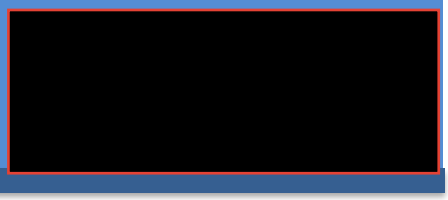
SERVENTI MARCO



EDUCATION

2003 University of Parma – Economy and Company Administration
Parma

Software: Word, Excel, Power Point and all Microsoft Office.

LANGUAGES

English: Fluent
Spanish: Fluent
Portugaise : Elementary

WORK EXPERIENCE

From 2002 to 2004 Italy
GF S.p.A, Quality Assurance Manager
Reviewing customer feedback and understanding customer demands and expectations of products and services. Managing waste in production and improving efficiency within production processes. Creating production plans for new products with a focus on quality.

From 2004 to 2007 Italy
GF S.p.A, Sales Area
During this period the focus of the company was to expand the Agent networks in order to cover every part of the world. During these years I had the occasion to participate in several international exhibitions where we made commercial agreements with new agents.

From 2007 to 2014 Italy
GF S.p.A, Sales Manager
In this period the sales team was composed by 5 people with different roles.
My focus as Sales Manager was meeting the sales targets of the organization through effective planning and budgeting. I was also responsible for developing, implementing and executing strategic marketing plans for the company in order to attract potential customers and retain existing ones.

From 2014 to until 2017
GF S.p.A, Key Account & Business Development Manager
During this period, I was responsible for managing GF main customers: I had a strategic role in consolidating and increasing the commercial relationships between the company and its most important customers.

During the year 2016 I actively participated in the sale of GF S.p.a to Coesia company.

From 2018 up today
P.B.L. S.r.l. – Chief Executive Officer

ACTIVITIES AND INTERESTS

Sports: Run, Gym, Horse Riding, Trainings:
Passions: Yatching, I'm a Yatch Master 150 tons.
License: Motor boat, Car & Motorcycle license