

Paolo Fulvio Tosti

Born in Milan

March 30, 1968

Resident in Vicenza - Contrà Nervesa della Battaglia, 16

EDUCATION

- High School Diploma in Scientific Studies at *Liceo scientifico "G.B. Quadri"* in Vicenza.
- Mechanical Engineering Graduate at *Università degli Studi di Padova*. Master of Science thesis on the process of Metal Injection Molding (a particular technology of powder metallurgy).
- State Certification Exam enabling to practice the profession of engineer at *Università degli Studi di Padova*.

VOCATIONAL TRAINING

- Post-graduate specialization course on "Production Management and Economic Control of Customized Production" at SDA of *Università Luigi Bocconi* in Milano.

FOREIGN LANGUAGE KNOWLEDGE

- **English:** good knowledge in spoken and written English.

WORK EXPERIENCE

June 2016 – today **Diquigiovanni S.r.l.**

Production of windows and doors in PVC; 115 employees; 33 million Euros in turnover.

SOLE DIRECTOR

MAIN RESPONSIBILITIES:

- Attend to the development and growth of our company.
- Corporate management.
- Verify the continuous updating of the production system and the sales network.
- Make our company comply with the current regulations in terms of hygiene and security.
- Maintain relationships with banks and industrial associations.
- Manage the updating of the procedures for the purchase of tax credits in compliance with the regulations in force.

November 2009 – 2016 **Diquigiovanni S.r.l.**

Production of windows and doors in PVC; 72 employees; 17 million Euros in turnover.

CEO

I attended to the acquisition of our company through a Management Buy In operation (MBI) which I planned and supervised; I also entered into negotiations with some Private Equity Funds in order to identify a backer who shared my development strategies.

My first task was to reorganize the company by creating a management structure; then I reorganized the existing sales network (mostly in northern Italy) and I fully expanded it throughout the national territory.

The next step has been expanding our business into the international markets by opening subsidiary companies in Ghana (headquarter for West Africa) and Russia. The internationalization process is still ongoing and today we are indirectly present in North Africa and in the Middle East, too.

MAIN RESPONSIBILITIES:

- Attend to the development and growth of our company, especially abroad.
- Corporate management.
- Provide the shareholders with complete monthly reports.
- Verify the continuous updating of the production system and the sales network.
- Make our company comply with the current regulations in terms of hygiene and security.
- Maintain relationships with banks and industrial associations.

June 2002 – November 2009

TFM S.p.A.

Automotive sector; 250 employees; 60 million Euros in turnover.

GENERAL MANAGER AND SALES MANAGER - SINTERING DEPARTMENT

In the beginning I was in charge of managing the start-up of a new business unit which produced high resistance sintered mechanical components. I first coordinated the preparation of the production machineries, I defined and enhanced the cost centers and I organized the business and R&D activity. After that, I mainly attended to the managerial, technical and commercial aspects and I carried out some activities in order to promote and expand our innovative technology into the car and motorcycle market.

Main customers: Bosch Italia, Bosch Germania, Siemens Italia, Siemens Francia, Regina SpA, Nice SpA, Pierburg Italia, Brembo SpA, Marelli SpA.

As of January 1, 2007: member of the Board, managing body of all the Italian and foreign plants of the company.

MAIN RESPONSIBILITIES:

- Develop a business strategy – in tandem with the shareholders.
- Identify and choose the technological developments to pursue, especially for powder metallurgy.
- Outline the guidelines of the commercial strategy by paying special attention to the opening of new markets for the application of our powder metallurgy technology.
- Prepare sales and resources budget.
- Budget for all the new projects in collaboration with the company controller.

September 1998 – February 2002

L.M.T. S.r.l. – Sossano (Vicenza)

Mechanical construction and manufacturing on behalf of a third party; 30 employees; 3,5 million Euros in turnover.

CEO

As partner and CEO, I attended to the technical and economic development of the company and I pushed towards a commercial diversification of the supplies.

MAIN RESPONSIBILITIES:

- Develop a business strategy.
- Sales management.
- Management of the suppliers.
- Assure the technological updating of the production system.

I also held the position of “*Presidente di mandamento dell’area berica*” in the association APINDUSTRIA in Vicenza.

1995 – 1998

Metalba S.p.a. – Bassano del Grappa (Vicenza)

Semi-finished extruded products and wire-drawings in aluminum light alloys; 100 employees; 45 Mld Lire in turnover.

PRODUCTION MANAGER

Reporting directly to the plant manager, I autonomously managed all the production departments.

MAIN RESPONSIBILITIES:

- Management and processing of the orders.
- Technical control of the production process.
- Defining of the industrial processing costs.