

# Salvatore Pagnotta

Date of birth 17.08.1982  
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Title Lawyer

## EDUCATION

### Date 2014 – 2016

Certificate Executive Master in “*Corporate Finance & Banking*”  
Istitute SDA – BOCCONI SCHOOL OF MANAGEMENT

### Date 2011 – 2012

Certificate 2nd level Master’s Degree in “*Diritto di Impresa*” (Business Law)  
Istitute LUISS - GUIDO CARLI DI ROMA

### Date 2007

Certificate Degree in Law  
Istitute UNIVERSITÀ MAGNA GRAECIA DI CATANZARO

## EXPERIENCE

### Date Da 24.06.2019

#### **LOCAM GESTIONI (before MCE LOCAM S.P.A.) - Seer Capital**

##### **Job Title**

Chief of Npl's

Production (COO)

He is responsible for all activities related to the NPL Operations area and reports directly to the CEO and the shareholder. The activity is focused on optimizing recovery strategies, processes and direct management of the various operational teams.

He manages Assets Under Management for 2 billion GBV (30% secured - 70% unsecured), 8,500 Real Estate Assets and 130 thousand borrowers.

He leads five teams of over 40 internal professionals and more than 50 external professionals (including lawyers and debt collection companies) with the aim of planning, controlling and coordinating the activity of all resources in order to achieve the Company’s targets.

He verifies the compliance with the Key Performance Indicators (KPI) and, if necessary, implements corrective actions.

He collaborates with the IT area to ensure that the IT infrastructure is in line with the needs of the Operation.

He supports the CFO in managing the operating budget and monitoring the company costs to ensure that activities are within financial constraints.

<b>Date</b>	<b>Da 11.09.2017 a 21.06.2019</b>
<b>Job Title</b>	<b>B2 KAPITAL S.R.L. - B2 Holding Group</b>
Team Leader	He coordinates three teams for internal collections.
	He coordinates several servicers for external collections.
	He coordinates Due Diligence activities for the purchase of new portfolios, suggesting the final pricing.
	He manages over 14,000 positions for over 560 million GBVs.
	He manages the register of external lawyers.
<b>Date</b>	<b>Da 01.02.2017 a 09.09.2017</b>
<b>Job Title</b>	<b>ITALFONDIARIO S.P.A. - Fortress Group</b>
Team Leader	After an important securitization operation, he has been called up at headquarters to manage large loans with a portfolio for about 400 million GBV.
Performance	In 2017, he collected over 7,3 million out of a target of 5,3 million.
<b>Date</b>	<b>Da 01.03.2015 a 30.01.2017</b>
<b>Job Title</b>	<b>BNL – Workout (partnership Italfondiario – BNL)</b>
Senior AM	He has managed large loans with a portfolio of approximately 300 million GBV.
	The main activities: (i) the restructuring of bank debts, (ii) the negotiation of recovery plans, (iii) the evaluation of composition agreements with creditors and bankruptcies of large companies.
Performance	In 2016, he collected over 6,1 million out of a target of 4,5 million.
<b>Date</b>	<b>Da 01.02.2012 a 28.02.2015</b>
<b>Job Title</b>	<b>ITALFONDIARIO S.P.A. - Fortress Group</b>
Asset Manager	The main activities dealt with: 1) the managing of bank loans, any size, with or without real guarantees; 2) the management of any dimension, typology and location assets with warranties on the securitization of loans; 3) the monitoring the performance of the entrusted portfolio; 4) the preparation and development of the business plan of every single position of the portfolio aimed to: (a) determine the reliability and the valuation of loans, (b) make loss and collection forecasts according to the expected rating, as well as (c) evaluate any hypothesis of assignment of credits; 5) ensures that collections flow correctly into the accounts dedicated to the SPV (Special Purpose Vehicle); 6) disputes management; 7) the predisposition to make reports which are useful to investors.
	Moreover, he performed as a Due Diligence.
Performance	Best performer of the year (2012 and 2014)
	In the following years he obtained company awards for always having achieved the objectives assigned.

**Date** **2007 – 2012**

**LAW FIRMS**

**Job Title** From 2007 to 2012 he worked as a lawyer in several law firms.

**Lawyer** The main activities involved, in addition to litigation, the drafting of acts and advice for companies and groups of companies, for banking institutions, as well as for bankruptcies. He has specialized in the commercial, corporate, bankruptcy and tax fields.

**PERSONAL SKILLS**

**ENGLISH LANGUAGE**

Reading – Excellent

Writing – Excellent

Speaking – Good

**INTERPERSONAL SKILLS**

Independent and determined, I am able to take my responsibilities.

I like compare my ideas and to collaborate with colleagues.

**ORGANIZATION SKILLS**

Good organizational and problem solving skills due to previous job experience

Ability to manage tasks by myself, even under pressure, defining priorities.

Ability to respect deadlines and pre-set goals.

I am always inclined to learning and I am precise in performing tasks which I have been assigned to.

**TECHNICAL SKILLS**

Good Command of Microsoft Windows and all the Office Programmes.

In compliance with the Italian Legislative Decree, I hereby authorize you to use and process my personal details contained in this document.