



# MATTEO DELL'ACQUA

## BUSINESS DEVELOPMENT LEADER

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@TEOH2O

29 . 11 . 1989

#European Entrepreneur,

Graduated in something concerning #Finance.

#Logic lover,

@davemattthewsbnd fan.

Pretty good aim.

...

*Many years later, as he faced the firing squad, Colonel Aureliano Buendía was to remember that distant afternoon when his father took him to discover ice.*

*(One Hundred Years of Solitude, Gabriel García Márquez)*

## CURRICULUM VITAE

I've gathered experience as **Business Developer** managing manufacturing business and pursuing sustainable growth. Starting from my course of study I've learned how to ground my strategy on data analysis and a proper management of the company economic and monetary cycles. Work in a mature market gave me the opportunity to focus my competences on process innovation and smart manufacturing, devising and implementing projects to foster productivity and competitiveness. As a leader of small teams I learned how to valorize the correct balance between individual contribution and teamwork.

## CORE COMPETENCIES & SKILLS

- Strategic Planning
- Revenue Enhancement
- Budget Review
- Essential Sales Skills
- Critical Thinking
- Effective Communication
- Competitive Intelligence
- Team Leadership
- Autodesk Inventor
- Microsoft Office (ECDL 2008)
- Visual Basic .NET
- Simatic S7

### Language Proficiency:

Italian - Native language

English - Cambridge English: First (FCE)

## PROFESSIONAL EXPERIENCE

### Lavorazioni Plastiche Srl

2012 - Present

#### CEO

LAVPLAST is a family business founded by my father more than 40 years ago. After a brief co-chairing, I've started my journey to lead this small company to compete globally in plastic manufacturing market. In these years pursued growth through process innovation and internationalization. My duties include traveling nationally and internationally to identify new business partnerships and cultivate existing client relations, build a successful pipeline, develop new and existing client projects including complex contract negotiation, and manage the financial and economic planning.

- Adopted new technologies for smart manufacturing, structured and empowered the R&D division
- Reshaped the Company position on the market, developing new marketing tools, and starting the transition from a "customer-branded" product manufacturing to the new own trademark "ADFLEX"
- Strengthened the company's position on the international markets, especially the EXTRA-EU, which now account for 70% of turnover.

### COMEC Srl

2017 - Present

#### CEO

In April 2017 I've founded COMEC Srl and acquired the activities of a firm based in Carrù (Cn). My main task was to reshape the old business model to bring it to profitability. I've faced this challenge cutting the unproductive costs, in particular in Logistic and Financial Areas, and focusing the resources on few selected business activities capable to create a clear value for the customers.

COMEC currently employs 7 people generating a turnover of 1,5Mln, and it's changing its role from a general supply warehouse to a long term partner for OEM and equipment producers, technical distributors and professional users.

- Implemented a new management control system, to make clearer the stream of value in every production process
- Leveraged on brand communication and negotiations skills to foster new relationships
- Boosted the synergy with my other companies to achieve the benefits of a vertical integration and boost the competitive capabilities

## ACTIVITIES

### Sport Shooting Athlete

National Championship Rifle Team  
Medalist

2008 - 2009 - 2012 - 2013

## SOCIAL MEDIA

FaceBook

[www.facebook.com/teo.dellacqua](http://www.facebook.com/teo.dellacqua)

LinkedIn

[www.linkedin.com/in/matteodellacqua](http://www.linkedin.com/in/matteodellacqua)

Twitter

<https://twitter.com/teoh2o>

## TIB Tubi Italia Bohemia Sro (Cz)

2010 - Present

### Administrator

My first working experience started during the last year before my graduation in a subsidiary company of LAVPLAST in Czech Republic, and lasted a year and a half. This experience thought me to adapt in a foreign environment and deal with a young entrepreneurial ecosystem. I've worked in the commercial department and managed the financial cycle.

Currently my role in the company is to oversee the administration duties and the financial deals.

- Improved the financial ratings through the adoption of factoring tools for log-term payments and monitoring the foreign currency based transaction
- Managed the commercial department to improve the presence of the company on the European market
- Introduced basic tools of data analysis to support the decision process

## Various Organizations

2005 - 2008

### Earlier Experience

#### Summertime Jobs

*During my high school summer holidays I had the chance to start my working experience doing some part-time jobs in my family company and being employed as waiter and dish washer in hotels and restaurants. These first experiences contributed to taught me the necessary effort to work in a team, and have strengthened some friendships that still last today.*

## EDUCATION

### Università Cattolica del Sacro Cuore - Sede di Milano

2008 - 2012

Economia Dei Mercati e degli Intermediari Finanziari

Bachelor's degree - Faculty of Banking & Finance

### Liceo Scientifico Blaise Pascal

2003 - 2008

Diploma di Maturità Scientifica

## CONFINDUSTRIA - MOVIMENTO DEI GIOVANI IMPRENDITORI

### Confindustria Alto Milanese - GGI

Councilor and VicePresident (2014 - 2017)

I was involved in some local and regional projects, such as the Management Game, ALISKILLS, TalentALI, and Social2Business EXPO. During my term I was also elected as Member of the Regional Council and actively participated to almost all council sessions.

### Confindustria - GGI

G20 YEA Delegate (2015 - )

I've participated in the Annual Summits held in Istanbul-2015, Beijing-2016, and Berlin-2017. During the 2016 Summit I had the chance to participate as a panelist in a session on entrepreneurial mobility and the "Visa Project"

Member of Senior Technical Committee "EUROPA" (2017 - )

The main activity of the Technical Committees is to monitor the EU legislative and non legislative proposals and be an information proxy for the updates on various European policies.

## YES for EUROPE

VicePresident 2018

YES is a pan-european federation, representing 14 countries and 24 associations, generating a network of more than 60.000 young entrepreneurs.

I've attended to numerous EYEC starting from EYEC2 in Rome - 2014.

In 2018, I've started my term as YES VicePresident.