



Franco Marchiorato

POWER TOOLS STRATEGIC BUSINESS UNIT – SOUTHERN CONE – INGERSOLL RAND PROFESSIONAL PROFILE

- Experienced leader with 28 years of experience in sales and operation and business management in Italy and Latin America with P&L responsibility, focus industrial coating and Power Tools.
- Track record in multi-cultural teams, including experience in acquisitions and reorganization of business units in Argentina and Brazil.
- Ability to develop long term business relationships in multi-cultural environments
- Ability to work in cross-cultural teams
- Experience in reformatting business organizations in different countries in Latin America with full P&L responsibility
- Ability to identify, develop and keep talented coworkers

PERSONAL CHARACTERISTICS

- Focused on short- and long-term results;
- Practical, enthusiastic, spontaneous and emphatic, with the ability to involve people, visualize scenarios, and propose alternative solutions;
- Analytical skills, capacity to face challenges and turn opportunities into business;
- Leadership of multifunctional and multicultural teams at varying organizational levels;
- Strong integrity, valuing ethical and moral principles;
- Business mindset, able to motivate and persuade;

ACADEMIC BACKGROUND

- Graduated in Business Administration and jeweler and gemologist in Art institute in Vicenza.
- Fluent in Italian (native language) and Spanish.
- Intermediate level English and Portuguese

OTHER COURSES

- Engine Starter – Ingersoll Rand 2017

URUMAN



SOCIEDAD URUGUAYA DE MANTENIMIENTO,
GESTIÓN DE ACTIVOS Y CONFIABILIDAD

- Industrial Lifting equipment – Ingersoll Rand 2016
- QX training + Precision Fastening - Ingersoll Rand 2016
- Executive Coaching - Ingersoll Rand 2015
- Global complain training – 2015
- Lean Manufacturing – 2015
- Technical Sales – 2014
- Leadership Development Program (LDP) - Oerlikon 2013
- Heat treatment – Body.cote 2010