

▶ Mattia Rossini

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Date of birth: 23 August 1987

Gender: Male

Main career facts and accomplishments 2013-2019:

- 6 years experience of international sales and extensive business development
- Building of a highly motivated and trained international sales team
- Significant contribution in the development of several new long term business projects with important industrial groups such as Bühler Group, Rongsheng Petrochemical Co. Ltd., Saudi Grains Organization, PT Indofood Sukses Makmur Tbk, Kalleh Dairy and Rusal Boksitogorsk alumina refinery
- Expansion of the customers' portfolio from 500.000 € in 2013 to 4 million € in 2019
- Successful launch of a new fabrication facility in the Chinese plant in Tianjin

Work experience

Sales Manager – Moscow (Russia) based

(June 2018 onwards)

SAATI S.p.A.

SAATI is an Italian company which is one of the main producers of industrial technical fabrics for filtration and screen printing purposes in the world

Main responsibilities:

- Close cooperation with the headquarter in Italy to implement the commercial strategy of the Food & Process Business Unit in Asia (Russia, Middle East, Central Asia, Far East, Oceania)
- Management, coordination and training of the Asian technical-sales team in order to achieve the sales targets
- Mapping of the market to identify key players, products, technologies, volumes, prices
- Development of new business opportunities and strategic alliances
- Submission to the HQ of a list of projects and new products to be developed with related information on time to market, estimated income and resources needed to achieve the same
- Maintenance of long-term-business relations with key accounts
- Creation of quarterly forecast figures and coordination with the various supply chain functions (HQ, China, Germany, Russia) for the definition of the expected sales volumes
- Cooperation with the purchasing department to identify suppliers for complimentary products to be offered to the market

Asia Pacific Business Project Manager – Shanghai (China) based

(January 2017 – May 2018)

SAATI Technical Fabric (Tianjin) Co., Ltd – Chinese branch of SAATI S.p.A.

Main responsibilities:

- Leading role in the formulation and in the implementation of the commercial strategy of the Food & Process Business Unit in Asia (Russia, Middle East, Central Asia, Far East, Oceania)
- Leading role in the creation and in the development of the Chinese sales team
- Training of the Chinese sales team
- Cooperation with the general manager of the local Chinese branch as well as all the different company functions (supply chain, production, quality, technical office) for the implementation of a new local fabrication facility

Area Sales Manager – Appiano Gentile (Italy) based

(January 2013 – December 2016)

SAATI S.p.A.

Main responsibilities:

- Management of the network of distributors and agents of the Food & Process Business Unit mainly in Asia, Eastern Europe, Africa, Latin America
- Responsibility to consistently meet the monthly sales targets
- Identification of new sales opportunities
- Maintenance of good business relations with key accounts

Cashier

(July 2012 – November 2012)

Zara U.K. LTD store at Westfield White City shopping mall (London)

Running of the cash desk and customer service in one of the busiest shops in London during the Olympic period

Courses

Business, International Relations and the Political Economy

(May 2019 – July 2019)

[The London School of Economics and Political Science](#) – 8 weeks online certificate course

Focus on the core concepts for understanding globalisation and global change, from the disciplines of international relations, political science, political economy and macroeconomics. Analysis of real world problems using historical reflection, conceptual discussion and in-depth case studies. Exploration of key events that have shaped the evolution of globalisation from the 19th century until today

Final Grade: very good (83.2%)

Project Management

(November 2015 – December 2015)

[Organized by Umana Forma srl at SAATI S.p.A.](#)

Focus on the typical techniques, methods and procedures to define, plan, implement and control the company projects

Internship and volunteer experience

Project Manager Assistant (Internship)

(September 2011 – November 2011)

[Association Informo- Croatian National Contact Point of European Projects Association - Croatia](#)

Vodnjan, Croatia

Planning, development and monitoring of European projects, in particular projects financed by the European Union within the IPA programme (Instrument for pre-accession assistance)

Volunteer

(September 2005 – January 2011)

[Municipality of Costa Masnaga \(Lecco\), Italy](#)

Literacy support activities with immigrant children attending the local primary and secondary schools

Education and training

Master's Degree in International Relations

(April 2012)

[University of Milan, Italy](#)

Multidisciplinary qualification in the field of international relations which involve States, international organizations and private companies

Level in national classification: 110/110 cum laude

Erasmus Exchange Programme

(February 2010- July 2010)

[Vilnius University, Lithuania](#)

Exams taken in English: Legal English, Cross-cultural communication and conflict management, Theories and history of peace, basic Russian language;

Exams taken in Spanish: Español - nivel intermedio

Bachelor's Degree in International Studies and European Institutions

(December 2009)

[University of Milan, Italy](#)

Multidisciplinary qualification in the economic, legal, political and historical fields aimed at the European and the international dimension

Level in national classification: 105/110

High School Diploma

(July 2006)

[Liceo Classico "A. Manzoni", Lecco, Italy](#)

Language skills

Italian: mother tongue

English: proficient user

- July- August 2009: advanced English course at the Boston Academy of English, 59 Temple Place, 02111 Boston, MA, United States of America

Spanish: independent user

- August 2015: B2 level Spanish course at Camino Barcelona - Spanish Language School, Calle Comte d'Urgell 78, 08011 Barcelona, Spain

Russian: basic user