



PERSONAL DATA

PAOLO ROSSI

DATE OF BIRTH: 27 October 1977

NATIONALITY: Italian

MOB: 0039 3483919455

EMAIL: paoloc.rossi@unicredit.eu

City: Formigine (Modena)

Separated with a 9-year-old son named Lorenzo

Linkedin: <https://www.linkedin.com/in/paolo-rossi-a302bb21>

LANGUAGES

ITALIAN: Native Speaker

ENGLISH: Advanced

ACADEMIC BACKGROUND

Degree in Economics

105/110 – “Università degli Studi di Pisa”- Italy, (Dec 2001). Thesis on “The secondary market of Securitization”.

HOBBIES & PASSIONS

Leadership Management (i.e. Mentoring)

Tennis

Auto & Motorcycle

Cooking

Travelling

BIO

For the last 18 years I have worked in the Italian Commercial Network of Unicredit seeking to build long-term relationships with **Customers, Colleagues and Territorial Stakeholders** in the 3 regions where I have lived. My career path is characterized by a fast-paced, **cross-business** work environment, which has entailed an increasing level of responsibility to match its equally increasing complexity. Thus, I have constantly endeavored to focus on **people's development** by combining, harmonizing and enhancing the specific professional skills of both senior & junior personnel within the Teams in order to get sustainable results in various fields, (i.e. Structured Finance, Digitalization, Clients coverage etc...). I strongly desire to further steer my career path towards the **Commercial Network and in HR/Learning/Talent Development Areas**, with no limits in terms of mobility.

UniCredit WORKING EXPERIENCE

- ✓ **Corporate Area Manager “AM” in Modena**, (Aug 2018–present), I deal with loans and trade-related financial issues of Corporate Firms, (5 - 500mln € revenues), leading a team of 37 Colleagues, (as Relationship Manager “RM” and Assistant). I am also involved in local initiatives with stakeholders and in the senior coverage of top clients.
- ✓ **Corporate AM in Parma**, (Mar 2017-Lug 2018), I led a team of 30 Colleagues (as RM and Ass) with the same tasks detailed above.
- ✓ **Deputy Retail AM of Umbria**, (Apr 2016-Feb 2017), I had the commercial responsibility of the entire Umbria region leading the branches' network (#82) and dealing with household & SMEs.
- ✓ **Head of the Formigine (Mo) Retail District**, (Oct 2010-Mar 2016): I was in charge of the branches' network (#8) of household & SMEs customers at local level and led 50 Colleagues.
- ✓ **Head of the Commercial Development Department of Modena**, (Oct 2010-Sep 2013): I led a small Team of 8 Colleagues with the aim of acquiring new SMEs customers.
- ✓ **Executive Staff of the Emilia Corporate Area Manager**, (Oct 2009-Sep 2010), supporting corporate branches and AM.
- ✓ **Corporate RM from SMEs to Large Corporate firms**, (Jan 2004-Sep 2010), in different cities, (Lucca-Viareggio and Modena). I was dealing with financial consultancy for customers of the assigned portfolio.
- ✓ **Corporate Assistant** (Aug - Dec 2003) in S.Croce S/Arno (Pi).

UniCredit COURSES ATTENDED

UniFuture International Program (2018)

IMD BUSINESS SCHOOL Lausanne

During this international and multi-firms path I extended my Leadership skills, learning how to enhance people's strengths by means of customized approaches. Since then I have always availed myself of these useful techniques in order to lead & inspire people.

Master in Corporate Banking (2007-2009)

2ND LEVEL MASTER'S DEGREE at SDA BOCCONI in collaboration with M.I.P. (Politecnico di Milano), T.U.M. (University of Munich)

That Master enabled me to acquire all the necessary skills in Corporate Banking: Corporate Structured Finance, Business Planning, Company Organization, International Commercial Law, Financial Models, Risk Evaluation, Financial Markets etc. It was the first international Master in Corporate Banking with a selected number of Colleagues (#50) from different countries and a milestone in my career path.