

# Diego Luigi Leonello TRABUCCHI

## PERSONAL DATA

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## WORK EXPERIENCE

- 02/2022 - today**      **Raiden Italy SRL (ChargeGuru), Milano** - rcn      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 e
- 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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