

# 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

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*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.