

Luca Martini

Born in Thiene (Italy), June 27th, 1982 | 2, S. Domenico Savio Thiene 36016, Italy | +39 3491284364 | luca.martini27@gmail.com

PROFILE

Consolidated Finance & Controlling competences in 10 years' experience also with duties of Program / Project Management. I acted as Business Partner reporting to Top Management in Business Development, Turnarounds, Investments and Partnerships. I have a strong commitment in Impact Investing / Profit With Purpose / Circular Economy to use business as a positive force.

Key Skills

- Administration Finance and Accounting.
- Scouting and development of business opportunities.
- Relationship Management and contracts negotiation.
- Due Diligence, Corporate Finance and M&A.
- Impact Investing, Circular Economy, Social Business.
- Business Plan, Budget, Forecast, MBO & KPI, Cash Flow.
- Audit, Deliverables & Reporting for CEO | BoD | Others.
- Lead and management of cross-disciplinary teams.

Work Experiences

From 2017 **Advisor to CEO and Volunteering (Social Innovation) – SME in Vicenza (IT)**

Support to a CEO, products for retail industry, to improve Account Receivables/DSO and Sales Force management. As volunteer I am developing a MVP about a new way for retailers to donate to social projects. Retailers are able to double their donation's budgets while simultaneously increasing their turnover.

2008-2016 **Department of Administration Finance and Accounting – Versalis S.p.A. (ENI), Milan (IT)**

Responsible of Investments Portfolio – M&A (Business Development)

Transacted 15+ business opportunities worldwide with 3 JVs, managed cross-disciplinary teams of 5-10 units.

- Relationship Management, contracts negotiation and provided deliverables for IC | BoD | Banks.
- Carried out Analyses, Due Diligences in site (Operations | Finance | Admin.), valuations and selection.
- Conducted Business Plan, Financial & Tax modelling and documentation for internal governance and Third Parties.

Assistant of Head of Turnaround Project (ENI Office of the CEO)

Ensured the Turnaround of Polimeri Europa (€6bn turnover) from 'product-driven' to 'market-driven' Company.

- Program and Project Management duties during Strategy Design & Deployment phase with a team of 150 units.
- Responsible of Data Room with a team of 5+ units and I led task forces (7 Steering Committees in 9 months).
- Controller, I certified savings and I developed a new Accounting/MBO model for Commercial Dep. (300 units).

Specialist Controller and Asset Valuation

- Valued acquisition/closing of assets, audited commercial strategies and businesses (with ENI Office of the CEO).
- Controller of P&L of BU, I coordinated activities and ad hoc projects interfacing with all levels in the Company.
- Provided Business Plan, Budget, Forecast, Reporting with variance analyses in 3 Business Units (€3bn turnover).

2007 **Analyst Consultant – Capgemini Consulting S.A., Milan (IT)**

- Developed analyses and presentations of BPR in Operational Excellence projects in FCA, Enel and ENI.
- Provided Workflow, FTE and Spending analyses for the re-structuring of Dep. Supply Chain in Merloni MTS.

2006 **Internship (Accounting Model in Campagnolo S.r.l.) – PricewaterhouseCoopers S.p.A., Padua (IT)**

- Analyzed areas of Production | Logistics | Warehouse to develop a new Accounting Model (standard costing).
- Supported team in ERP's implementation by also modifying General Ledger, procedures and reporting.

Education and training

2015 **Executive Education in Social Impact Investing – Centro Studi Lang, Milan**

2013 **Versalis - Sustainable Products Portfolio Plan – Think Tank Versalis S.p.A., Milan**

Led a team of 10 units to craft a new Products Portfolio (€6bn turnover) with 65% of EBITDA coming from positive impact chemicals (with sustainable feedstocks & technology). It was applied in the Strategic Plan 2014-2017.

2011-2013 **Executive Master in Administration Finance and Accounting – SDA Bocconi – *Distinction*.**

2001-2006 **Master of Science in Management Engineering – University of Padua – *110/110 cum laude (BS 94/110 with Honors)***

1996-2001 **Diploma in Informatics Sciences – Istituto Tecnico Industriale Chilesotti – *96/100 ABACUS project*.**

Languages and Computer Skills

English advanced | **French** intermediate | **Spanish** basic | **Italian** mother tongue.

Operative Systems: Windows, Linux, Unix. | **ERP:** SAP, ARCA, PPL, BaaN IV.

Full proficiency in MS Office suite and business analytics (Think Cell) | Database (SQL Server, MySQL).

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