

ANTONIO IERACI

GENERAL DIRECTOR



PERSONAL SUMMARY

Oriented towards business management and innovation, I am a decision-maker with leadership skills. A global prospective, analytical approach, understanding, confidence and communication skills are drivers of my behaviour. Results orientated, I am a General Director with experience of leading high-performance teams with a focus of successfully increasing efficiency and productivity whilst reducing costs and inefficiencies. I can always ensure a high threshold, nurture, and grow a business, evaluate opportunities, risks and deliver innovative new solutions to challenges. I own excellent client facing and configuration skills and I am highly successful in helping define company direction, achieving goals and optimising businesses are my regular target.

WORK EXPERIENCE

ENEXIO Italy S.r.l. (Controlled of ENEXIO Holding GMBH — Former GEA Heat Exchangers)

GENERAL DIRECTOR July 2016 - Present

*Company focused on Services and supply of industrial components for Cooling Towers, Air Cooler condensers, and Water Treatment Plants.
Reference Market: Power, Oil and Gas, and Water treatment.*

GEA Heat Exchangers S.r.l. (GEA HX Holding GmbH)

BUSINESS UNIT DIRECTOR January 2015 - June 2016

*Company focused on Services and supply of industrial components for Cooling Towers, Air Cooler condensers, and Water Treatment Plants.
Reference Market: Power, Oil and Gas, and Water treatment.*

GEA Heat Exchangers S.r.l. (GEA HX Holding GmbH)

SALES MANAGER June 2013 - December 2014

*Company focused on Services and supply of industrial components for Cooling Towers, Air Cooler condensers, and Water Treatment Plants.
Reference Market: Power, Oil and Gas, and Water treatment.*

SEA MARELLI

(family Business) January 2006 - May 2013

Company focused on Services and Supply of industrial components such as Electric motors, pumps, fans and components for air conditioning and refrigeration. Reference Market: water treatment, power, food, steel.

INSTITUTIONS AND ASSOCIATIONS

National President of Young Managers of FEDERMANAGER

Member of the committee of FONDIRIGENTI
National Delegate for FEDERMANAGER in CIDA
National Delegate for FEDERMANAGER in ASVIS
Member of the board of ANIMP

Ambassador **POLIMI** Graduate School of Management (Milano)
Member of the board of **Scuola Europa** International School (Milano)
Member of the EMBA board of **LUMSA** business school (Rome)

ACADEMIC QUALIFICATIONS

From 2015 to 2017

MIP Politecnico di Milano School of Management

Executive Master of Business Administration (EMBA)

From 2001 to 2005

Università degli Studi di Milano — Facoltà di Scienze Matematiche Fisiche e Naturali

Graduate in Digital Communication (L-31 COMPUTER SCIENCE) at Università degli Studi di Milano

AREAS OF EXPERTISE

- P & L Management*
- Budgeting & Forecasting*
- Opportunity and risk analysis*
- Business improvement*
- Employee relations*
- Market analysis*
- Supply Chain Management*
- Customer facing*
- Financial awareness*
- Project management*

PROFESSIONAL

Executive-MBA

Italian and English speaker

PERSONAL SKILLS

- Leadership*
- Professional*
- Visionary*
- Passion*
- Critical thinking*
- Assertive*
- Listening*
- Results focused*

LEISURE

- Playing Soccer, Tennis*
- Watching movie*
- Reading*

PERSONAL DETAILS

antonio.ieraci@gsom.polimi.it

DOB: 22/05/1979

Nationality: Italian

In compliance with the Italian legislative Decree no. 196 dated 30/06/2003 and of the GDPR (EU Regulation 2016/679), I hereby authorize you to use and process my personal details contained in this document.