

CV DR. FEDERICO CAPELLO

CITY: TURIN
ADDRESS Corso Galileo Ferraris 123 bis
STATE Italy
DATE OF BIRTH: January 25 th, 1976
FAMILY STATUS: married
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ACADEMIC QUALIFICATIONS

April 1997: BA Degree in Business Economics, University of Business Administration of Turin, Italy

1996-March 1997 : University of Brighton: specialization course in International Business (8 months)

July 1994: Scientific High School Diploma - Galileo Ferraris Institute, Turin, Italy

PERSONAL SUMMARY

A charismatic and energetic manager with a proven track record of consistently winning high levels of business within a competitive market place. Able to quickly establish credibility with senior decision makers in a wide range of business contexts, all with the aim of helping to grow the company brand and market share on global level. Having a first rate track record of performance and commitment as well as being able to deliver business value to the sales operation and customer.

CAREER HISTORY

November 2017 – Today: Managing partner at REGIP IP LAW (www.regip.it)

Main Duties:

- In charge of developing commercial and marketing strategies
- Building new synergies and cooperation plans with foreign agents
- Data Controller managing and implementing appropriate technical and organizational measures to ensure that processing is carried out in accordance with the GDPR.

October 2010- 31.10.2017: Corporate Commercial and Marketing Director Italy at Air Berlin PLC & Co. Luftverkehrs KG

Main Duties:

- In charge of developing commercial and marketing strategies at national level
- Coordination of main activities in Italy, team and staff management
- Data processor working closely to the controller for the monitoring of data security purposes in Italy

September 03-September 2010: Global Account Manager at Carlson Wagonlit Travel

December 99-July 2003: Multinational Sales Manager - Lear Corporation S.p.A.

July 1998-December 1999: Operation Analyst in TNT Global Express S.p.A.

1997: Stage at HQ offices of Bank Intesa- San Paolo of Turin

FOREIGN LANGUAGES

English: daily use for business, very good level

German: basic level

French: basic level

COMPUTER SKILLS – TECHNOLOGY ATTITUDE

High attitude and high skills toward the use of technology for business scope

Operating Systems: Windows, Mac OS, iOS, Android

Microsoft Applications: Word, Excel, Ms Project, PowerPoint, Access, reporting systems in general

Daily usage of CRM (Salesforce) for business scope