



## WORKING AND LEARNING EXPERIENCES

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### ⇒ PERSONAL DATA

- born on 17/10/1958 a Spoltore (PE)
- married, three children

### ⇒ QUALIFICATION

- High school diploma with specialization in surveying, graduated in 1976/77, at Istituto Tecnico Statale "Tito Acerbo" in Pescara with grade 50 / 60

### ⇒ WORKING EXPERIENCES

- ❖ In 1979, surveyor topographer, surveys of road layouts, geological surveys, rivers, power lines and activities for land expropriation;
- ❖ In 1980, after a selection of graduates surveyors, provided by the School Management "Tito Unripe," I was hired by Costantino spa (refrigeration engineering industry, based in Limana di Belluno), as Technical Sales Affiliate in Montesilvano (PE) for the regions of Abruzzo and Molise;
- ❖ In 1981 I was given the responsibility of the technical commercial office in the affiliate Costan spa, with technical duties of survey, project, quotations, order management in place, fees to local businesses, construction management and commercial support to the sales network;
- ❑ In 1982 I was given the responsibility of after sales activities, management of technical assistance, the vehicles and spare parts inventory;
- ❑ the most important cases treated: supermarkets Despair, Gabrielli, A & O Falcon (current Coop), refrigerated warehouses wholesale of meat, fruit, vegetables, fish and frozen products in Abruzzo and Molise, as well as specialized shops for meat, pork, fruit, etc .;
- ❖ in 1986, the company Superdistribuzione s.p.a., from Villanova di Cepagatti (PE), firm which operates in the distribution of food product for wholesaler and retailer, which represented the brand Despair for the regions of Abruzzo and Molise, having already planned an innovation process and knowing me as one of their suppliers for refrigeration plants, hired me as manager of the technical area and development of direct and affiliate subsidiaries.
- ✓ The working tasks involved, the study for practicality, evaluation, planning, the orders to suppliers, the direction of the works, the maintenance of goods, the relationship with Public and Local Entities with the completion of all formalities and activities for the release of administrative authorizations, the health, fire department and everything that is necessary to the creation and the opening of new shops.
- ❑ in 1987 I was, moreover, given the responsibility of the Public area, the relationships with advertising agencies, the local Tv channels, radios, newspapers, and more..
- Significant experiences:
  - ✓ Beside the company's CEO, I've attended the main corporate activities, caring for land acquisition, projects, realization, commercial lay-outs, managing the investments.
  - ✓ Technical area: study and creation of technological systems and plants which were used for energy saving and to the relative control of the maintenance costs, inspections and improvement of energy contracts for consumers.



- Main projects followed: in 1987 the commercial center Interspar which is located in Villanova di Cepagatti (PE); in 1994 an euro-cash warehouse for wholesaling; in 1995 the commercial center Mall, refrigerated warehouses with processing and packaging centers for vegetables and fruit, cheeses and cold meats, and also many supermarkets direct and affiliate;
- ❖ in 1996, after a merge and transformation of the company group, I had care of the general direction; company with shops, wholesaling, discount, supermarkets, hypermarkets, commercial center with shop gallery and affiliated shop, all dislocated in Abruzzo, Molise and Marche, with more than 500 employees and 300 million of turnover.
- ✓ With the new responsibility the transformation process also ended, from local firm to one which was now part of an European group with many operative offices in Italy and one central office in Padova;
- ✓ With the new position I've taken care of the changing process of the organization, with attention towards the training of human resources, to the company's style, to the company's sense of belonging, making the merit prevail and improving the human and professional level.
- Significant experiences:
  - ✓ Business area: definition of business strategies based on geographic areas or on market channels, marketing plan, advertisement and communication, development of branded products;
  - ✓ Franchising area: acquisition of new affiliates, purchasing incentive plan.
  - ✓ Commercial Centers area: layout and merchandising of the shop gallery, marketing plan and advertising plan, management of advertisement and association costs.
  - ✓ Purchasing area: business and political definitions and development of the relationship with local supplier;
  - ✓ Logistic area: lay-out of warehouses, work organization, optimization of warehouse inventory value, hourly productivity, quality control;
  - ✓ Administrative area: general management control;
  - ✓ Financial area: relationship with banks; direct and indirect credit management.
  - ✓ human resources area: specialization and training of human resources, wages politics and union relationships;
- ❖ in 1998, the peripheral offices function of direction were all centralized in the head office in Padova;
- ✓ In the head office, It was given to me the responsibility of one of the six directions, regarding the General Services, which included the legal businesses, corporate, insurance, auditing and special projects; company with more than 2000 employees and 1200 million turnover;
- significant experiences:
  - ✓ human resources area: incentive buyer plan "purchasing in order to sell..."
  - ✓ financial area: project management and recover of corporate credits and evaluation of financing methods;
  - ✓ special projects area: acquisition of shops and development of affiliation in unattended territory;
  - ✓ purchasing area: definition of contracts for framework agreements with industries.
- ❖ in 2000 the companies FE.MA./SO.GEST s.r.l. of Pescara, companies with distributive platform which operates in industry sector, meat business and service and iced/frozen products for wholesale and retail, knowing me as a supplier in the period in which I've had worked for Costan and moreover as a client for the period in which I've had worked in Superdistribuzione, having in place a process of corporate innovation, hired me and it entrusted me the project of innovation and corporate organization;
- significant realizations:
  - ✓ opening of the distributive platform of frozen/iced product for the distribution of such to CONAD supermarkets in Abruzzo and Molise;
  - ✓ gestione rami di azienda del reparto carni all'interno di supermercati.
  - ✓ managing of corporate sections regarding meat departments in supermarkets





