



# A N D R E A   L A B O N I A

1990, 8<sup>th</sup> November

## CONTACT

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## EDUCATION

**High School Graduation in  
Accountancy and Commercial  
Expertise**  
Vote 80/100

## SKILLS

### PROFESSIONAL

Leadership  
Team Building  
Communication  
Problem Solving  
Prioritization  
Brainstorming  
Goal Setting

## SKILLS

### TECHNICAL

Microsoft Office  
Smart Draw  
Smartsheet

## PROFILE

10 years of experience with Supply Chain Management, Lean Six Sigma Expertise, Supply Chain Optimization, Logistic and Customer Service.  
Focused on professional growth through passion, teamwork, commitment, and dedication.

## WORK EXPERIENCE

### BUSINESS SALES SPECIALIST (AMAZON Dedicated)

Fastenal Europe SRL | Oct 2023 - Ongoing

Growing new business and relationship, managing Data and stakeholders for all the Amazon Sites in CE:

- Communication and Relationship
- Guarantee Business Growth
- Ownership and Implementation of all the Projects
- Contract Terms and Obligations
- Teams Supervision and Coordination
- Supply Chain Optimization
- Data Management
- Performing: High Level Presentations, Business Cases, Solution Proposals, Gantt Charts, Updates, Data Reports

### LEAN SOLUTIONS PROJECT MANAGER

Fastenal Europe SRL | Feb 2018 – Oct 2023

Focused on Planning and Implementing new business, managing Data and stakeholders:

- Projects Leadership
- Projects Planning
- Communication and Relationship
- Teams Supervision and Coordination
- Lean Programs
- Supply Chain Optimization
- Data Management
- Performing: High Level Presentations, Business Cases, Solution Proposals, Gantt Charts, Updates, Data Reports

### OPERATIONS MANAGER ITALY

Fastenal Europe SRL | Oct 2017 – Feb 2018

Responsible for standardizing processes for all Branches in the Area:

- Branch Employee Trainings.
- Branch Quality Standard Operating Procedures Auditor
- Branch Procedure Optimization Planning to reduce Cost Savings
- Inventory Data Management

## LANGUAGES

ITALIAN – Native

ENGLISH - B2

## CERTIFICATIONS

ECDL – 2005

DRIVE LICENSE (EU):

- A - 2017
- B - 2009

## INTERESTS

Motorcycle

Travel

Health & Fitness

Architecture, Music, Movies

Sports

Cycling

## WORK EXPERIENCE CONTINUED

### BRANCH OPERATIONS MANAGER

Fastenal Europe SRL | Jan 2017 – Oct 2017

Warehouse Management, branch compliance, and customer service. Manages the day-to-day operations of entire branch:

- Operations Leader
- Inventory Management
- Team Coordination
- Branch Employees Training
- Branch Accounting / Purchasing / Expenses Responsible

## ADDITIONAL EXPERIENCES

### FOUNDER of UNIEVENTI

Organization, Definition, Supervision and Management of UNISPORT VILLAGE sports Tournament, in collaboration with SABINA UNIVERSITAS.

900 registered athletes per year | 2010 – 2016, Rieti

### VOLUNTEER

European Athletics U20 Championships | 2013, Rieti

### VOLUNTEER

Civil Defense during post-earthquake operations | 2016, Rieti

### SPORT MANAGER

UEFA E Manager at NUOVA RIETI CALCIO Academy | 2024 - Ongoing, Rieti

### POLL WORKER

Member of the POLL STAFF during the Muinicipal/Parlamentary Elections | 2012, Rieti