

# Paolo Quagliotti

Via Buonarroti 370, 21040 Cislago Italy (30 km from Milan)  
paolo.quagliotti@gmail.com +393429068832  
Italian Nationality DOB: 16/03/1980 Married

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## PERSONAL STATEMENT

- Focused on achieving targets and improve business performance
- Ambitious and strong attitude to cultivate relationships with customers and business units
- Strongly believe in people, I'm always trying to have a motivated team made up of direct reports and indirect sales reps
- Daily work with targets, rolling forecast, P&L and management procedures
- Consistently identify opportunities to accelerate the growth
- Close cooperation with marketing and business units to be able to find out the correct customer proposal
- Clear and "smart" sales vision
- Interested in all District Energy influencers
- Currently looking for a suitable managerial position with an ambitious company

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## PROFESSIONAL EXPERIENCE

**Danfoss Heating Segment (Danish multinational company, > 25000 employees)**

***Sales Manager District Energy Italy***, 2014 to present

My aim is to increase presence and market share to get to be the first player on the market.  
Lead a team of 3 direct people and sales reps  
Focused on development district energy business through the work with multi-utilities municipalities, OEMs, large contractors and consultants

Direct report to the South Europe Sales & Marketing Director

### **Assignment:**

- Responsible to build the strategy, achieving all performance related targets, market contribution and expenses
- Structured Market plan, with hot spots and actions plan
- Analyzing complex data and documentations
- Lead a motivated team
- Monthly business and performance review with the team
- Individual performance plan with my team's colleagues
- Quarterly meeting with management and VP

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## PROFESSIONAL EXPERIENCE

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**Danfoss Heating Segment (Danish multinational company, > 25000 employees)**

***South Europe (ES-FR-IT) District Energy Business Coordinator Manager***, 2016 to present

In addition to above role, I'm also responsible for business growth in South Europe region.

### **Assignment:**

- Close contact with local Sales Manager,
- Yearly District Energy Market plan
- Activities with local stakeholder association

## PROFESSIONAL EXPERIENCE

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***Council Member of Italian District Energy association (AIRU)*** , 2015 to present

The council is represented by multi-utilities (municipality) and industrial energy partners

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## PROFESSIONAL EXPERIENCE

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**Alfa Laval (Swedish multinational company, > 17000 employees)**

***Sales Manager Italy***, 2002 to 2014

In this multinational company, I started to work when I was 22 years old and I have had the opportunity to experience all sales steps:

- ✓ 2002-2005 Sales engineer Heating and Air Conditioning
- ✓ 2005-2011 Key account HVAC large account
- ✓ 2011-2014 Market Unit Sales Manager with responsibility for the Italian market.

Lead a team of 2 direct people and 20 external sales reps and distributors.

Focused on development HVAC business through the work with large contractors, multi-utilities and stakeholders

Direct report to the Adriatic region Segment Director

### **Assignment:**

- Responsible for profitable business growth
- Yearly market plan
- Responsible for achieving all performance related the targets
- Lead a motivated team

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## EDUCATION COMPETENCE & TRAINING

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### EDUCATION

High school leaving qualification in industrial engineering, thermo-hydraulics / Energy focus

### PROFESSIONAL

- Italian (mother tongue)
- English (fluent)
- Spanish (fluent), my wife is Spanish

### PROFESSIONAL DEVELOPMENT:

- Sales Force - Pipeline - Dashboard
- Pure leadership - Management
- Negotiate and manage conflicts
- Complex Sales
- Development and management Sales Network
- Project Management
- Critical thinking, creative talent
- Public Speaking
- Account Profitability - CRM - SAP
- Sales Force - Pipeline - Dashboard