

## CURRICULUM VITAE

**Marco Milanini**

### **Stn Director MXP/LIN Operations Director Aviapartner Italy**

- Date of birth: 18/09/1966
- Nationality: Italian
- Dirigente since 2007
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#### **Education and qualifications:**

- High School Diploma Maturità Scientifica Ist. Massimiliano Massimo in Rome (1984)
- Economic sciences degree, London University (1988)
- Specialisation in Business Administration in Siena (1992)

#### **Professional background**

- Selling agent of lubricants and chemical products for Faren Spa Milan (1989-91)
- Commercial Responsible coordinating direct Company sells and external Agents in Italy for ISIC Srl in Siena (manufacturer of wine bottle capsules) 1992-94
- Deputy Commercial Director for Biella Commerciale SpA in Milan (consociate of Kuwait Petroleum Italia SpA), trading company in extra retail petroleum business, coordinating: direct sales from refinery, direct sales to end consumer for a total of 110.000 T of product/year and credit management for punctual outstandings of € 6 mil (1994-98)
- Head of Depots and Logistic transportations for Biella Commerciale SpA with management of 7 stocking petroleum depots, supply, administration and fiscalità, ~70 people mgd (1998-2000)
- Head of Plants and Coordinator of MXP and LIN airports for HUB Srl (Joint Venture Co of Exxon/Kuwait Petr/ENI) Into Plane and supply company for aviation fuel, ~ 150 people mgd (2000-04)
- Operations Coordinator of MXP/LIN/FCO Plants & Company Controller for HUB Srl in Rome ~ 250 People (2004-05)
- Station Manager in TRN for Aviapartner SpA (2005-06)
- Station Director and founder of MXP and LIN stations for Aviapartner Handling SpA ~ 400 people mgd (2006-13)
- Station Director MXP/LIN and Operations Director FCO/MXP/LIN (2013-14)
- Station Director MXP/LIN and Operations Director Aviapartner Italy Holding 10 stations (Jan 2014- td )

#### **Professional skills**

Analyses of processes and work chain fluxes, monitoring and leverage of key industry KPIs, research of working organization optimizations and synergies, strong cost analyses control and Budget process management and implementation vs Actual, strive for best compromise between operational processes and service and economical-financial results.

#### **Languages skills**

- Italian (mother tongue)
- English (fluent)
- French (basic level)

Wide professional references both within the market and from previous Company employer.

