



# Angeloni Claudio

## Curriculum vitae

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Claudio Angeloni is a manager with extensive international experience.

One of its strengths lies in the ability to provide strong management to business development as well as driving the implementation of projects with international scope.

He has been the driver of important startups and the manager of market leading companies.

Claudio has been the General Manager of multinational subsidiaries where he reached challenging goals thanks to a strong control on all business components.

He has a strong strategic vision that, together with a deep knowledge of business processes, allow him to manage company development keeping a strong focus on all marginality components.

The involvement of the company staff in achieving company's objectives, confirms Claudio Angeloni to be an ideal communicator as well as a natural team builder.

## **Evitalia Srl**

Vicenza – Electric transport vehicles



### **Managing Director – 2022 - current**

Evitalia is a startup born from the entrepreneurial and financial strength of the founder of Multione (see next section).

Claudio is, together with the company founder, a key player in this challenging project that is based on developing and manufacturing multi-role and full electric transport vehicles.

The technology behind this project is similar to the automotive one and requires a deep integration between electronic components through a strong software platform.

Currently the company is completing prototypes deployment and test.

At the same time, Claudio is setting up the complete internal organization, processes and dealing with all suppliers to complete components selection and BOM calculation for production.

## **MultiOne Srl**

Vicenza – Multifunctional compact loaders



### **Sales Director – 2018 - 2021**

- Definition from the new strategy commercial, marketing And distributive
- Repositioning of the brand in the main markets
- Increase of the sales and reached € 30mio with a +20% increase year on year

Main results: defined and implemented the new commercial strategy based on the creation of a renewed distribution network based on international partners with an adequate structure commercial and financial.

Establish collaborations with newly selected partners to consolidate the budgeting cycles and stabilized monthly billing. Closed the year 2020 (Covid affected) with a turnover close to € 30 million and an Ebidta above 25%. Transfer, in 2021, of the company to an American group with a high revenue in favor of the entrepreneur.

## **Pegaso Srl**

Verona – Agricultural and logistic machinery



### **Business Dev mgr – 2014 - 2018**

- Managed the generational transition
- Reorganization of company's processes to improve cost controlling, product lines marginality and business financials
- Developed and reinforced international business strategy
- Sales and marketing management
- Product price repositioning.
- Started new distribution partnerships

Main results: Sales increased by 20% In 2015 and by 30% In 2016.

## **Globus alliance Srl**

Milan / Vicenza – International Business Development consultancy

### **Founder / CEO – 2010 - 2013**

- Created a network of international partners
- Supported several Italian SME's to access international new businesses in new countries

### **Fossil Italy Srl**

Vicenza - **Watches and jewels**

**General Manager – 2003 to 2009**



- Revised and restructured all company's internal processes
- Defined business strategies, goals and defined budgeting process
- Driven the business growth from € 10 million to €50 million in three years
- Directed and managed important international projects with main partners such as Armani, Diesel, and others to help them integrate worldwide retail activities

Main results: taken the Italian subsidiary to grow from € 10mio to € 50mio in three years and become "Watch market best player in Italy" in 2007 (source: GSK)

### **Wings Italy Srl**

Milan – IT systems

**CEO – 2000 to 2003**

- Realization and development of innovative solutions and application:
  - Vertical SAP R/3 solutions for domestic market
  - GPS integrated tracking systems
- Started important partnerships business with IBM And HP

### **The Swatch Group srl**

Milan - **Watches and jewels**

**Managing Director – 1997 to 2000**



Managing Director with responsibility on all operative functions to support all company brands: Swatch, Longines, Omega, Rado, Hamilton, Blancpain, Certina, CK, and Tissot

Direct reports:

- Information Technology
- Organization And structures
- Logistics And distribution
- customer service And After Sales
- Purchasing/planning

Main results: reorganized all internal and external flows and processes. Improved italian subsidiary performances. Implemented SAP R/3. Reduced costs by 15% with a 10% increase in turnover (£ 410 billion)

## **Braun Italy**

Milan – **Small home appliances**

**Director of operations – 1994 to 1997**



- IT
- Logistics
- Organization, processes and structures

Main results: revision of the processes, integration of the logistics and distribution flows, complete re-structuring of IT systems. The branch went from £50bn to £150bn in just over 2 years keeping headcount unchanged.

## **Misco Italy Computer Supplies**

Milan – **Office and computer supplies**

**IT manager – 1989 to 1994**



Developed IT systems for Italian subsidiary with integration to Group's systems.

Supported the deployment of Spanish and French subs

## Personal Information

### Travelling:

Available for business travel

### Training:

Diploma in Informatics / Electronics

Management courses (Istud, CFMT, Federmanager)

### Languages:

Italian – native language

English – fluent

French – business basic

### Personal Interests:

Family, Baseball, Music

### References:

Nationals and international. Available on request.

## Contacts

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