

Matteo De Caprio

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Nationality: Italian

City: Valencia, Spain

Leadership, accountability, team empowerment, collaboration, change management, purchasing and sales. Seasoned commercial professional with a strong focus on profitability and sustainable business performance. My career spans diverse industries from luxury to automotive allowing me to develop a broad commercial perspective, adaptability, and strategic insight. Comfortable operating in international and multicultural environments, I bring a refined communication style and proven ability to engage effectively with teams, boards, clients, and suppliers, fostering trust, alignment, and long-term value.

EDUCATION

- **International Management.** IESE Business School by Coursera, Madrid (2026).
- **General English & Marketing.** Lonsdale Institute, Sydney (1/2017-12/2017).
- **Bachelor of Interior Design.** Nuova Accademia di belle Arti, Milano (2012-2015).

EXPERIENCES

OK MOBILITY GROUP

- **International Purchase Specialist** (3/2021-present): I lead, in collaboration with the Country Manager, the launch of OK Mobility Italy and the introduction of OK Mobility Subscription Italy, supporting national expansion through the tripling of the OK Store network, a significant increase in purchasing volumes, (+300%) and the development of strategic OEM partnerships. I am also responsible for fleet acquisition for OK Mobility Turkey and for managing long-standing OEM partnerships in Spain, overseeing end-to-end procurement processes and negotiating the best commercial and contractual terms. I specialize in residual value analysis and pricing, with responsibility for defining fleet value optimization strategies and maximizing the overall profitability of the portfolio. Valencia, Spain.

VODAFONE BUSINESS

- **Sales Manager B2B** (11/2020-3/2021) Reduce the complexity of business communications through global cost visibility, customer insight, and new business opportunities. Valencia, Spain.

PLASTICOS FLOME SL

- **International Procurement Manager** (09/2018-11/2020): Manage import-export of car fleets across Europe, evaluating and negotiating with suppliers, attending trade shows and conferences, analyzing contracts, and monitoring costs, deliveries, and product performance.
- **International Sales Manager B2B** (12/2017-09/2018): Build and maintain strategic relationships with key European clients to drive growth, maximize sales and benefits, and deliver tailored solutions. Valencia, Spain.

SANTONI

- **Sales Associate** (02/2016-01/2017): Sales assistant at Boutique Montenapoleone. Milan, Italy.

TATRAS

- **Assistant Store Manager** (09/2015-02/2016): Milan, Italy.

ABERCROMBIE&FITCH

- **Brand Representative** (10/2010-09/2015): Milan, Italy.

LANGUAGES

Italian (native), **Spanish** (bilingual), **English** (Fluent).