

I send you my CV for your evaluation  
I'm at your disposal for any information.  
I look forward to your feedback.

Best Regards

Stefano Meloni  
*Stefano Meloni*

## **Personal information:**

I'm Stefano Meloni, I'm born in Milan, Italy the 4 June 1966 and I'm married with Silvia. We have 2 daughters and 1 son. Chiara is 20 years old, Benedetta and Alessandro are 15 years old and they are twins.

My wife Silvia is a Lawyer, she run her law office by herself and She is specialized in civil law. We live in Milan Santa Giulia area.

I like first to stay with my family and then traveling, sports (Skiing, racing bike, walking), book's reading, music, cooking and other activities that I can do with my family and friends.

My spoken languages are Italian and English. I also spoke French and Spanish at school/University level.

## **Main Education:**

**1985** Thermal Engineer Diploma from the Institute of Technology Feltrinelli, Milan.

**1986-1988** 2 year study at Milan Polytechnic University.

**1990-2004** University of Milan, Faculty of Political Science: Business and Economics management specialization.

**1992/1993** MBA Sales and Marketing at the Business School SDA University Bocconi , Milan.

**1993/1994** Alfa Laval Training resources in management TRIM program: International MBA program AL Lund Sweden: Final project thesis: New launch process in the plate heat exchanger market.

**1998/1999** Alfa Laval Monza Leadership and management training program.

**2001/2004** Some specific trainings in Sales, Marketing and Management Training at the Business School SDA University Bocconi, Milan.

**2004/2005** Sales, Marketing and Leadership Training Program at Ashridge Business School of London UK.

**2010:** Leadership and change management program training Alfa Laval Academy

**2011-** Project Management and Green Belt Lean Six Sigma graduation

**2018-**Train the trainer GPHE: Group trainer license for GPHE

During my career in Alfa Laval I participated to many Alfa Laval or consultancy firm internal training about Heat Exchanger product and application technology as well as marketing, sales and channels management ( Partner management), presentation skill, leadership.

## **Personal characteristics**

I'm open, informal, friendly, emphatic straightforward, positive and optimistic with a strong customer, sales and business focus in order to improve sales performances and market positioning. I like to create network to work well together in team. I like to learn, change, adapt and think out of the box. I like to lead activities through the sharing of facts and analysis, finding solutions together and implementing them to improve the results of the team.

I like being a manager, working together with people to achieve common and shared goals, growing together and seeing the people, who work with me, are able to develop their talent and their main skills as well as being able to work on their own spaces for improvement, driving our individual accomplishment towards business and organizational objectives.

In my career have delivered sales, business or project positive results in line with the expectations, worked very well with central organization and local team to drive several implementation of business strategy with final positive result.

## Current role.

I'm **Business Unit GPHE Manager** for the Adriatic Region ( Italy Greece, Israel, Malta, Cipro)

In the role of BU GPHE Manager, I have the P&L responsibility to growth the sales volume and market share of the BU with a team of 5 direct people, 3 indirect people and an external sales network composed by 11 agents and 24 distributors.  
I'm part of the Energy Division management team and my responsibilities and activities are related to secure a full market and customer centricity overview regarding our BU, in fully alignment with Central BU , the Sales Company and our Energy Division.

As Manager of the BU we set and drive the strategy and market plans to achieve the targets in line with the Alfa Laval Group and the local Sales Company. We define, put in place and run all the activities that are securing the market share and application development, knowledge/people development, technical support, product development, market and application focus, market intelligence, marketing communication and digital marketing.

## Career

My experience is in the B2B of capital goods related to the products and processes of Heat Transfer Components ad well as filtration, separation, and fluid handling. My personal growth has always been in Sales and Marketing Management of all business areas, products and channels of which I have been responsible and worked. My experience and career is completed then with important project management experiences and continuous improvement activities.

Here below my career:

**1987-1989 HVAC Internal Sales Engineer**, design,quotation and technical support GPHE.  
**1989-1990 External Sales Engineer** GPHE for Light Industry, HVAC, District Heating.  
**1991-1993 Sales Manager** for all heat exchanger in Industry ( Light industry, IMP, Petrochemicals, Pharmaceutical etc), HVAC&District Heating, OEM and responsible for the external Thermal agent's sales network.  
**1994-1998 Business Unit Manager Thermal Industry Italy**  
**1999-2001 Business Segment Manager Food Oil&Protein** (Thermal, Separation, Fluid handling).  
**2002-2004 Business Segment Manager Process Food technology and Life science Italy**  
**2004-2010 Sales Company Adriatic Food and Pharma Divisional Director**  
**2010-2014 Sales Company Adriatic Business Development Director**  
**2014-2017 Sales Company Adriatic Business Development Director for Separation and GPHE product group**  
**2014-2017 Sales Company Adriatic Partners development director** , ( head of the partner management team and partner Development for Agents, Distributor, Service for all sales company).

Thank you very much for your attention,

Best Regard  
Stefano Meloni



Autorizzo al trattamento dei miei dati personali ai sensi della legge 196/2003 (ex 675)

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