



PERSONAL DETAILS

Name	LUCA MATTEO TOMATIS
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Nationality	ITALIAN
Date of Birth	03 RD JANUARY 1985

WORK EXPERIENCE

Dates	June 2019 – Onwards
Name and address of employer	Assurant Solutions – Milano (MI) – www.assurant.com
Type of business or sector	Assurant, Inc. (NYSE: AIZ) is a global provider of risk management solutions, protecting where consumers live and the goods they buy. A Fortune 500 company, Assurant focuses on the housing and lifestyle markets, and is among the market leaders in mobile device protection; vehicle protection; pre-funded funeral insurance; renters insurance; lender-placed homeowners insurance; and mortgage valuation and field services. With approximately \$30 billion in assets and \$8 billion in annual revenue, Assurant is located in 16 countries, while its Assurant Foundation works to support and improve communities
Occupation or position held	Senior Key Account & Business Development Manager Telco
Main activities and responsibilities	<ul style="list-style-type: none">• Managing relationship with Telco Carriers• People management• Development new business opportunities (sales & marketing)• Cross selling• Maintaining relationship with the Head Quarter;• Collaboration with other business functions (Supply chain, business development, buyers, legal, R&D, etc); <i>Focused to achieve the objectives defined by the Italian Client Director</i>
Dates	May 2019 – May 2019
Name and address of employer	Xiaomi Technology Italy – Milan (MI) – www.mi.com
Type of business or sector	Xiaomi is currently the world's fourth-largest smartphone brand, and has established the world's largest consumer IoT platform, with more than 196 million smart devices connected to this platform, excluding smartphones and laptops. Currently, Xiaomi products are present in more than 80 countries and regions around the world and have a leading foothold in many of them. In July 2019, Xiaomi for the first time made the Fortune Global 500 list.
Occupation or position held	Sales Manager Telecom Carriers
Main activities and responsibilities	<ul style="list-style-type: none">• Managing relationship with Telco Carriers in Italy• People management (3 Account Managers)• Development new business opportunities (sales & marketing)• Collaboration with other business functions (Supply chain, business development, buyers, legal, R&D, retail etc);

Focused to achieve the objectives defined by the Italian Country Manager

Dates	February 2016 – April 2019
Name and address of employer	Assurant Solutions – Milano (MI) – www.assurant.com
Type of business or sector	Assurant, Inc. (NYSE: AIZ) is a global provider of risk management solutions, protecting where consumers live and the goods they buy. A Fortune 500 company, Assurant focuses on the housing and lifestyle markets, and is among the market leaders in mobile device protection; vehicle protection; pre-funded funeral insurance; renters insurance; lender-placed homeowners insurance; and mortgage valuation and field services. With approximately \$30 billion in assets and \$8 billion in annual revenue, Assurant is located in 16 countries, while its Assurant Foundation works to support and improve communities
Occupation or position held	KAM - Key Account Manager Telco (H3G, Wind, Vodafone)
Main activities and responsibilities	<ul style="list-style-type: none">• Managing customer relationship• Cross selling• Maintaining relationship with the Head Quarter;• Collaboration with other business functions (Supply chain, business development, buyers, legal, R&D, etc); <p><i>Focused to achieve the objectives defined by the Italian Client Director</i></p>
Dates	February 2015 – January 2016
Name and address of employer	Tech Data Italia S.r.l. – Azlan division – San Giuliano M.se (MI) – www.techdata.it
Type of business or sector	Tech Data Corporation is one of the world's largest distributors of IT products and services. Every day, IT resellers around the world depend on Tech Data to help cost-effectively support the technology needs of end users of all sizes, including small- and medium-sized businesses (SMB), large enterprises, educational institutions, government agencies, and consumers.
Occupation or position held	Key Account Manager & Business Development Manager Telco, IT and Consumer Electronics
Main activities and responsibilities	<ul style="list-style-type: none">• Development new customers and new business opportunities• Cross selling• Maintaining relationship with the vendor and customers;• Collaboration with other business functions (pre-sales, external sales, buyers, warehouse, etc);• Focus to reach the objectives defined by BU Manager: revenue & margin
Dates	November 2014 – January 2015
Name and address of employer	Esprinet Spa – Vimercate (MB) - www.esprinet.com
Type of business or sector	A leading company in Italy in the wholesale distribution of IT and consumer electronics products
Occupation or position held	Senior Brand Manager and Key Account Manager
Main activities and responsibilities	<ul style="list-style-type: none">• Development of the marketing plan for the Brands;• Management of promotions and advertising;• Economic management of the product (analysis of profitability);• Brand and market analysis, positioning analysis towards the competition and pricing• Definition and implementation of business strategy for the web channel and for the traditional channels of sales;• Build and maintaining the relationship with the vendor and the main customers;• Collaboration with other business functions• Focus to reach the objectives defined by Sales&Marketing Managers: revenue, margin, quantity and quality of stock.
Dates	May 2012 – October 2014
Name and address of employer	Esprinet Spa – Vimercate (MB) - www.esprinet.com
Type of business or sector	A leading company in Italy in the wholesale distribution of IT and consumer electronics products

Occupation or position held	Brand Manager
Main activities and responsibilities	<ul style="list-style-type: none"> • Development of Lenovo's revenues with analysis and definition of the "go to market" strategy • Development of the marketing plan for the Brands; • Management of promotions and advertising; • Economic management of the product (analysis of profitability); • Brand and market analysis, positioning analysis towards the competition and pricing • Definition and implementation of business strategy for the web channel and for the traditional channels of sales;
Dates	November 2011- May2012
Name and address of employer	Studio Landi Srl – Parco Scientifico e tecnologico ComoNext – Lomazzo (CO) - www.studiolandi.net
Type of business or sector	Definition of marketing strategy and target customers, market analysis and selection of potential customers. Creating pages and new media advertising campaigns
Occupation or position held	Project and Sales Manager
Main activities and responsibilities	<ul style="list-style-type: none"> • Production of research results through reports and statistical annexes; • Management of around 9 Marketing database; • 4 trade marketing studies; • 3 geomarketing projects; • Build the relation with customers and suppliers for the project definition;
Dates	March 2009- October 2011
Name and address of employer	Dinamica Press Srl – via Emilio De Marchi, 31 – Milano
Type of business or sector	Commerce
Occupation or position held	Junior Sales Account
Main activities and responsibilities	<ul style="list-style-type: none"> • Generating new business development opportunities • Research of potential customers • Managing Customers • Planning and management commercial communications

EDUCATION AND TRAINING

Dates	2007 – 2009
Name and type of organisation providing education and training	Università Carlo Cattaneo di Castellanza (VA) – LIUC (Finanza di mercato e di impresa)
Principal subjects/Occupational skills covered	Economics & Finance
Title of qualification awarded	Master's Degree (94/110)
Dates	2003 - 2007
Name and type of organisation providing education and training	Università Carlo Cattaneo di Castellanza (VA) – LIUC (Economia Aziendale Sistemi Informativi)
Title of qualification awarded	Bachelor's Degree (88/110)

Personal skills and competences

Mother tongue	ITALIAN
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Other languages

ENGLISH

Reading	Advanced
Writing	Advanced
Speaking	Advanced

Social skills and competences I am a very positive person. When I work in a team I have spirit of initiative, determination and leadership skills.
I can adapt to situations with flexibility. I am creative and practical.
I take responsibility for my actions and decisions.

Organisational skills and competences Management of Teamwork;
People management
Management and organization of time.

Technical skills and competences Advanced knowledge of Microsoft Office, Lotus Notes, AS400; Oracle BI