

Europass Curriculum Vitae



Personal information

First name(s) / Surname(s) **Marcello Favalli**
Address(es) via Caselle n. 1, 25020, Flero (BS), Italy
Telephone(s) 0039 331 3127 013
Skype Favalli5678
E-mail m.favalli@siwego.com
Nationality Italian
Date of birth 05 June 1978

Desired employment **CEO of SiWeGO**

Most important work experience

Dates	From September 2015
Occupation or position held	CEO & Co-Founder SiWeGO
Main activities and responsibilities	Conceptualization of the project, studies, analysis and market and industry research, and legal verification. Constitution of the team and of the New Company. Accreditation at two incubators: Trentino Sviluppo SPA and Bocconi University. Looking for partners and customers, including through public speech, and participation in tenders and competitions for Start Up.
Name and address of employer	Siwego srl, c/o Trentino Sviluppo SPA, Piazza Manifattura 1, 38068, Rovereto (TN)
Type of business or sector	Sharing economy & Transport
Dates	From July 2014 to April 2015
Occupation or position held	Sales Manager
Main activities and responsibilities	Sales manager Nielsen area 1 and 2: overseeing sales operations, management contracts and conditions of payment, trade and after sales service with key customers. Monitoring my team's performance and motivating them to reach targets
Name and address of employer	Campingaz Gaz Italia, via Cà Nova, 11, Lonato del Garda, Brescia, Italy
Type of business or sector	Outdoor & BBQ
Dates	From January 2013 to June 2014
Occupation or position held	Export Sales Manager
Main activities and responsibilities	Start-up and development of the internationalization process, through analysis of market sector/country, looking for new partners and management of business relationships. Organization support for meetings and business trips.
Name and address of employer	SME
Type of business or sector	Industry
Dates	From June 2009 to October 2012
Occupation or position held	Business Representative
Main activities and responsibilities	Trade marketing strategy implementation defined by the direction: communication management, distribution and care of the shop layout, market analysis and competitor monitoring. Customer portfolio expansion and sales network planning. Aftermarket management.

Name and address of employer	Inventa CPM for Taste of Home by Nestlé, Via Tortona n. 15, 10014, Milano, Italy
Type of business or sector	Food
Dates	From September 2007 to July 2008
Occupation or position held	<ul style="list-style-type: none"> - Training as "attaché commercial" - Buyer
Main activities and responsibilities	<ul style="list-style-type: none"> - Analysis of economic and trade information about Sweden. Contribution in meetings about economic and social questions, with consequently economic and social research. Collaboration in the organization of marketing events. Speaker in the workshop "Italian Energetic Policies" (see "Publications and Awards"). - Market research about Italian products and potential trading partners. Contacts with both the Italian suppliers and the Swedish buyers. Negotiation of buying conditions. Public relations, marketing, organization of promotional events. Contacts with the Italian institutions in Sweden.
Name and address of employer	<ul style="list-style-type: none"> - Embassy of Italy in Sweden, Djurgården, Djurgårdsvägen num. 174, 11521, Stockholm, Sweden - Adoro AB, Solkraftsvägen, n. 35, 13570, Stockholm, Sweden
Type of business or sector	<ul style="list-style-type: none"> - Diplomacy - Food
Dates	From October 1998 to May 2002
Occupation or position held	Pilot Cadet Officer
Main activities and responsibilities	Training school and flight training
Name and address of employer	Italian Air Force Academy, Pozzuoli, Napoli, Italy
Type of business or sector	Defence
Education and training	
Dates	From September 2013 to December 2013
Title of qualification awarded	Master in Operation Manager
Principal subjects/occupational skills covered	Cross-functional and business management skills, soft skills necessary for flexibility and development in a competitive business environment. Teaching method consists of sharing and experiential techniques of role-play, through the vision of different corporate offices, in order to manage cross-functional business environment to achieve goals efficiently. Available, on request, detailed program of the course.
Name and type of organisation providing education and training	Bosch, Offanengo, Crema, Italy
Dates	From February 2012 to May 2012
Title of qualification awarded	Certificate in Marketing & Visual Merchandising
Principal subjects/occupational skills covered	Principles of marketing, management of commercial, trade marketing, visual merchandising, management of the sales network, the project manager and principles of law on health and safety at work.
Name and type of organisation providing education and training	Newpeople Team s.r.l., viale Cassala num. 116, 20143, Milano, Italy
Dates	From September 2002 to March 2007
Title of qualification awarded	Master degree in Political Science (105/110)
Principal subjects/occupational skills covered	Political, administration, economics and social subjects
Name and type of organisation providing education and training	Università Statale di Milano, via via Conservatorio n. 7, 20122, Milano, Italy University of Tromsø as an Erasmus student, Tromsø, Norway

Personal skills and competences

Mother tongue(s)

Other language(s)

Self-assessment

European level (*)

English

Spanish

Italian

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production			
C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user	C1	Proficient user
A2	Basic user	A2	Basic user	A1	Basic user	A1	Basic user	A1	Basic user

(*) [Common European Framework of Reference for Languages](#)

Social skills and competences

Very good interpersonal and communication abilities. Good team player, capable of motivating others, especially in the achievement of team goals. Strong spirit of enterprise. Proven creativity skills.

Organisational skills and competences

Very good organizational and management abilities, both as a team leader and as member of a group. Self-motivating to meet goals and deadlines. Very good at problem solving and at managing unforeseen events.

Technical skills and competences

Marketing, Sales, Economics, Statistics, Sociology.

Computer skills and competences

Advanced level of expertise in Ms Windows Applications: Word, Excel, PowerPoint, Outlook.
Advanced level of expertise in Web Development: Adobe Photoshop, FrontPage.
Advanced level of Database Software Ms Access.

Other skills and competences

I am an Italian Football Association Referee (F.I.G.C), and an amateur sportsman of football, mountain biking, sailing, horse riding, skiing.

Driving license(s)

European license "A" and "B".

Publications and Awards

Speaker in the workshop "Italian Energetic Policies":

http://science.italianembassy.se/italian_energetic_policies.html

http://science.italianembassy.se/files/marcello_favalli_politiche_energetiche_svedesi.pdf

I received a recognition for the idea "Safe Brake: how to increase the level of passive safety for all road vehicles and users when braking", presented at the competition "K-idea" (October 2008), organized by the Science and Technology park "Kilometro Rosso" (Bergamo):
http://www.kilometrorosso.com/k_idea.php

Additional information

Single.

Master thesis about the European energetic market entitled: "Outsourcing of the energy market: the benchmark of ASM Brescia, theoretical aspects and implementation".

Availability to travel and to work abroad.

STATEMENT

I certify that the informations contained in this CV are accurate and truthful.

I authorize the processing of personal data, including sensitive ones, pursuant to and by effect of law n. 675 - 31.12.96, for the purposes set out in this notice of candidacy.

Date: 07/07/2018

Signature:

A handwritten signature in black ink, appearing to read 'Marcello Fanni', written in a cursive style.