
PROFILE

Board experience and top management at financial institutions, international organisations and other private sector organizations. Economic policy and competitiveness advisory. Experience in generating profitable growth and managing turnarounds, strategy planning and implementation, sales growth and cost management, pre-/post-merger integration, corporate governance. Fluent in English, French and Italian. Over 25 years work experience.

PROFESSIONAL BACKGROUND

WHITESHIELD PARTNERS Partner & Director <ul style="list-style-type: none">Public policy & Strategy Advisory.Responsible for Eurasia Region and Banking Global practice.	<i>Dubai, UAE</i>	<i>2022-present</i>
SOLUTIONS CAPITAL MANAGEMENT Member of the Board of Directors, Independent Director <ul style="list-style-type: none">Multi-family office. Traded on the AIM in Milan. EUR 1 Billion asset under management.	<i>Milan, Italy</i>	<i>2018-present</i>
DEVELOPMENT BANK OF KAZAKHSTAN Member of the Board of Directors, Independent Director <ul style="list-style-type: none">Focus on investments that help diversify the Kazakh economy. Over USD 7 BN assets.Chairman of the Risk Management Committee, member of the Audit Committee, Committee on Staff, Remuneration and Social Issues, and Committee on Strategic Planning.	<i>Astana, Kazakhstan</i>	<i>2016-2021</i>
ORGANISATION FOR ECONOMIC CO-OPERATION AND DEVELOPMENT (OECD) Head of the OECD Eurasia Competitiveness Programme (2011-2016) <p>Advisory to 13 non-OECD governments on improving business climate and increasing Foreign Direct Investments.</p> <ul style="list-style-type: none">Acquired in-depth knowledge of the Eurasia regions, its economic policy issues and the key policy makersOrganised the OECD Eurasia Week (over 400 delegates, with participation of Prime Ministers and Deputy Prime Ministers) and OECD Eurasia Ministerial meetings. Participated in high-level conferences on the Eurasia region,Raised voluntary contributions, €5 to 10 million per year.Managed budget of €30 million, lead a team of 38 officials and several temporary consultants.Spearheaded 12 advisory projects on enhancement of competitiveness in the Eurasian region, including policy analysis and recommendations, capacity building, policy dialogue across the Eurasia region with participation of OECD members. Project counterparts: Cabinet of Ministers. Economist (2009-2011) <ul style="list-style-type: none">Led projects with the Ukrainian and the Kazakh governments aimed at attracting Foreign Direct Investments and removing policy barriers hampering economic development.Managed multicultural teams composed of OECD officials, consultants and government officials.	<i>Paris, France</i>	<i>2009-2016</i>
SVG Consulting Founder and Partner <p>Assisted new business launches in the financial sector and other sectors.</p>	<i>Milan, Italy</i>	<i>2008-2009</i>
THE PLAYCO GROUP (FORMERLY QUALITY TIME GROUP) (Soft Modular Play) Group CEO <p>In less than 2 years, led Group from local position with €5.5 million revenues to pan-European organization with over €27 million in revenues, fourfold EBITDA.</p> <ul style="list-style-type: none">Served as Chairman of the board/CEO for four main Group companies.Managed over 100 collaborators, 3 sites in Europe, and worldwide distribution.Responsible for overall P&L, BS and cash flow.Managed 100% organic sales growth, established new business division dedicated to consulting and engineering.Managed three acquisitions of competitors in Belgium and the UK. Integrated operations of acquired companies into Group.	<i>Milan, Italy</i>	<i>2006-2008</i>
A. T. KEARNEY (Consulting) Principal (2004-2006) Senior Manager (2002-2004) <p>Managed business development, increasing responsibilities with tenure. Led eight strategic consulting assignments in banking, private equity, consumer goods, economic policy. Produced intellectual capital materials.</p>	<i>Milan, Italy</i>	<i>2002-2006</i>

