




Dario Souayah

Date of birth: 23/10/1993


Nationality: Italian

Gender: Male

CONTACT

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WORK EXPERIENCE

Industria Salumi Simonini S.p.A. Castelvetro di Modena, Italy

Export Manager - Key Account Manager

01/11/2018 – Current

- Portfolio management and new client acquisition in assigned areas worldwide within the HoReCa/Retail/Industry sectors
- Implementation of strategies for market penetration and development in assigned regions
- Definition and negotiation of annual customer plans, including monitoring and potential revisions
- P&L responsibility for assigned clients / investment budget management
- Identification of business opportunities
- Management and development of Private Label – in Italy and in Export
- Competitor Analysis
- Sales management and analysis of budget and markup deviations
- Corporate planning of commercial actions, both direct and in collaboration with the distribution network
- Travel planning for business missions or participation in events such as trade fairs (out of office +/-50%)

MaxMara Fashion Group Reggio Emilia, Italy

Visual Merchandising Project Manager

16/11/2016 – 01/10/2018

- Development of merchandising material projects (displays and props) from design phase to in-store delivery
- Supplier scouting in Europe and the Far East for the production of seasonal and non-seasonal materials for windows and in-store setups; auditing and periodic visits for new project presentations, development, and quality control
- Quotation analysis and benchmarking, with particular focus on on-time delivery and costs
- Coordinator of 6 team members for the Far East VM area, across all brands in the group
- Frequent business trips to China to manage new orders, visit suppliers and group stores
- Participation in major trade fairs related to design, decor, and furniture
- Setup of seasonal, flagship, and special project windows – in Italy and abroad, both during daytime and nighttime
- Monitoring and management of stock for seasonal and permanent materials
- Showroom setups for collection presentations or internal fashion shows
- Sales analysis and reporting

Inalca Food&Beverage - Gruppo Cremonini Castelvetro, Italy

Supply Chain Office

23/11/2015 – 15/11/2016

- Ensuring the movement of goods from supplier to branch
- Drafting reports related to supply chain operations
- Preparing price lists and commercial offers
- Stock monitoring
- Analysis of performance costs and potential market scenarios
- Market analysis and research of new partnerships in target countries
- Benchmarking
- Coordination between branches and various departments at headquarters
- Supporting the Supply Chain Director in planning and organizing goods distribution

Accenture S.r.L - Presso CNH Modena Modena, Italy

B.P.O Process Analyst Junior

09/2014 – 05/2015

- Drafting and updating of CNH warranty manuals
- Process gap checking and improvement, quality KPI analysis
- Managing contacts with the dealer network in the France/Benelux market
- Workflow checking and analysis
- Daily and monthly reporting on market status
- Daily and monthly reporting on claims processed in the France/Benelux market
- Training and onboarding of new staff at the Bucharest (Romania) branch

EDUCATION AND TRAINING

09/2007 – 07/2012 Cesena, Italy

Bachelor's Degree in Foreign Languages Liceo Scientifico Linguistico "Augusto Righi"

- Materie Umanistiche (Letterature, Filosofia, Psicologia, Storia)
- Materie scientifiche (Matematica, Fisica, Chimica, Biologia)
- Lingue e Letterature Straniere (Inglese, Francese, Spagnolo)

03/2025 – 28/05/2025 Milano, Italy

Master in Football Team Manager Sport Business Accademy

05/2025 – CURRENT Milano, Italy

Master in Football Sporting Direction Sport Business Accademy

LANGUAGE SKILLS

MOTHER TONGUE(S): Italian

Other language(s):

English

Listening C2

Spoken production C2

Reading C2

Spoken interaction C2

Writing C2

Arabic

Listening C1

Spoken production C1

Reading C1

Spoken interaction C1

Writing A1

Spanish

Listening C2

Spoken production C2

Reading C2

Spoken interaction C2

Writing C2

French

Listening C2

Spoken production C2

Reading C2

Spoken interaction C2

Writing C2

Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user

COMPETENZE COMUNICATIVE E INTERPERSONALI

Communication and interpersonal skills

- Strong team spirit and ability to manage teamwork, with sensitivity to individual needs
- Proactive attitude and openness to dialogue and active listening
- Excellent communication and interpersonal skills
- Strong aptitude for engaging with third parties such as clients

- Constructive mindset
- Excellent adaptability, developed through experience in multicultural environments where collaboration was essential to achieve shared goals

COMPETENZE ORGANIZZATIVE

● Organizational skills

- Excellent organizational and management skills, developed by handling various aspects of both private and professional life
 - Strong problem-solving abilities
 - Proven ability to work independently, prioritizing tasks according to management's requests; skills gained through the professional experiences listed above, where I was always required to manage different activities autonomously while meeting deadlines and set objectives
 - High stress tolerance
 - Ability to work effectively under tight deadlines
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Autorizzo il trattamento dei miei dati personali presenti nel CV ai sensi dell'art. 13 d. lgs. 30 giugno 2003 n. 196 - "Codice in materia di protezione dei dati personali" e dell'art. 13 GDPR 679/16 - "Regolamento europeo sulla protezione dei dati personali".