



Paolo Zaza – Procurement Excellence Assessor

- 8+ years as CEO and General Manager managing annual budgets of €80+ M.
- 13+ years Supply Management managing annual budgets of €600+ M.
Specialized in Supply Management transformation projects, expert in all the structural levers used in transformation and turnaround projects: processes, organizations, skills, KPIs and supply chain IT systems. Experienced trainer and workshop organizer.
- 5+ years Strategic Marketing and Operational Marketing.
- 5+ years Sales and Business Development experience, managing budgets of €20+ M.
- 2+ years in Production, responsible for managing four plants in Italy, leading teams up to 250+ members and managing annual budgets of €60+ M.

Paolo's achievements to date:

- CIPS Country Partner for Italy
- Startup of Sourcing Consulting srl
- Management of Teleco Cavi as Country Manager increasing EBIT and market share
- Supply Management:
 - Managed +30 Supply Management transformation projects
 - Co-developed Method P#1, a new Supply Chain Methodology for consulting and training
 - Delivered 20+ training programs.
 - Managed a Budget of €600+ M in it product and services with saving over targets
- Sales and New Business Development:
 - Developed €10 M+ new businesses in Eastern Europe, Asia, Spain and Latin America
 - Developed the new business for special cables in Spain €1+ M
- Marketing Management:
 - Planned and Implemented the Marketing activities of the Business Group Telecom at Pirelli
 - Developed strategic marketing plans for affiliates at global level
- Operation Management:
 - Managed four production plants for Telecommunication Cables (250 + employees)