


PERSONAL INFORMATION

Marco dell'Osso

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WORK EXPERIENCE

2018–Present

Responsible Sales & Marketing Manager

Sky Eye Systems, Pisa (Italy)

Responsible of the Sales and Marketing Department for the commercialization of an innovative UAV (unmanned aircraft vehicle)

Main activities:

- Potential customers mapping
- Creation customers relationship
- Negotiation sales
- Drafting and making contracts
- Networking & Partnership

2017–Present

Sales Manager

OMA SPA (Italian Aerospace Company), Foligno (Italy)

Main activities:

- Business relations with major customers;
- Preparation and coordination of commercial proposals;
- Preparation of new business plans;
- Develop and maintain an effective customer database;
- Networking to identify new business opportunities

2015–2017

Senior Program / Sales Manager

OMA SPA (Italian Aerospace Company), Foligno (Italy)

Responsible for F35 (JSF) program.

Main activities:

- Team coordinator in the execution of contracts;
- Risk analysis;
- Management of Import/Export licenses;
- Business relations with major customers (Lockheed Martin, Leonardo Departments, etc.);
- Business relations with national authorities (Ministero della Difesa, AIAD, etc.);
- Business proposals;

- Business plans;
- Program staff management;
- Program costs management;
- Business relations with strategic suppliers;
- Management of supply chain.

2014–2015 **Special Projects Manager & Executive Assistant to the CEO**

Simmel Difesa SPA (Nexter Group), Colleferro (Italy)

Responsibilities:

- Improvement of Supply Chain strategies;
- Improvement of the company management system;
- Strategy and business analysis;

Main activities:

- Carrying out research and data collection, conducting analysis;
- Interviewing employees, team management and other stakeholders;
- Running focus groups and facilitating workshops;
- Preparing business proposals/presentations;
- Identifying issues and forming hypothesis, formulating and implementing recommendations/solutions;
- Ensuring the assistance needed to implement the recommendations/solutions;
- Leading and managing those within the project team, including analysis.

2013–2014 **M&A Project Manager & Executive Assistant to the CEO**

Simmel Difesa SPA (Chemring group plc), Colleferro (Italy)

Due Diligence: Management for the establishment of the "Data Room"

Activity was carried out in close liaison with the Consulting Company Moelis, who managed the interface between the Company, the parent company and buyers; law firm Freshfields acted for legal content and Deloitte for the financial and operational aspects.

Activity was focused on the following objectives:

- Define the expected content of the Data Room in relation to available data and information;
- Interface with the consulting firm to coordinate the work in terms of timing and content;
- Interface with Company management;
- Analysis of requested information and data to define the content and responsibilities of replies;
- Analysis of requests for business information in terms of confidentiality;
- Delivery of major Company data analysis (orders, backlog, revenues, data on staff ...);
- Collection of data and information and verification of compliance with the requirements;
- Management of the findings received from Consulting Company;
- Data processing, verification of results and validation of consistency;
- Definition of Data Room structure in accordance with the agreed schema.

2012–2013 **Strategy and Business Analyst**

Simmel Difesa SPA (Chemring group plc), Colleferro (Italy)

Main activities:

- Supporting the strategic planning and reporting;
- Supporting the Business Development activities;
- Coordination of five-yearly plans and support in budget planning;

-Development of market analysis relative to commodities and geographical positions.

2010–2012 Program Manager

Simmel Difesa SPA (Chemring group plc), Colleferro (Italy)

Main activities:

- Responsible for complex major missile programs;
- Team coordinator in the execution of contracts, (from acquisition to completion and final billing) through constant liaison with the clients;
- Responsible for the program risk analysis.

2009–2010 Finance Strategy Analyst

l'Oreal Group, Turin (Italy)

-Clientele analysis aimed at the development of a tool for customer evaluation, along with strategies for improving efficiency.

2008–2009 Risk Analyst

Alenia Aeronautica SPA (Finmeccanica Company)

-Risk analysis applied to main suppliers of B787, A380, ATR, C27J.

EDUCATION AND TRAINING

2000–2009 Degree in Aerospace Engineering

University of Pisa, Pisa (Italy)

2011–2013 Executive MBA

LUISS Business School, Rome (Italy)

Award as the best participant

2014–2014 SAP Business Objects Profitability and Cost Management

SAP UK, London (United Kingdom)

2011–2013 Individual Coaching course

Luiss Business School, Rome

PERSONAL SKILLS

Mother tongue(s) Italian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
Spanish	B2	B2	B2	B2	B2

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Communication skills Publications & Speaker

- Risk vs. Impact Analysis Applied to Aeronautical Suppliers: from Qualitative to Quantitative Approach, SAE International

Conference in Toulouse 2011.

- Analisi di rischio e impatto applicata ai fornitori aeronautici, ADACI" in Florence, 2013

Organisational / managerial skills

Special Projects

- Fashion Private Equity Project (Capital Markets and M&A)

Job-related skills

- Communication
- Leadership
- Management
- Analytical
- Negotiating
- Motivational
- Problem solving

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem-solving
Proficient user	Proficient user	Proficient user	Proficient user	Proficient user

Digital skills - Self-assessment grid

Excellent knowledge of :

- Microsoft Office,
- SAP, Matlab,
- Solid Works,
- Ansys,
- Visio,
- Latex,
- Autocad,
- Microsoft project

