

Marco "Jandooiot" Mantovani

Sales & Marketing director

Via Fiume, 13 – 10040 – Volvera, TO, Italy
T +39 3393630290 – E marco@jandooiot.com

Qualifications

- 17 years experience in sales, marketing and communication
- Verified capabilities to set up budget and obtain it, both personally and in staff
- Proven leadership skills in building sales team, strategizing and implementing human resources
- Managing direct and indirect personnel
- Establishing and maintaining long term strategic goals, policies and business development for sales business unit
- Ability to ideate innovative solutions
- Full autonomy but skilled to interact with a working team

Work History

- Sales and marketing director – Dynamic Fun, Torino, Italy – march 2005 / present
- National sales manager – Wireless, Milano, Italy – jan 2004 / dec 2007
- Business development manager and marketing manager – Strategie Digitali, Torino, Italy – yr. 2005 (temporary project)
- Vice Director, Sales – Gruppo Maggioli spa div. Pubblimaggioli, Milano, Italy – jan 2003 / dec 2004
- Sales and marketing manager – Epiquadro editoria e comunicazione, Torino, Italy – jan 2001 / dec 2002
- Sales manager – Epiquadro editoria e comunicazione, Torino, Italy – jan 1998 dec 2000
- Sales agent – Epiquadro editoria e comunicazione, Torino, Italy – aug 1996 dec 1997
- Sole agent OTC @ brand now in GSK Group, Nielsen Area 1, Italy – 1993 jul 1996

Education

Universit of Torino; law school
Classical Lyceum, Massimo D'Azeglio, Torino

Others

Confindustria Torino, degree in sales and marketing management
Trinity College, UK, first certificate and certificate of proficiency in english (CPE)

Languages

Italian mother tongue – Excellent English – Functional French and Spanish