

Curriculum Vitae Giovanni Parisio



Birthday date: 16/04/1986

Residence: Peschiera Borromeo (MI); Via Umbria 28, 20068

Mobile: +393475796402

Mail: gioparis@hotmail.it

Linkedin: <https://www.linkedin.com/in/giovanni-parisio-a6996427/>

WORK EXPERIENCES:

The Heineken Company – Account Manager Horeca - from 10/2023

- Horeca customer portfolio management. achievement of the targets assigned for the main KPI's.
- Management of trade marketing activities

Coca Cola HBC Italia – Sales Team Leader – from 02/22 to 09/23

- Management of the sales network made up of 9 people, 5 seniors and 4 juniors.
- Assignment of targets based on Kpi's, activity monitoring, periodic support in the field
- **Account Manager Horeca – from 06/19 to 12/21**
 - Horeca customer portfolio management. achievement of the targets assigned for the main KPI's.
 - Management of trade marketing activities
- **Telemarketing Operator – from 02/18 to 06/19**
 - Horeca customer portfolio management. achievement of the targets assigned for the main KPI's.
 - Management of trade marketing activities

Quixa SPA from 09/15 to 01/18

- Management of inbound and outbound calls, management of car insurance customer portfolio, achievement of sales targets through upselling and cross-selling. Stress management

Degree in communication sciences, obtained in July 2018, score 96/110

Diploma obtained at the Scientific High School in July 2004, score 74/100

Certificate Trinity College London, level B1

European Computer License ECDL

Order of journalists of Lombardy