



STEFANO MENNELLA

Personal Information

Birth date September 21th, 1993
Address Via Cosenza 3, Milan, Italy
Phone +39 349 8762375
Email stefano.mennella@yahoo.com
Skype stefanomennella

Education

- Sep 2017-Sep 2018 **Master MIB** (International Business , main subjects : International Marketing, International Business Strategies , International Entrepreneurship, International People Management, Economic and Financial Analysis, International Banking) , English Master , Università Cattolica del Sacro Cuore, Milan.
- Field Work Project – Richemont Group , Creative Academy :
The evolution of luxury training : mapping worldwide schools , academies and partnership in the luxury competitive landscape.
- Sep 2013-Mar 2017 **Bachelor of International Business Administration and Management**, Università Parthenope, Naples. Expected final Grade: 99/110. Thesis supervisor: Prof. Luigi D'Onofrio. Thesis topic: Credit securitisation of the future credits.
- Jen 2016-Jul 2016 Share to the international project **“Erasmus”, Málaga, Spain.**
Communicative ability developed in Malaga during the Erasmus Project, 7 months, with an exam and Group works . Exam in Malagà : “Economy and Management of international Enterprises :30/30.
- Sep 2007-Jul 2012 High School at Liceo Scientifico Salesiani di Caserta (Sacro Cuore di Maria). Final Grade:82/100.

Work Experience

April 2019-Current **Account Manager, Huawei, Milano**

- Expand the customer portfolio and manage new business relationships with the customers already acquired.
- Business continuity with Mediaset S.p.a
- Management of pre/post-sales phase of commercial negotiations.
- Marketing activities through organization of events for commercial purposes.
- Marketing activities, Events organization.

Nov 2018- April 2019 **Assistant Area Sales Manager, Tri-Coastal Design, Milano**

- Support the Sales manager in the pre-and post-sales phase - Support the sales manager in placing orders
- Support the organization of appointments, travel and fairs - Support the creation of content and commercial/marketing tools
- Support the back office and customer service activities - support the sales office for online and offline projects - support the activities of buying-coordinating shipping and receiving samples

Apr 2018- Nov 2018 **Sales Support Specialist, Nestlé, Milano**

- Activities related to the sales area , monitoring and support for the sales area, customer progress, customer invoicing, visions of software applications.

Jan 2012-Sep 2017 **Junior Manager, Roby Baby S.r.l., Caserta** (- approach with customers, - quality check, - supplier relations) . Ample communicative English ability in frequent trips to China with working finality.

Jan 2018 MIB field work , working simulation experience.

Language Skills

Italian Mother tongue
English Proficiency level. 18/08/2011 Cambridge Certified ESOL Entry Level in ESOL International Level **B1**
06/2010 Trinity College London, “Garded Examination in Spoken English”
Level 1 Certificate in ESOL International (Speaking and listening)
B2.2 of the CEFR.
Spanish Good user. Curricular exam grade: Suitable.
Certificado del Curso español **B1**, Instituto eCenter, Malaga.

IT Skills

Microsoft Office	Good level. ECDL 7 (European Computer DrivingLicence).
Envision	Solid understanding of advanced use
Sap	Solid understanding of advanced use
Tsme	Solid understanding of advance use
Salesforce	Solid understanding of advance use

Skills

Certificate of qualification for “Sales representative and agent
– Driving Licence : B\A

Other Activities

1998-2003	Competitive swimming.
2000-2005	Horseback Riding Competitive.
2003-Current	Football Player.
1998-Current	Expert skier.

I hereby authorize the use of my personal details solely for circulation within the company in relation to the Italian Legislative Decree n° 196/2003