

Paolo Camalich – born in Milan, Italy – 1966/08/15

CURRICULUM VITAE

Dafram S.p.A.

mar 1995 - apr 1997

Attached commercial employee in the export dept. of Messers DAFRAM S.P.A. manufacturing industrial ball valves and, at that time, still manufacturer of inox steel castings with following tasks: working out of sale quotations; management of purchasing orders from agents, dealers, resellers and customers; day to day market; inquiry of potential new marketing areas for increasing sales, looking also for new customers and new suppliers. Translations for inner use of the company (into and from English) of legal and not legal documents, non conformity reports; advertisements on magazines of the sector; formulation of documents for obtaining or renewing quality certifications etc.

Furthermore, in the aim of making easier the solution of all commercial problems arising now and then, I used to take care of many other tasks of different sort and complexity, such as: inspection of orders from customers, management and formulation of the price lists and warehouse private data, credit salvage-services. All this continuously entertaining by phone or directly by visiting customers, outer co-operators, suppliers, production, book keeping, Auditorial-college.

Torriglia

apr 1997 - oct 1997

Management tasks at Vincenzo Torriglia dealing in dried fruit brokerage. I cared sale price negotiations with foreign exporters and my Italian customers, taking care both of all business transactions and also of the freight and the clearance

Luigi Serra S.p.A.

nov 1997 - may 2002

Employed at Luigi Serra S.p.A., later on named SM Logistics, joined finally in Merzario S.p.A., I was devoted to logistic, operative and commercial management of the seaway export of goods of various and different sort. Furthermore I was taking personally care of the sale price, of the development of the same and of all the necessary operations pertaining to them, such as: picking up and/or collection, custom clearance, loading, IMO goods entrance authorization, booking, B/L issue along with accessory certificates or declarations; management of Chamber of Commerce and consular visa, posting of pertaining documents and, as a general rule, care of what directly or indirectly was involving all concerned parts both Italian and foreigners: exporter and his collateral services suppliers, as for instance banks or logistic services, ship Agents or shipowners, custom brokers, port operators, local Agents abroad. All this happened through a direct contacts with the involved parts, taking upon myself all more or less complicated decisions pertaining to all problems which every shipment involves all along its way

Pacorini Forwarding

jun 2002 - may 2003

I'd been employed at the Genoa seat of Pacorini Forwarding S.p.A. fulfilling the same tasks and offices as per above.

Part of Luigi Serra S.p.A. management, in consequence of various disagreements with the new owners, came off the new born Merzario choosing me and a few other colleagues to give birth to a new forwarding division inside Pacorini group, an important company located in Trieste area and specialized, up to that time, in the logistic of some specific commodities only.

Hamburg Sued

may 2003 - may 2012

I've been employed at Hamburg Süd Italia - former Calmedia S.r.l. - in the marketing department, attending mainly to commercial tasks, especially referring to acquisition on all lines as per shipowner's commitment, involving contacts and business visits to the forwarding companies and, occasionally, also to direct importers and exporters. Furthermore I took care of budget plans and their subsequent quarterly revisions.

Ventana Serra S.p.A.

may 2012 - jan 2014

Choosing the best possible solution for our sales team amongst sea suppliers, trucking companies, custom brokers.

Pacorini Forwarding S.p.A.

feb 2014 - dec 2019

Procurement and sales team support; looking for tailored solutions for their main task

Crane Worldwide Logistics s.r.l.

Dec 2019 Dec 2020

EMEA oceanfreight director. Procurement for EMEA sales.

Crane Worldwide Logistics s.r.l.

December 2021 onwards

Procurement, pricing and sales team support; looking for tailored solutions for their main task