



## *Curriculum vitae* - Massimo SANFELICI

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### ➤ **About me**

I'm a passionate Sales & People Manager who started his carrier in consultant companies.

I love leading the full sales circle supporting my sales team because I need the "SMELL OF DEAL".

I like describe myself as a People Manager too, because coaching people gives me the most satisfaction ever. My team overachieved over the last three fiscal years and I had a people turnover below 15%.

My leadership style is "lead by example".

### ➤ **Education**

I graduated with top honors from the Turin Economics Business School in July 2008. Thesis title, developed with a company stage in FCA SpA, was: "The Mass Customization in the automotive market."

### ➤ **Job Experiences**

**Oracle** - Sales manager - *Malaga (SP)*: since June 2017 I have been leading a sales reps team and partner environment focused on Italian Manufacturing & Professional Services Market. We are driving the digital transformation through SAAS-PAAS-IAAS Cloud solutions.

**Oracle** - *Sales specialist* - *Malaga (SP)*: since June 2015 till June 2017 I helped business transformation through Oracle Technology solutions, managing relationship with large commercial industries on professional Services, Distribution & Manufacturing Italian Market.

**Stratos Group** - *Account Manager* - *London (UK) and Milan (IT)*: since January 2013 till June 2015 I worked at Stratos (IBM, Microsoft & Tagetik partner) as Sales Account Manager for the Business Analytics division. In Stratos we were focused on developing business solutions and consultancy projects, adopting market leader technologies in Corporate Performance Management, Business Intelligence and Predictive Analytics areas.

**Ernst & Young** - *Senior Consultant* - *Turin (IT)*: I worked at EY for two year period as Senior Consultant in Banking & Insurance services line, improving my sales skills.

**Deloitte** - *Audit services* - *Turin (IT)*: I worked at Deloitte for three year period as Auditor in Manufacturing services line, developing my accounting and financial skills.

**Rari Nantes Srl** - *Fitness Instructor* - *Turin (IT)* - since January 2000 till May 2015 I worked as swimming and fitness instructor at Turin Rari Nantes.

#### ➤ ***More about me***

When I was at the university I had different job experiences at casting agencies such as FBI Casting, Flamini Group, Sinergis Italian and Italian-style 4, developing sales experiences in retail and automotive industry (product advertising campaigns, showroom sales assistant).

#### ➤ ***Personal ambitions/passions/hobbies***

Professional roles that I chose till now allowed me to play dynamic roles with a specific focus on Sales area.

I love leading a sales team as “First Line Manager”.

I like skiing, swimming, kitesurfing & fitness activities.

#### ➤ ***Personal Skills***

High adaptability, good organizational skills, ability to work in team and manage sales people.

#### ➤ ***Certifications***

I have got the following certificates:

- Shenker certificate for English language;
- Shenker certificate for Spanish language;
- Lifeguard certificate with MIP extension;
- Swimming instructor certificate.

➤ ***Knowledge and language skills***

Excellent knowledge of Office systems, Oracle applications, professional English & Spanish language level.

Authorize the processing of personal data in accordance with current legislation on Privacy (Legislative Decree no. 196/2003).

*Massimo Sanfelici*