

PERSONAL INFORMATION

Fabio Pietrella

 Via XXIV Maggio, 4, 43022 Monticelli Terme (Pr) (Italy)

 0039.348.5666436

 f.pietrella@aiamonline.it

 11.04.1977

WORK EXPERIENCE

01/01/2013–Present

General Manager

Maglificio Musetti snc, Parma (Italy)

- supervision activities of marketing, sales and product
- financial management (EU and MISE fund management)
- programming and controlling
- strategic planning
- goals setting

16/11/2016–Present

Presidente

Federazione Nazionale Moda Confartigianato, Roma (Italy)

14/02/2009–Present

Presidente

AIAM Associazione Italiana Aziende della Moda, Milano (Italy)

01/01/2018–Present

Presidente

Consorzio Parmacouture, Parma (Italy)

07/09/2014–Present

Componente organo tecnico UNI/CT 046 TAC

UNI Ente Nazionale Italiano di Unificazione, Milano (Italy)

01/01/2014–26/02/2018

Expert in TC 248 WG 33 Textile Standard Commission

SBS CEN CENELEC European Commission, Bruxelles (Belgium)

Definition, study and analysis of standardisation at european level (CEN - European Commission) for the textile and clothing fields.

01/01/2005–31/12/2012

Sales Manager

Maglificio Musetti snc, Parma (Italy)

- Business planes drafting
- Sales forces recruiting, organizing and teaching
- International sales network establishment and development (Europe, Far east, Usa and Russia)
- Sales channel controlling
- Retail (6 national boutiques) monitoring

- Sales reporting

01/01/2004–31/12/2004

Junior Brand Manager

D&C SpA, Zola Predosa (Bo) (Italy)

- New business development food & beverages (spirits)
- Trading and pricing
- Relations with main customers
- Advanced trading business

EDUCATION AND TRAINING

1997–2003

Bachelor's degree in Economics and Business

EQF level 7

Università degli Studi di Parma, Parma (Italy)

Winner of Philip Morris Marketing Award 1998

2003–2004

MBS Master in Business Studies

EQF level 7

CIS, Emilia Romagna/West Europe (Italy)

15/03/2013–30/11/2013

Master in Export Management (senior level)

24 Ore Business School - ICE, Rome / Beijing (Italy)

PERSONAL SKILLS

Mother tongue(s) Italian

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1
Spanish	B2	B2	B1	B1	B1

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Communication skills

Excellent communication skills gained through my experience as speaker and lecturer in many national and international meetings and conferences.

Organisational / managerial skills

- Member and relator of Italian Cleantech org.

- Past President of AIESEC (Association Intrenationale des Etudiants en Sciences Economiques et Commerciales)

- Member of AICEM (Italian Association for cooperation Europe World)

Digital skills

Very good command of Office suite and main IT systems