

Andrea CARAVAGLIO

Date of Birth:1977

Citizenship: Italian

**SUMMARY**

- Business Development Director with more than 20 years of consultancy experience in Automotive Industry with a particular focus on Business and ICT transformation initiatives.
- Excellent in personal and business relationships creation with decision makers oriented on Business Development and Account Management for strategic and key clients.
- International team player, accustomed to working on large and complex projects, within multicultural and geographically distributed organizations.

WORK EXPERIENCE**2018 – Today | DELOITTE CONSULTING, Turin – Director (Business Development Strategy)**

As **Business Development Director** I support the entire network of Partners in the sell-cycle of Deloitte's Portfolio Offerings, with a particular focus on **Stellantis Account**.

I support Business Development Team's targets achievement that represents more than 10% of total Deloitte Consulting net fees, acting as **team leader deputy**.

Furthermore, I play the role of **SAP Alliance Manager**, significantly improving the relationship between Deloitte and SAP Sales executives and Leadership Team.

2013 – 2018 | CAPGEMINI ITALIA, Turin – Principal Consultant (Automotive Unit)

Focal point for Italian Automotive Sector, responsible for Global SAP implementations, AMS Governance, Global Applications Service Management, Change Management and Business Process Reengineering in the framework of ICT Transformation initiatives.

As **Senior Project Manager** I led in FCA a Global SAP Program that aimed at enabling "Revenues Cycle" processes (import and sales processes) in EMEA and APAC Region National Sales Companies with main focus on China, Australia, Japan, South Korea and India markets.

In FCA environment, I played a strategic role in terms of Business Development activities and Account Management building long-term relationship with client representatives (Regional CIOs, Head of Sales and After Sales Departments) mainly focused in APAC Region (Shanghai HQ) and EMEA Region (Turin HQ).

2009 – 2012 | CONTACTA S.P.A., Turin – Senior Account Manager (Italian leader on BPO and Call Center Services)

As **Senior Account Manager** I was in charge of Key Clients with a focus on new business development.

I played a relevant role in a Company acquisition of a Seat Pagine Gialle S.p.A. branch (Italian Leader in Directory Assistance Service), managing the post merge integration process and leading the account (more than 700 resources managed and more that 20M€/year as budget).

2001 – 2008 | CAPGEMINI ITALIA, Turin – Manager Consultant

For more than 8 years I was engaged in consultancy Projects with growing responsibilities mainly focused on Automotive (Fiat Group) and Manufacturing industries implementing large ERP initiatives in Global organizations.

EDUCATION

1996 – 2001 | POLITECNICO OF TURIN - Polytechnic University of Turin. Degree in Engineering Management, Graduation Qualification Thesis on "New organizational models and enabling technologies in B2B".

ADDITIONAL INFORMATION

Self-Motivation: Leveraging on my skills in establishing good personal relationships, I am eager to work in a dynamic and client-oriented environment to explore opportunities of personal and professional growth.

Languages: English (Oral: Fluent, Written: Fluent); Italian (Mother Tongue).

Interests: Golf (23 Hcp), skiing, tennis, diving. Travelling, art and all allows me to discover new cultures.

I hereby authorize the use of my personal details as per Italian law 196/2003.