

Personal information:

I'm Stefano Meloni, I'm born in Milan, Italy the 4 June 1966.
I live in Milan Santa Giulia area.

My spoken languages are Italian and English then 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 (19 examination done out of 23, not finished)
1992/1993 MBA Sales and Marketing at the Business School SDA University Bocconi , Milan.
1993/1994 Alfa Laval TRIM program: International MBA program AL Lund Sweden
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- AL Licence to train on Heat Exchanger

During my career in Alfa Laval I participated to many Alfa Laval internal training about Heat Exchanger product and application technology (ALHEAC, Pontus1 and 2, 2Phase advanced, GPHE, CP, SHE, HSS, DEC, Flow equipment, etc), sales and channels management (Partner management, Distributor, Agents)

Personal characteristics

I'm open, informal, friendly, emphatic straightforward, positive 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 analyses facts, find new solutions and implement them It in order to improve team's performances and business results. One of my main characteristic is to move easily from details to the visualization of the whole situation business picture.

Current role.

I'm **Heat Exchanger Product Manager** and **ED BU GPHE manager** for the Adriatic Region. I work in Energy Division reporting and as HE product manager, also for MD, SD, FWD

My business responsibility is to growth the sales volume and market share of GPHE within our Energy Division and also support MD, SD, FWD and their regional organization.

My main responsibilities and activities are related to secure a full market and customer centricity overview regarding the GPHE, by setting the strategy, targets and activities to secure market and application development, knowledge/people development, technical support, product development, market and application focus, market intelligence, marketing communication and digital marketing.

Career

1984-1986 Thermotechnical designer at the Marmifero Thermotechnical Studio

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 Food and Pharma Adriatic Divisional Director

2010-2014 Adriatic Business Development manager + Partner development manager + Prime performance Manager

2014-2016 Segment manager PWW + Business Development manager Separation and GPHE + **Adriatic Partner Manager** , (head of the partner management team and partner Development for Agents, Distributor, Service).

Thank you very much for your attention,

Best Regard
Stefano Meloni