❖ In 2001, the Chiavaroli Building of Montesilvano, which operates in the construction industry, knowing me since when I was in Superdistribuzione for what concerned a real estate lease in which we have had open a supermarket, contacted me for the creation of a small commercial center with a bingo theatre. Given my resignation as a SO.GEST s.r.l. director I've opened an individual firm the S.I.C. - services for business and citizens and - while keeping my activities for SO.GEST I've started collaborating with Chiavaroli Building. This relationship was kept and widen to various activities after the construction of the commercial center.

- Significant experiences:
- ✓ organizzazione e crescita aziendale;
- ✓ corporate organization and development;
- ✓ rapporti con Clienti, Enti Pubblici e Privati;
- ✓ relationship with Clients, Public Entities and Private Entities;
- ✓ technical area: R&D for techniques and materials with a particular attention toward energetic consumes;
- ✓ business area: collaboration for the study regarding the business management plan and presentation of the firm;
- ✓ advertising area: collaboration for the study regarding the new image, the firm's website and advertisement plan;
- Significant realizations:
- ✓ Commercial centre with bingo theatre, residential complex "Orione" with more than 300 apartments and further more than six hundred apartments, besides public works, such as streets and parks.

#### ⇒ EXPERIENCES AND OTHER INFORMATION

- 1977 , at my 5th of Surveyor, I was selected among the students of the school to attend a "Master of Technical Safety", earning a diploma and a seminar on "Labour World" with students from other Educational Institutions;
- 1978/79, I attended the "AUC", at the School of Infantry in Cesano, earning the title of "Student Chosen", classifying as the 8th of the course and achieving the rank of second lieutenant, later called up for training I obtained the first degree first lieutenant and then to captain;
- 1980 I participated in a competition for surveyors, classifying in the 4th place;
- 1997, I attended a course on "Management Education";
- 2005, I attended the course for real estate agent, obtaining registration;
- 2005, I attended a course to become a building manager for the ANACI, getting my qualification;
- 2009, I attended a course on safety on construction sites, achieving accreditation;
- 2009, I attended the first aid attendant business, obtaining license;
- 2010, I passed the qualifying examination for the exercise of the profession of surveyor with voting 93/100;
- 2011, I attended a course for energy certification of buildings - CENED, became qualified;
- 2011, I attended the basic course for designers KlimaHaus, became qualified;
- 2012, I attended the advanced course for engineers KlimaHaus, graduating from junior expert KlimaHaus;
- 2013 I attended the course as technical office consultant, became qualified;
- 2013 I attended a course for professional fire fighting, achieving certification and enrollment in the MI;
- 2013 I went to Bologna and Rome, an interdisciplinary training program, which aims to realize the objectives into specific actions, and creatively solve problems. Courses on: effective communication, negotiation, problem solving, team management and sales techniques. Some trainers Julio Velasco, Giorgio Nardone, Beau Toskich, Emanuele Maria Sacchi, Claudio Belotti, Leonardo D'Ursò, Sebastiano Zanolli, Igor Sibaldi, Chester Elton, Paolo Crepet and others, organized by the company Performance Strategies;
- 2014, in January, I attended a training course in Milan on the housing market "Investing in Real Estate", organized by the company ABTC;
- 2014, in February, I went to Rome for a training course on "Financial Wellness" organized by the company ABTC;
- 2014, in March, I attended a training course in Milan at the "School of Business" organized by the company ABTC;



- 2014 and 2015, in Milan to attend a training course on interdisciplinary areas: real estate (auctions, sales of the preliminary subdivision, legal solutions and real estate taxation, excerpts); business (marketing, learn how to negotiate, tax savings and asset protection, automatic revenue, financial well-being); trading. Courses organized by the company ABTC;
- Other interests include: reading, soccer, running race, blood donor, support the parish membership over the years as a scout leader, an extraordinary minister for community and voluntary CARITAS.

I authorize, hereby, the processing of my data in accordance with current laws.

Mario Ottavio Mazzocca