

Augusto Zumbo



Experienced Sales & General Manager with Telco, IT and Waste management background immediately available also on temporary base

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based in Milan area

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EXECUTIVE SUMMARY

Fifteen plus years' experience in the role. Following my background my career has developed in consumer electronics, IT and telecom industry in multinational corporations

My focus is on business development where priority goes on the strategic framework, focusing on specific objectives, meeting and exceeding required targets through team leadership

EXPERIENCE

Interseroh TSR Italia S.r.l., 2016 - 2021

Managing Director and Chairman of the Board of Directors, Milan

Sony Mobile Communications S.r.l., 2014 - 2016

Country Manager South Eastern Mediterranean, Mobile products, Milan

Wiko Italy S.r.l., 2014

General Manager Italy and Switzerland, Smartphone and accessory, Milan

Acer Italy S.r.l., 2010 - 2013

- Retail Business Manager Italy, IT products, Milan
- Business Manager Italy, Greece and Israel, Smart Handheld Business Group, Milan

ACHIEVEMENTS

Company start up:

- Remedia TSR in 2016
- Wiko in 2014
- Sonera zed in 2000
- Wind telecomunicazioni in 1998

Leading and achieving change management programme:

- Remedia TSR in 2018
- Sony Communication in 2016
- Motorola MDB in 2009

Successfully leading M&A:

- Remedia TSR and Ecorit Servizi
- Interseroh TSR and Ecodom

Accomplish Merger by Incorporation:

- Remedia TSR and Interseroh Service

Market share segment leadership:

- 70 % WEEE, Interseroh TSR in 2021
- 4.5 % in value, high tier Sony in 2014
- 24 % in volume, Acer in 2013

ADDITIONAL EXPERIENCE

Turin University, School of Management (SAA), ongoing

- Visiting professor at SAA Turin. Classes taught in English to foreign Erasmus exchange students
- Visiting professor at USAC, Turin and Reno (Nevada). Classes taught in English to American students, USAC Reno programme

Motorola S.p.A., 2002 - 2009

- Account Director Retail and Distribution, MDB, Milan
- Account Director Hutchison, MDB, Italy and Austria
- Accessory Manager, MDB, Milan
- Sales Field Manager, MDB, Milan

Sonera Zed Italia S.r.l., 2001 - 2002

Marketing Director zed, Milan

Wind Telecomunicazioni S.p.A., 1998 - 2000

- Channel Manager Consumer, HQ Rome
- Sales and Marketing Manager, Area 1 Nielsen, Milan and Turin

Motorola S.p.A., 1994 - 1998

- Marketing Manager, MDB, Milan
- Area Manager Area 1 and 2 Nielsen

Sony Italia S.p.A., 1991 - 1994

Trade Marketing Manager, Milan

LANGUAGES

Italian - Native

English - Fluent

Japanese - Intermediate

MILITARY SERVICE

Reserve Officer, Guardia di Finanza

- "Baschi Verdi" Team - ATPI
- Judicial police investigation
- Team management

SKILLS

Managerial:

- organizational alignment
- contract negotiations
- transaction agreements
- Team leadership
- internal and external recruitments

Personal:

- flexibility
- problem solving
- empathy
- ability to listen weak signals
- inject enthusiasm

Technical:

- public speaking
- coaching and mentoring
- sales and marketing planning and budgeting
- WEEE and battery compliance

Organizational:

- companies start up
- commercial policy planning

EDUCATION

International University of Japan, 1988

Master of Arts in International Relations

Bocconi University, 1986

Economics and Social Sciences (DES)

CFMT, 2016

Executive Master Programme

PASSIONS

Judo

Field Archery

Travelling

Asian culture

Books - reading and writing