

PAOLO BALBONI

PERSONAL DATAS

Marital status: Separate
Nationality: Italian
Date of Birth: 10/07/63
Place of birth: Carpi (MO)
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Army carried out at Commando FTASE (NATO) of dismissed Verona with the degree of Greater Corporal

INSTRUCTION

From 1977 to 1982 Diploma of Industrial Chemical Expert at the Institute Enrico Fermi of Modena

From 1988 to 1990 Like working student attended 2 years of Economy and Commerce at the University of Modena.

PROFESSIONAL EXPERIENCE

From 1984 to 1985 Lab Technician and responsible in colours preparation at Tintoria Sansone (Carpi-MO)

From 1985 to 1989 Assumption at Dow Italy like TS& D (Technical Service and Development) field elastomers and polyurethane car air filters.

During this period I have participated to the following the courses:

- Presentation Skill (Like managing a presentation in Public)
- Time Management (Management and organization of the time) written up from the Franklin-Covey Organization
- Course of Lotus - ground level.
- Theoretical Course of Sure Guide

From 1989 to the 1993 TS& D in the field of the Italy Footwear (Co-author of two patents on the formulation of polyurethane systems expanded with water, base polyether).

During this period I have participated to following the course of formation: -

- Workshop (Like working in team)
- Course of safety guide on road

From 1993 to the 1996 TSR (Technical Sales Representative) in the following countries Italy, Poland, Turkey, USA, Australia.

During this period I have participated to the following courses:

- Sales course - Mario Silvano
- Run on the business Emergency

From 1996 to 2009, hired with the qualification of Sales Director at Chem-Trend (Freudenberg Group from 2004 previously Burmah Castrol), leader in the sale of release agents at world-wide level, with the following duties:

- From 1996 to the 1998 Business Centre Manager Chem-Trend Italy
- From 1999 to 2000 European Business Manager Polyurethanes and Business Centre Manager Chem Trend Italy
- From 2000 to 2001 Sales Manager South Europe
- From 2001 to 2004 Sales Manager South & East Europe
- From 2005 till now Sales Director South of Europe (Turkey, Middle East, Egypt, Pakistan, Iran, UAE,)including Italy.

During this period I have participated to following training formation:

- Smile Manager (Luciano Ziarelli)
- Critical business (Luciano Ziarelli)
- Conflict Management (Circe Business Development)
- To set up and To manage a net of Agents (Cegos)
- To think lean - Lean Thinking (Bonfiglioli Consultino) at Ducati firm
- Leadership shop (Luciano Ziarelli)
- Reading of the Income statement for not assigned Part I (Dr. Nicholas Longo)
- Reading of the Income statement for not assigned Part II (Dr. Nicholas Longo)
- The Leadership in the Professional Relations (Dr Claudia Cavallini)
- Leadership in the Professional Relations - Part II (Dr Claudia Cavallini)
- Memory , remember with more effectiveness (CSR)
- High Performing Team (Watson Wyatt)
- Communication and Leadership in the Management of Collaborators (MIDA)
- People Managment: The strategic management of the persons (THESIS)
- Management Check up (MIDA)
- The Development of the Self Efficacy (MIDA)
- S.T.E.P. - Strategically Transforming Entrepreneurial Potential (Executive Resources - Human Potential Consultants, L.C.)

From 2009 till now

Founded Distribution-Network, leader company distributing release agents, blowing agents, polyurethane additives, polyurethane systems, lubricants, glues.
Sales network all around Europe representing leading companies around the world.

FOREING LANGUAGES

Flowing English: Spoken and written , basic understanding Spanish, Portuguese, Frances.

COMPUTER SCIENCE ACQUAINTANCES

Window XP, Lotus Notes, Lotus wordpro, Lotus 123, Lotus freelance Graphics Excell, Word, Power Point, Microsoft Office.

MAIN CAUGHT UP RESULT

From 1996 to 2004 The Chem-Trend sales in Italy at the moment of my assumption were of 2.000 euros, carried the turnover to end 2003 to 3 million Euro with a significant operating margin .

At the same time created a sales network comprising they:

- 2 customer service people
- 1 Controller/Administration
- 3 Salesman on every line of product
- Created net of distributing agents/for managements customers medium/little ones

In the same period as responsible of the East and south Europe I have carried the turnover from 1 to 2,5 Million Euro with significant operating margin ,

From 2001-2004 consolidating distribution network at :Russia, Hungary, Poland, Rep.Ceca, Rumania, Turkey, UAE, Iran.

From 2005 to 2009 the turnover in Italy from 7 million Euros (of which 4 million inherited from fusion Freudenberg group) to 10,5 Million to end 2007 with significant operating margin ,

Redesigned office and sales structure:

- 3 customer service people
- 1 Controler + 2 persons accounting
- 3 Sales manager for line of products
- 4 direct inside salesman
- Net of distributing agents/for a total of 46 persons

In this period I grown south Europe from the turnover of 0,8 Million Euro to 1,9 Million with significant operating margin , with main milestones :

- Establish distribution network in Turkey
- Widened the distributive net in Iran from 1 to 3 distributors
- New distributor in Saudi Arabia
- 2 New distributors in Pakistan
- 2 New distributors in Egypt

From 2009 till now Distribution-Network growth reach over 1 million Euro/turnover and selling all around the world.

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Main interpersonal characteristics:

Recognized ability in selecting people and find new collaborators agents
Ability to create a positive atmosphere of comfortable job and a dynamic and motivated group

- Hard Worker

- Ability in achieving the business objectives
- Hard predisposition “how to sell” the added value
- Optimal relation with the job colleagues
- Hard delegation ability
- To develop the collaborators

The undersigned is to acquaintance who, according to of art. the 26 of the law 15/68, about this declarations , the false in the actions and the use of actions makes itself is punished according to of the criminal code and the special laws. Moreover, the undersigned authorizes to the treatment of the personal data, second previewed how much from Law 675/96 of 31 December 1996.

In faith

PAOLO BALBONI