, Project Leading.

### **Experience:**

#### **VP Sales & Marketing and Business Development (Marelli)**

July 2016 - Today

Management of a portfolio of 1 billion euro with worldwide customers and partners in the chassis perimeter of Marelli

Main Activities:

- Company Sales Strategy definition ensuring alignment to the overall business plan to sustain business growth and profitability.
- Review and approve regional sales and marketing activities
- New Orders research and acquisition with customer diversification target
- Management of an international team with advanced sales offices to ensure customers retention
- Business Development and new customers' research
- Competitor and Customer continuous monitoring

### **Sales Manager EMEA and New Customers (Magneti Marelli)**

January 2014 – July 2016 (2 years 6 months)

Main Activities:

- Worldwide Business Development
- International Sales Management

Worldwide Customers: FCA, PSA, GM, BMW, Daimler, Ford, Suzuki, Volkswagen, Honda,

EMEA responsible for Sales Turnover, Product Portfolio, New Business Acquisition and the researches of new Business/Customers Worldwide

### **Sales Specialist (Magneti Marelli)**

2010 - December 2013 (3 years)

Sales Specialist for foreign customers (Fiat / Chrysler): Order acquisitions and customers management, team leader in the quotation process and in worldwide business starts.

### **Human Resource Specialist (Magneti Marelli)**

September 2007 - December 2009 (2 years 4 months)

Responsible for the IT integration for Human Resources

### **IT System Admin and Architecture Specialist (Comune di Buttigliera Alta)**

April 2007 - September 2007 (6 months)

Network Administrator

### **Education:**

- MBA in Strategic Science (2006)
  - *“Scuola di Applicazione di Studi Militari di Torino”:*
  - Final grade: 106/110
- Master's degree, History (2000 - 2006)
  - *“Università degli Studi di Torino”*
  - Final grade: 110/100 with honours