



# ANDREA PAOLINI

Rome 24/11/1975

## PROFILE

Graduated in Engineering for the environment and the territory, qualified to the profession, with over 18 years of experience in the Automotive sector, gained in national and multinational companies in the sales, after-sales, fleet, marketing, training and network development sectors

## SKILLS

- Fleet, Sales and A/S network management
- Negotiation
- Target achievement
- Problem Solving
- Training on traditional and electric cars

## CONTACTS

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Rome, Italy

## PROFESSIONAL EXPERIENCES

### GRUPPO KOELLIKER | june 2021 –present

Key Account Manager, Italy

Tasks performed:

- Developing a solid and trusting relationship between major key clients and company for fleet management of traditional and electric vehicles
- Manage Sales and After Sales aspect for the fleet supply of all brands: passenger cars (Mitsubishi, Ssangyong, Aways, Seres) and commercial vehicles (Maxus, Wuzheng). Maintain business relationships with key customers, visiting them periodically, updating contracts, discussing discounts and support plans, and training new resources
- Provide assistance in case of post-sale problems
- Participate in trade fairs and industry events by providing information to interested potential customers
- Respond to CRM leads, contacting interested potential customers, meeting them to explain the product range

### GRUPPO KOELLIKER | october 2020 – may 2021

Area Manager Sales Mitsubishi e Ssangyong, Centre South of Italy

Tasks performed:

- To ensure the achievement of the sales target in the area of competence
- Periodically visit dealers implementing commercial strategies and marketing plans
- Collaborating with logistics, ensuring the delivery of the cars in the predefined times
- To provide complete reporting on sales and profits, identifying the causes of any deviations and producing related recovery action plans
- Collect and verify the documentation of a newly appointed dealer and approve the final project of the new headquarters

### MITSUBISHI MOTOR AUTOMOBILI ITALIA | november 2016 – september 2020

Area Manager Sales, Centre South of Italy

Tasks performed:

- To ensure the achievement of the sales target in the area of competence
- Periodically visit dealers implementing commercial strategies and marketing plans
- Collaborating with logistics, ensuring the delivery of the cars in the predefined times
- To provide complete reporting on sales and profits, identifying the causes of any deviations and producing related recovery action plans
- Collect and verify the documentation of a newly appointed dealer and approve the final project of the new headquarters

### TOYOTA MOTOR ITALIA | january 2016 – october 2016

Area Manager Sales, Lombardia and Veneto

Tasks performed:

- To ensure the achievement of the sales target in the area of competence
- Periodically visit dealers implementing commercial strategies and marketing plans

## **TOYOTA MOTOR ITALIA | january 2015 –december 2015**

A/S Marketing Specialist, Rome

Tasks performed:

- Conducting marketing analysis, pricing construction, digital marketing; responsibility for spare parts and accessories campaigns target dealers and local suppliers
- Collaboration with team designers and editorials for marketing materials
- To provide assistance in case of post-sale problems
- Coordination with internal divisions, partner agencies and local suppliers for the development of all marketing communications in compliance with the set times and the related costs.

## **TOYOTA MOTOR ITALIA | january 2010 –december 2014**

Area Manager After Sales,(2010-11 North East-2012-13 North West- 2014-15 Emilia Romagna e Marche)

Tasks performed:

- Manage of all technical, economic, managerial, organizational aspects related to after-sales
- Responsibility for the signature and related management of the qualitative and quantitative objectives of the dealers
- Verify of Toyota standards (TSM),analysis of the annual BM, verification of guarantees
- Analysis of warehouse stocks analysis of critical customer cases at the request of Customer relation

## **TOYOTA MOTOR ITALIA | october 2004 – december 2009**

Environmental Specialist , Roma

Tasks performed:

- ISO 14001 Environmental Management system and ISO 9001 Quality Management System Manager
- Head of ISO 14001 Environmental Management System and ISO 9001 Quality of Toyota Network
- Coordinator of ELV Project (End of life Veichles)

## **IGEAM | september 2003 – october 2004**

Technical Field Engineer, Roma e Molise

Tasks performed:

- Consultant for the project "M.I.U.R" (pursuant to Law No. 23 of 1996 art.7), concerning the new development of the register of school buildings of the Molise region
- Consultant for the project "MUNICIPALITY OF ROME", which consists in the monitoring and analysis of the risks present in kindergartens, elementary and middle schools of the Municipality of Rome, through inspections in the assigned sites, and the subsequent drafting of a technical report containing both the necessary adaptation measures and the metric calculation relating to the adaptation of the sites themselves to Legislative Decree 626/94.

## STUDIES

2003 | Rome - Italy

**Degree in Engineering for the Environment and the Territory**

La Sapienza

1995 | Rome - Italy

**Scientific High School Diploma**

San Giovanni Evangelista

## CERTIFICATES and QUALIFICATIONS

2004 | Rome - Italia

**Qualification to practice as an Engineer**

La Sapienza

2017 | Rome - Italy

**Master in Advanced Dealer Programme**

Luiss Business School

2007 | Milan - Italy

**Training Course Iso 9001:2000-Quality Management Systems**

TUV ITALIA

2006 | Rome - Italy

**Photovoltaic systems: technical-architectural design**

Centro Nazionale delle Ricerche (CNR)

2005 | Bologna - Italy

**Internal auditor of environmental management systems**

TUV ITALIA

2005 | Milan - Italy

**Environmental manager in the car sales and after-sales sector**

Cermet

2005 | Milan - Italy

**Environmental Expert (I° modulo)-Environmental Management Systems and EMAS Regulation"**

ANGQ e UNIROMA

## LANGUAGES

Italian: Mother Tongue

English: Fluent

## IT SKILLS

- Microsoft Office
- AS 400
- Showcase
- Teams
- Zoom

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