

Diego Luigi Leonello TRABUCCHI

PERSONAL DATA

E-mail:

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WORK EXPERIENCE

- 02/2022 – today** **Raiden Italy SRL (ChargeGuru), Milano – Country Manager / Managing Director**
- **Define Business models** and implement it in the Italian branch of ChargeGuru
 - **Business Development** of complete charging solutions.
 - **Setting up the complete team** defining the structure and the requirements, leading the recruitment process, building up the team, setting the conditions for the **growth**.
- 02/2020 – 01/2022** **NewMotion B.V., Milano – Business Development Manager**
- **Business Development** of complete charging solutions.
 - **Hunting** new accounts, tendering, key-account managing: OEM, Lease co., Car Dealers / Groups, Large Fleet Customers.
 - **Harvesting** existing accounts,
 - **Growing the local team**
- 04/2018 – 01/2020** **FIMER S.p.A , Vimercate (MB) – Head of E-Mobility Sales**
- **Business Development** for AC and DC **charging stations for Electric Vehicles**
 - Set up of **Sales** channels and workforce for products. **Tendering** for complex projects.
 - **B2B** communication and partnerships.
 - **Budgeting and reporting** to General Management.
- 09/2012 – 03/2018** **ENERVIT S.p.A , Milano - Business Development Manager**
- **Support and development of Retail/Indirect sales**, with services for *healthcare professionals, dealers, pharmacists, consumers*.
 - **Organization and management of dedicated team** and resources (7 people internal to the company, 40 on contract).
- 02/2010 – 07/2012** **TECNIMONT S.p.A., Milano – Material and Works Estimating & Management**
- Cost **estimate** for big engineering projects for world-scale industrial plants on a **EPC Lump Sum Turn-key** basis. Preliminary **engineering** for proposal / bid phase, support to **subcontract** department for definition of scope and magnitude of su
- 07/2008 – 01/2010** **ABB S.p.A., Dalmine (BG) – Project manager**
- Technical and economical responsibility for **Projects** of Medium Voltage systems: design, supply, assistance to installation, up to several millions €.
- 09/2006 – 06/2008** **TECNIMONT S.p.A., Milano – Electrical Engineer:**
- Engineering of electrical systems for big engineering projects for world-scale industrial plants on **EPC Lump Sum Turn-key** basis.
- 07/2004 – 04/2005** **COER S.r.l., San Giuliano Mil. (MI) – Project Engineer**
- Engineering department: detail design of power supply for telecommunications devices.

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MAIN COMPETENCES

- **E-Mobility: charging** solutions for **Electric Vehicles**: business models, products, services, related technologies.
- **Business development and Sales** of **industrial** goods and services.
- **Management** of team, budget and resources (project or function wise).
- **EPC projects**: tendering, Project Management, negotiation, Vendor and subcontractors management.
- **Electrical systems** and **industrial engineering**. Execution and proposal engineering, quantities and cost estimate, subcontracting.
- **Consumer goods** (*functional food - food supplements*), business development, medical sales, *healthcare professionals* education.

EDUCATION

- **2006** - "**MEC – Master in Engineering and Contracting**", MIP – School of Management **Politecnico di Milano**
- **2004** – **Master Degree** in **Electrical Engineering**, (5 years course), **99/100** mark at **Politecnico di Milano**.

FOREIGN LANGUAGES

- **English: fluent** (written and spoken)
- **French: fluent** (written and spoken)
- **Spanish: fluent** (written and spoken)

SOFTWARE TOOLS

- Salesforce lightning
- Ms Office and related
- SAP (ERP) as a user.
- Planning: MS Project

ADDITIONAL DATA

- **IPMA certified** – International Project Management Association – (01/2006)
Level D , Project Management Associate – *Specialist in Project Management*

I authorize to use my personal data according to the Italian law on the preservation of the Privacy (D.Lgs. 196/2003).

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