

Fabio Ghilardi

PROFESSIONAL PROFILE

Sales Manager National and International. 20 years of experience in management sales services for multinational companies with significant expertise in customer relations, critical situations, and Sales Force management.
Main skills: negotiation, goal-orientation, problem solving, coaching and Sales Force management.

PROFESSIONAL EXPERIENCE

Jan 2019	E-Vai srl, FNM Group Ferrovie Nord Milano, Italia Business Services – Corporate Mobility electric car sharing - Sales and Project Manager <ul style="list-style-type: none">▪ Develop and manage electric mobility solutions sales and operation▪ Manage first level budget plan and monthly forecast.▪ Develop and manage sale networks
2017 - 2018	Refeel eMobility, Milano, Italia Business Services - Corporate Mobility electric car sharing - Sales Manager <ul style="list-style-type: none">▪ Develop and manage electric mobility solutions sales and operation▪ Manage first level budget plan and monthly forecast.▪ Develop and manage sale networks.▪ Support communication and marketing
2016 - 2017	Rentalcars.com (Traveljigsaw Limited), Milan/Manchester Business Service Dealers and Supplier Partners Manager <ul style="list-style-type: none">▪ Negotiation of all contracts and loyalty programs.▪ Development of new business opportunities to meet the country trading targets.▪ On-going market analysis to find potential business opportunities.▪ Account management and development of existing suppliers and strategic partnerships to meet and exceed sales and profit targets.▪ Destination KPI management with a close link to the UK based.▪ Product development initiatives to continuously improve the customer proposition. Ongoing review of price competitiveness across suppliers and competitors.▪ Responsible for product quality and service for each partner.
2008 - 2015	AVIS BUDGET GROUP, Milan, Italy Business Service National Key Account Manager <ul style="list-style-type: none">▪ Large-size customers acquisition, existing customers support, new agreements and renewals, loyalty programs, new business development, monitoring business trends, planning renewals, new acquisitions and weekly forecast.▪ Define business plans per area, tools adoption to meet the targets, plan development to increase sales.▪ Sales force coach and management (20 units country area), individual development plans, tactical customer approach.▪ Targets and strategies definition with Italian, EMEA and USA Top Management▪ Focus on customer needs to constantly improve satisfaction.
1997 - 2008	AVIS AUTONOLEGGIO SPA, Milan, Italy Business Service Key Account Manager <ul style="list-style-type: none">▪ Business analysis in preparation of new offers to medium-size clients.▪ Sales management, contract renewals for medium-sized clients.▪ Build a sales team, finding best people for the role and developing a sales network.

CUSTOMERS PORTFOLIO

ABB, Accenture, Aciglobal, Adecco, Air Liquide, Auchan, Barilla, Carrefour, E.on, Edison, Electrolux, Enel, ENI, Europassistance Ferrari, Ferrero, Fiat, Leonardo Group, Wood, HP, IBM, Indesit, Luxottica, Mediaset, Nestlè, Pirelli, Prysmian, RAI, Siemens, SKY Italia, Solvay, Telecom Italia, Tenaris, TetraPack, Thales, Vodafone, Whirlpool, Wind 3, Volkswagen, Sorgenia, Italcementi, Brembo, Camozzi, Cesi, Ikea, Decathlon etc.

EDUCATION

2007	Palo Alto Business School Management development program
2002	CEGOS Training course on sales skills
1993	IULM Public Relations School

LANGUAGES

Italian: native language ; English: fluent.

ADDITIONAL INFORMATION

- Professional knowledge Microsoft Office (Word, Excel, Power Point, Access).
- Excellent knowledge CRM Salesforce e Dynamics.
- Excellent interpersonal relationships and ability to perform in public presentations national/international audience.
- Passion for Running and Red Cross Volunteer.

I authorise the use of my personal data in compliance with Legislative Decree 196/2003 and art.13GDPR 679/16.



Personal Data

Place of Birth: Monza, Italy
Date of Birth: 18/09/1967
Nationality: Italian

Permanent address

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