

GIUSEPPE SANTANGELO
INTERNATIONAL BUSINESS MANAGER – EXPORT SPECIALIST

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A confident and highly organised **Sales & Marketing Professional** with +20 years of experience in Technical Services to the Energy and Automation Industry, who has worked within international and multicultural environments. Flexible Leadership style spanning from small & medium sized Companies to large Corporations, successful **Executive Coach** and published **Writer** with a passion for Learning and professional **Sport Competition**. International Business Management MISE Certification (Ministry of Economic Development), achieved in Nov. 2020.

WORK EXPERIENCE

PETROLTECNICA S.p.A. *(Rimini/Milan; 75MEuros Revenues in Environmental Services for Downstream and Midstream O&G)*

INTERNATIONAL SALES & MARKETING DIRECTOR 2012-2020

- Leading International Sales department, 4M Sales, 10 people and local Agencies;
- Regional focus on Turkey, Algeria, Taiwan and Qatar, establishing local JVCs, training and leading local resources;
- Key commercial relationships with end users and contractors including Tockheim, Syndial, GIA Technology, Mepsan AS, DEMECO/Glencora Ltd, WAZEN AS, Yuan Fan, BROS. Ltd, Alghanim Kuwait Group, ODR Iceland Ltd, REFINER Ltd, Bonatti, ABB, Shell, Esso, British Petroleum, Exxon Group, Brega Petroleum CO, PetroChina;
- Developed a Marketing strategy in Pharma & Chemical to reposition the Company in growing and more profitable segments.

ATS Mobility/Parking Solutions S.p.A. *(Rome; 6MEuros Revenues in Technical Solutions for Traffic Mobility)*

NATIONAL SALES DIRECTOR 2009-2012

- Commercial leader for Italy (4 Agencies and 4 technical resources);
- Supported Business growth and combination with key Swiss Partner ZEAG AG in 2012.

SIEMENS S.p.A. Industrial Solutions & Services *(Rome/Milan/Munich; 100MEuros Revenues)*

NATIONAL SALES DIRECTOR OF PARKING UNIT 2006-2009

- Managed 4MEuros Sales budget per year, with 10 resources including Agents;
- Managed commercial bids from opportunity identification to strategy development, internal approval process and negotiation into successful proposal;
- Led key relations with large Municipality customers in Milan and Rome.

MARKETING & SALES MANAGER for Close Circuit Television Systems 2003-2006

- Developed annual marketing plan for the business unit delivering 30% revenues increase;
- Coordinated all sales channels including Agents and Business Partners.

SALES SPECIALIST Central & Southern Italy for Industrial Solution & Services 2000-2003

- Supported cross selling opportunities for several industrial markets (chemical; O&G; metals & mining; automotive; water). Responsible for commercial training.

EDUCATION & QUALIFICATIONS

- Bachelor of Arts in International Business Management (Nottingham Trent University, 1998, Rome);
- Master in Executive Business Coaching (International Life Learning Academy, 2020, Milan);
- International Business Management MISE Certification (Ministry of Economic Development), 2020;
- Member of BOD and Vice-President for Turkey and Taiwan joint ventures companies of Petroltecnica (2016-2019);
- Master in Sports Management ENAIP + Scuola dello Sport (CONI), Bari, 1997;
- Various International Negotiation certifications (*Ellecubica Brescia; Confindustria; Sole 24ORE, MIM: Manhattan Institute of Management, FederAcademy*);
- English Fluency and Italian Mother Tongue.

OTHER QUALIFICATIONS

- Lecturer for Bachelor of Arts/Economics and Managerial Engineering Courses @ IAR International Academy of Rome (2016-2019);
- 15 Publications (Management; Essays; Novels; Textbooks);
- Kickboxing: European Champion (1997) and World Champion (2007 – 2017);
- Kickboxing Teacher 6th DAN and Sport Psychodynamics Professor;
- IAKSA (World Sport Federation) Business Consultant (1994-1998, Bari & Ravenna);
- IAKSA and GIS Security and Self-Defence Master.



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