- Managed business development activity: supported sales efforts, led relationship development and project proposals. Organized corporate networking events to new target organizations, resulting in overall sales of €2.5 million/ year.
- Designed consumer credit strategic approach for leading Central European bank group with over 5 million customers. Led project team of 10 to design business model and business plan for new consumer credit unit, which was launched based on this project.
- Led two pre- and post-merger integrations of four financial advisors' networks with more than €14 billion of assets under management. Led project teams of up to 15 to define three-year business and financial plan, reorganize sales force and compensation system, redesign physical network and drive integration program management. Result was creation of new company that went public 2 years after completion of project.
- Designed and implemented distribution model for retail segment of major Italian banking group. Led team of seven to redesign distribution model and guide model rollout. Resulted in +30% margin after first year.
- Performed strategic due diligence for acquisition of an industrial manufacturer by major European private equity fund. Client's financial placement offer was based on project's recommendations.
- Spearheaded design of new industrial policy for major industrial sector of the Italian government. Led consulting team of three. Project recommendations were used for policy planning.
- Drove strategic plan revision for major international consumer goods company with turnover in excess of €5.5 billion, seeking re-listing after financial collapse. Led global team of 15 to revise and update strategic plan and advise management. Company re-listed according to schedule.
- Led strategic approach during economic downturn for major consumer goods company facing increasing price pressure from distributors. Managed task force of eight to provide the management board with guidelines to improve market share. As a result, client increased market share by year end.

THE BOSTON CONSULTING GROUP (Consulting)

Milan, Italy and Dallas, Texas

1997-2002

Project Leader and "Global Ambassador" (2000-2002)

Consultant (1998-2000)

Summer Associate (1997)

Led and participated in 15 consulting assignments in the financial sector and a wide range of industrial sectors. Participated in company's intellectual capital growth. Only Italian consultant (out of 80) selected for 2000 Global Ambassador program.

- Designed and implemented new distribution model for large banking group. Projected revenues increased more than 10%, without increasing overall distribution cost.
- Drafted network strategy for banking group with more than 2,500 branches. Established framework for higher efficiency of financial product distribution, resulting in sale of 100 branches and lowered intra-group competition.
- Designed business plan for merger of two major Italian banking groups. Participated in consulting team of five that defined business plan for deal tender. Deal closed based on this plan.
- Advised Private Equity fund on exit strategy for start-up operating in same-day delivery market in the US. Identified and quantified pricing and network issues for company; recommended actions led to estimated company value of US\$70 million.
- Worked on reorganization of recently acquired major Italian fashion company with turnover of US\$80 million. Redefined organizational chart and assisted with selection of top management.
- Evaluated acquisition targets for consumer goods company. Part of consulting team of five chartered with providing potential targets. Defined screening framework and analysed over 20 prospects. Several deals closed based on recommendations.
- Evaluated entry opportunities in Italian market for specialty chemical product. Led consulting team of two to revise business plan for market entry. Identified key issues that made the product non-economical.
- Led team of three in creating target-based sales methodology for BCG services. Several multi-million dollar engagements sold based on this methodology.

PMI PARTNERS (Venture capital)

Milan, Italy

1995-1996

Associate

Served as a financial advisor, managing a new company launch, a turnaround, and a high return divestiture.

CETELM S.A. – BNP-PARIBAS GROUP (Consumer credit)

Paris, France

1993-1995

Customer Data Base Research Associate (1995)

Marketing Associate (1993-1995)

Managed several communication campaigns. Created tools for research on client database. Built control systems for marketing department. Supported international development.

EDUCATION

HARVARD BUSINESS SCHOOL—EXECUTIVE EDUCATION

Boston, Massachusetts

Risk Management for Corporate Leaders, December 2019

HARVARD BUSINESS SCHOOL—EXECUTIVE EDUCATION

Boston, Massachusetts

Audit Committees in a New Era of Governance, July-August 2017

KELLOGG SCHOOL OF MANAGEMENT—NORTHWESTERN UNIVERSITY
MBA (Master of Business Administration degree), June 1998

Evanston, Illinois

UNIVERSITA' COMMERCIALE L. BOCCONI
MS, Economics and Business Administration, March 1993

Milan, Italy