

EUROPEAN CURRICULUM VITAE FORMAT



PERSONAL INFORMATION

Name

Address

Telephone

LinkedIn

E-mail

Nationality

Date of birth



DORIA, MASSIMILIANO

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Italian

12th May, 1980

WORK EXPERIENCE

- Dates (from – to)
- Name and address of employer
- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

January 2018 – Present Day

PYROTEK Inc.

Engineering leader and innovator of technical solutions, integrated systems and consulting services for the molten metal industry. Manufacturing of systems to move, manage and recover metal. Focused on molten metal, world leader in molten metal pumping, molten metal processing, and related systems to enhance productivity and reduce costs

Regional Sales Manager for South Europe, UK, Middle East, Africa and India.

- Sales management and certified professional sales coach
- Responsible for formulating and executing the business strategy. Develop the road map and forecast sales and budget scenario.
- New business hunting and actual business farming. Yearly acquisition of multiple new accounts to generate on going revenues
- Building sales strategies to increase customer satisfaction and attain business goals
- Achieving yearly budget all the FYs with average increase of 5%
- Develop extensive relationship with key customers/ expanding existing partnership
- Managing 3 direct reports of sales area managers and functionally coordinating the local sales engineers' teams on multiple offices (UK, NL, RSA, Turkey, Bahrain, Dubai, India)
- Member of Pyrotek SLC (Sales Leadership Council) and providing sales engineers training and skills improvements, both in sales and in product lines.
- Holding sales meetings and motivating the sales team
- Communicating between customers and the Company
- Cooperating with the Technical Dept. for product development and issues
- Sales, Prices and T&C negotiation and support to the team
- Travel around the globe for meetings, conferences and sales calls with key accounts and supporting the sales engineers

January 2010 – December 2017

PYROTEK Inc.

Sales Engineer, responsible for South Europe, Turkey and South Africa

- Understanding customer's needs and presenting solutions and products
- Proposal and spares parts quotations
- Project and prices negotiation
- Achieving yearly budget on all FYs
- Identification of potential new markets and acquisition of new customers
- Technical and sales support for products and applications along the complete process
- Market analysis to find new targets
- Work with international colleagues and accounts
- Travel Extensively

- Dates (from – to)
- Name and address of employer
 - Occupation or position held
- Main activities and responsibilities

EDUCATION

- Dates (from – to)
- Organization providing education
 - Title of qualification awarded
 - Dates (from – to)
- Organization providing education
 - Title of qualification awarded
 - Dates (from – to)
- Organization providing education
 - Title of qualification awarded

TRAINING

- Name and type of organisation
 - Skills acquired

LANGUAGES

SOCIAL SKILLS AND COMPETENCES

ORGANIZATIONAL SKILLS AND COMPETENCES

TECHNICAL SKILLS AND COMPETENCES

HOBBIES AND INTERESTS

DRIVING LICENSE(S)

January 2007 – December 2009

PYROTEK – Metallics Systems Branch B.V.

Technical Sales Engineer, responsible for Italy and East Europe

- Technical products understanding and translating into customer's solution
- Sales calls and meetings
- New systems and spares parts quotations
- Supervision at the start-up, maintenances and installations
- Technical support for products and applications along the complete process
- Global company work environment
- Supervise the local workers during installations
- Autonomy to travel and plan customer meetings and business trips

March 2007

POLYTECHNIC OF MILAN

Professional Engineer

1999 - 2006

POLYTECHNIC OF MILAN

Master Degree in Aerospace Engineering, specialization in Structures

1994 - 1999

SCIENTIFIC HIGH SCHOOL "A. Antonelli", NOVARA

Scientific High School diploma

MILLER HEIMAN PROFESSIONAL SALES COACHING – November 2019

Pyrotek Sales Leadership Council – by Joe Tarulli

Professional sales coaching training: how to communicate and train an effective sales force, one-to-one meetings planning and joint calls strategies to optimize the sales team and let the sales engineers grow in the business.

ITALIAN - MOTHER TONGUE

ENGLISH – FLUENT - FULL PROFESSIONAL PROFICIENCY

FRENCH – BASIC - LIMITED WORKING PROFICIENCY

Ability to communicate and interact efficiently at different levels and in international environments. Active listener.

- Team Working in an international and intercultural environment
- Prepared to travel extensively, used to travel across Europe, USA, Asia and Africa
- Communication and relationship with international customers
- Respect and understanding for cross cultural differences
- Willing to relocate to Italy or Worldwide

Excellent organizational abilities acquired through business and voluntary experience:

- Creating sales budget and driving sales strategy to achieve targets and acquire new business
- Managing people on the sales team and co-workers
- Dealing with young athletes and parents as local Athletic Association manager
- Voluntary on field experience in Chad to help local humanitarian organization
- Fluent command of English language improved through daily use, Callan School and British Institute courses and TOEFL certifications.
- Professional use of Office, CRM Dynamics, PowerBI, Sharepoint and Lotus Notes.

Triathlon (Ironman Finisher 11h04m) and Running (Marathon 2h48m), Member of the board of "Atletica Galliate" (Athletic Association), Guitar player and music lover.

Driving license, cat. A and B (automobiles and motorcycles)

