

PERSONAL INFORMATION **Andrea Sangiovanni**



📍 Via Martiri della Libertà 24/C I-20085 Locate Triulzi (Milan)

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✉ Andrea.sangiovanni@hotmail.com

Sex Male | Date of birth 11/05/1953 | Nationality Italian

POSITION
PREFERRED JOB **Export sales Manager / Export Sales Consultant / Translator**

WORK EXPERIENCE

From June 2012 – Export Sales Consultant (independent)
Freelance translator since 1998
My office in Locate (Milan) Italy

Business or sector : Building materials , non ferrous metals , construction and agricultural machinery, tools .

From May 2009 to June 2012 Export Manager at WELKA SERRATURE SpA in Rovellasca (Como)

Business or sector: Locks and closures

From June 2005 to May 2009 Export Manager at ELETTRA Srl in Olgiate M (Lecco)

Business or sector : Printing Machines

From November 2003 to June 2005 Export Manager at FONTANA LUIGI Spa in Veduggio (Milan)

Business or sector : Fastening (screws and bolts) automotive, construction and agricultural machinery.

From June 1995 to November 2003 Export manager at ALCAN ALLUMINIO Spa in Bresso (Milan) - from April to November 2001 Alcan Hong Kong Office as SE Asia sales Manager

Business or sector : Aluminium building systems (pre-painted) and automotive application

From July 1994 to June 1995 Export Area Manager at Novametal SA in Rancate (Switzerland)

Business or sector : Stainless steel wire

From November 1991 to June 1994 Export Area Manager at REDAELLI TECNA Spa in Cologno M.zese (Milan)

Business or sector : Stainless steel wire

From September 1987 to November 1991 Export Area Manager at ALCAN ALLUMINIO SPA in Bresso (Milan)

Business or sector : Aluminium building systems (pre-painted)

From September 1985 to August 1987 Sales Manager at EUROPEX Italy in Milan

Business or sector : Aluminium building systems (bare)

EDUCATION AND TRAINING

Graduate in Economy and Commerce – Oct 22nd 1990 at Catholic University in Milan .

Mother tongue(s) Italian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C 1/2	C 1/2	C 1/2	C 1/2	C 1/2
French	C 1/2	C 1/2	C 1/2	C 1/2	C 1/2
German	C 1/2	C 1/2	B1/2	B 1/2	C 1/2
Spanish	C 1/2	C 1/2	C 1/2	C 1/2	C 1/2
Portuguese	C 1/2	C 1/2	C 1/2	C 1/2	C 1/2

Russian	B 1/2	B 1/2	A 1/2	A 1/2	B 1/2
Serbo-Croatian	B 1/2	B 1/2	A 1/2	A 1/2	B 1/2

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
Common European Framework of Reference for Languages

Organisational / managerial skills	Team responsible for specific projects and sales team coordinator . Responsible of Export department reporting directly to General Manager .
Job-related skills	Good experience in after-sale and quality complaints service
Computer skills	Good command of all Microsoft Office™ tools
Other skills	Company literature translation (Catalogues, Leaflets, Brochures , Technical sheets , Flyers)
Driving licence	Category B

ADDITIONAL INFORMATION

As detailed above, I held the position of EXPORT AREA MANAGER and DIRECTOR INTERNATIONAL SALES for 26 years in various companies mainly operating in the field Metal working. I was able to act on all world markets, in particular Europe, Middle East and SE Asia where I also worked as Sales Manager in Hong Kong for the whole area of China (Mainland). As part of the responsibilities assigned to me has always returned the preparation of business plans, Country by Country, and the setting of sales targets, building the opening of new foreign markets for the development of sales and the network of Agents / Dealers / Importers according to the structure of each Country involved.

I speak and write correctly in 5 languages (English, German, French, Spanish and Portuguese) and I have a good knowledge of Russian and Serbo-Croatian in trade and negotiation and Technical translations

I also gained a good practice in negotiations for contracts for international shipping, letters of credit and export Customs documentation outside the EU.

I work currently as a Freelancer in VAT regime, and offer my collaboration as external consultant for Export Sales , both for activities already started to be consolidated into new international markets, both in the case of commencement of commercial sales activities abroad.

I offer my collaboration also for the evaluation and assessment, including economic of new business opportunities.

Publications Company catalogue and product brochures at Alcan Alluminio Spa and ELETTRA Srl , BOSSINI TECHNIK , EUROTHEX Srl , Pexatherm Srl .