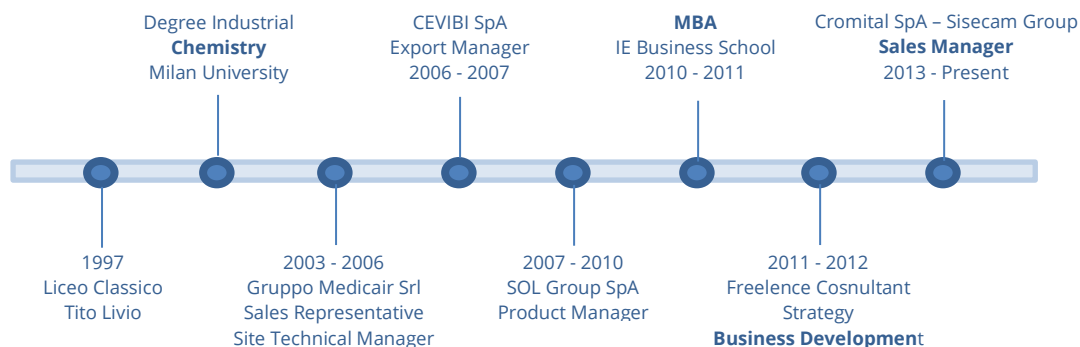




MATTEO BORIOLI

Born on January 5th, 1978, Milan
Married with a son, Bartolomeo (7 years old)
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IN A GLANCE



PROFESSIONAL EXPERIENCE

January 2023
Current

Freelance Sustainability ESG Consultant

Providing consulting services to enterprises on **ESG Sustainability**:

- **ESG Assessment.**
- Business Model **Sustainability Integration**: How to integrate sustainability factors in everyday operation, making sustainability part of the business model.
- **Monitoring Performances**: following the organization in tracing periodically their sustainability performances.

January 2013
Current

CROMITAL SpA (Milan), 20 mln€, 30 employees – SISECAM Dis Ticaret (Istanbul), 4 bln\$, 22.000 employees (Chemicals for coating and tanning industry)

Sales Manager

20 million € sales management; in charge of a sales and customers' relation **team** (direct and indirect) **of 8 people**:

- **Deep understanding** of the **market** and main **players**: designed and developed a new distribution network: **market share increased 9%(from 48% to 57%)**.
- Proposing and leading **projects on cost evaluation and optimization** of some product categories: increasing overall margin (**EBITDA increase from 3 to 8%**).
- Involved in **Unions relationship** and in developing a three years incentive scheme for all company employees (**contract value 50.000 Euro/year**).

June 2011
December 2012

Freelance Consultant –Strategy and Business Development

Provide consulting services in strategy, **business development and operation optimization**:

- **7% gross margin increase** of an Italian SME in the food industry (**total turnover 1.5 mln€**).
- 20% increase products quality and customers' satisfaction of a Spanish company operating in the cosmetic market, implementing a balance score card system.

October 2007
March 2010

SOL GROUP SpA (Monza), 500 mln€, 1700 employees (Technical and medical gases)

Product Manager – Technical gases for water and wastewater application

3 million € product management.

May 2007 December 2010	Milano Yachts Srl - Entrepreneur Experience With three business partners importing motorboat from China. Signed a five years contract in exclusivity for Italy.
May 2006 September 2007	CEVIBI SpA (Milan), 7 mln€, 15 employees (Business owned by my Family. Textile industry) Export Area Manager I learnt how to understand and communicate evaluating the people I'm speaking with.
October 2003 April 2006	Gruppo Madicair Srl (Milan), 40 mln€, 200 employees (Oxygen therapy and healthcare) Sales representative technical gases. Site Technical Manager - Oxygen production plant.

EDUCATION

June 2023	ESG Advisor Certified <u>EPPA (European Financial Planning Association)</u>
May 2022	GRI Certified Sustainability Professional (Universal Standard 2021) <u>GRI Academy</u>
April 2010 May 2011	IE Business School, Madrid <u>International MBA Full Time</u> <ul style="list-style-type: none"> Developed a startup project in renewable energy.
September 1997 July 2003	University of Milan <u>Degree Industrial Chemistry</u> 104/110 <i>Dissertation entitled: "Synthesis of morfoline,1-6 substituted by epoxialcol".</i>
September 1992 June 1997	Liceo Classico Statale Tito Livio <u>Liceo classico</u>

FOREIGN LANGUAGES

Italian	Mother tongue
English	Fluent (C1)
Spanish	Intermediate

INTEREST AND ACTIVITIES

Activities: Professional Skipper, extensively sailed in Mediterranean Sea (Italy, Greece and Spain) with some experience in Atlantic Ocean (Canary Islands) and Caribbean Sea (British Virgin Islands).

Founder member of Business Design Italia (Association of Business Designer) and part of Probiviri Committee.

Other Interest: Skiing, I use to go to Gressoney where I also lived the first two years of my life
Travelling: Visited Argetina, Puerto Rico, Cuba, USA Japan, Cina (a small trip), Morocco, Tunisia and many of the EU countries, still a lot to discover.

Project: **Sustainability Innovation Factory** (www.sustainabilityinnovationfactory.com).
Matching Business Design approach and Sustainability Reporting to guide organizations in the transformation to a Sustainable Business Model.