

# Stefano Bano

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## Professional Experiences

### Operational Manager at CEVA Logistics

Sep 2017- In progress

Transport and Logistics Manager managing a team of 15 white collar and an average of 140 blue collar.

The principal clients managed is KIKO MILANO and other Percassi brands like WOMO and Victoria's Secret.

The total revenue managed is between 18-20 million and the square meters of warehouse managed are 20.000.

The principal warehouse activities are:

- Inbound product
- Store Outbound
- E-commerce Outbound
- Labeling and others VAS

I manage all the European transport for e-commerce (1.200 shipping/day) and store (850 stores in Europe) with the following carriers: DHL, BRT, CEVA, UPS, SMM, DSV, ASENDIA others.

I started in CEVA in the BPE team in the role of senior logistics engineer dedicated to KIKO MILANO start-up project.

### Business Analyst and support General Manager at Percassi Group (Luxury Retail Sector)

April 2015-Sep 2017

Corporate restructuring project of a Percassi Group following the acquisition of the company Vergelio Calzature S.p.A. currently called Vergelio Milano S.r.l.

The main activities were:

- Drafting Budget, Actual and Forecast income statement for years 2014 comparable, 2015 and 2016;
- Preparing weekly and monthly transport and logistic reports;
- Implementing a different logistics and transport system;
- Retail business analysis to make decisions about the restructuring of the company;
- Launch of e-commerce platform Vergelio.it;
- Responsible for carrying out the inventory.

### Business Analyst at UBS (Italia) S.p.A.

November 2015-April 2015

Four months off-cycle Internship in the business unit Corporate Advisory Group.

The main activities are:

- Financial analysis and reclassification of financial statements;
- Evaluation of companies with different methodology, in particular the multiples methodology;
- Identification of potential industrial and financial buyers;
- Development of Financial business plans;
- Assistance in finding financial resources for support the investment plans.

### Business Analyst at KPMG Advisory S.p.A

May 2014-October 2014

Six months of off-cycle Internship in the business unit "Business Performance Services-Healthcare sector" projects focused on business strategy, business performance improvement, organizational consulting, planning and control management for customers in the Healthcare public sector. I learned to use depth of MS Office, especially Excel and Power Point.

## Education

### Masters degree in Industrial Engineering (Final grades: 110/110)

October 2011-April 2014

It is a continuation of my course engineering studies at Politecnico di Milano.

Dissertation "Radical Innovations and Competitive Advantage: An Empirical Analysis of Retail companies of the Fortune 500 ranking". Relevant classes: Corporate Finance, Corporate and Investment Banking, Corporate Strategy, Industrial Organization.

### Bachelor degree in Industrial Engineering

October 2008-July 2011

Bachelor degree at Politecnico di Milano.

Dissertation on a business game. It was required the ability to manage a company operations taking decisions about its finance, marketing and operations activities competing against universities teams through a simulation web-based platform. Winner team in 2011 editions.

**Scientific high school diploma at "I.I.S.S.S Don Lorenzo Milani"**

**September 2003-June 2008**

Scientific-mathematical formation. I was also active in student fees and class representative.

**Language**

**ITALIAN** Mother tongue.

**ENGLISH** Excellent and fluent knowledge of English.

**Achievement of certificate TOEIC, level C1**

Different experience English speakers: Birmingham (UK), Denver (US) and *Cambridge (UK)*.

**SPANISH** Good communication skills thanks to an experience of two months in Valencia.

**Other work experience**

**Cashier, marketing manager and management assistant Multisala il Borgo**

**March 2009-January 2014**

Important experience of 4 years and 10 months in the company " Dora dream s.r.l.". After having done various jobs, I embarked on a path of internal growth that has allowed me to work in the executive staff of the company, to support the marketing and administration function.

**Employee at Exide Technologies S.p.A**

**July 2007-August 2008**

Experience took place during the course of study, to better understand the production processes.

**Competences and values**

Massive capacity in dealing with, manage, and resolve problems proactively. Strong sense of initiative and ability to interact with the team. Great entrepreneurial spirit and ability to find innovative solutions in key continuously. Car licenses A-B-C-BE-CE. I am a very dynamic, energetic, sporty, honest, with a strong sense of responsibility and determination. Available to work abroad. Complete computer knowledge: Microsoft Office, computer networks, communication and other programs such as: SAP, Webratio, Access, AutoCAD. I am looking for a company that believes in me, to make me grow, based on meritocracy and knowledge sharing.