

Giorgio KINDINIS



Date of birth 22 October 1973

Nationality Italian

JOB APPLIED FOR **Direttore Generale di Explora s.c.p.a**

I'M ATTRACTED BY THOSE ORGANIZATIONS THAT TRULY LEVERAGE THEIR PEOPLE'S TALENTS AND NEVER STOP DEVELOPING AND SEEKING INNOVATION AS THE BETTER WAY TO FULLY ESTABLISH A SUSTAINABLE SUCCESS.

I'VE OFTEN BEEN INVOLVED IN START-UPS THAT ACKNOWLEDGE MY DRIVE TO GET THINGS DONE.

I AM RESPECTED FOR MY LEADERSHIP AND THE ABILITY TO DEVELOP A DETAILED PLAN FROM SCRATCH AND TO FORGE CONSENSUS ON IT. I AM PROUD OF MY CULTURAL ADAPTABILITY AND TALENT FOR DEALING WITH BOTH STRATEGY AND FRONT-LINE ENGAGEMENT.

PROFESSIONAL EXPERIENCE

2014 - **Independent executive advisor**

- Luxury clothing manufacturing company: design of the management buy-out deal; definition of strategy and operating model for growth, scouted opportunities and lead the acquisition process of 2 companies located in the same industrial district and accordingly the process of reorganization
- Specialty food export company: definition of business strategy and operational plan for roll-out
- Chemical company: launch of a new consumer brand dedicated to bike enthusiasts; negotiation of a joint venture with a vertical TV network

2014 - **Mentor and Angel investor**

- Seed investor in innovative start-up (on-line gaming)
- Mentor in start-ups (social network dedicated to travelers; bio and fresh baby food producer)

2010-2014 **Travel Configurator, Online Travel Agency, Co-Founder and Managing Director**

- I developed the business plan and drove the fund raising process with an Italian-Turkish family office and a private equity fund (around 1.2 Million Euros raised in equity in 2 rounds);
- I've set up the team and lead the development of our website, based on a innovative proprietary platform that allowed final users to personalize even the most complicated itineraries
- We generated 1,5 Million Euros of revenues, 50.000 Facebook fans, 20.000 e-mail subscribers and 100.000 Euros in marketing expenses.

2004-2009 **Hall 41, Investment Holding, Co-Founder and Board Member**

- I've defined the business ideas and plans for the majority of the initiatives presented to a wide group of private investors: the first Italian luxury tour operator; a membership club dedicated to high net worth individuals; a boutique private equity firm focused on investments in small-medium size companies of typical Made in Italy productions (LBO's and MBO's); a communication agency; a network of 10 historical mansions converted in high end resorts scattered across Italy; an interior design company;

- All those companies have been funded by private and institutional investors (we raised more than 50 Million Euros)
- As one of the Founder I've been deeply involved in all fund raising roadshows, in almost every start-up and in the development or as a Board Member or as an Advisor, maintaining strong relationships with investors

2004-2009 Bradipo Travel Designer, Luxury Tour Operator, Co-Founder (by Hall41) and Co-Managing Director

- Until 2007 I managed daily operations and the company, from zero, generated revenues for 8 Million Euros with more than 50 employees
- Since 2008 as Business Development Director I was in charge of the opening and launch of National and International flagship stores that leverage local partner's relationships: Verona, Trieste, Brescia, Paris, Madrid, Monaco di Baviera, Istanbul

2005-2009 Camelot, Private Equity, Co-Founder (by Hall 41) and Investment Committee Member

- I supported our operating team in the deal structuring of most of investment opportunities and lead them to develop the investment proposals for the target companies
- We closed 6 deals in the luxury good sector for an overall equity of 12 Million Euros and debt of 19 Million Euros: Tanino Crisci, Sutor Mantellassi and Lario (luxury shoes brands); UnoMaglia (clothing producer for luxury brands); Vecelio (glasses producer and licensee); Cyrus Company (luxury furniture). Cumulated revenues for more than 25 Million Euros.

2000-2003 McKinsey & Co, Management Consulting, Associate

- I've been involved in many projects in different industries (first online players, financial services, telecommunications), often in new business initiatives (the implementation process for a CRM system in a leading bank during a post-acquisition reorganization process; set up of ATM circuit in Romania; definition of a new set of high value services for business clients of a leading telco provider; growth strategy development for one of the first Italian mainstream websites)

EDUCATION

1992 – 1999 **Politecnico di Torino** , Structural Engineer
Graduated summa cum laude

1994 – 1997 **Ecole Central Paris**, Industrial Engineer
TIME (Double Degree Program)

LANGUAGES

Mother tongue: Italian

Other languages	Understanding		Speaking		Writing
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C1
French	C2	C2	C2	C2	C1
Spanish	B2	C1	B1	B1	B1

Communication skills

- Excellent written communication skills, both for horizontal/visual documents and vertical papers, gained through all my experiences especially as Associate in McKinsey and as a Board Member
- Strong negotiation skills, acquired during the multiple direct fund raising processes

Organizational/managerial skills

- Excellent team-leading skills, gained through my experiences as founding partner in small start-up when it's a key success factor to prove dedication and inspire other teammates, to motivate each one and to be focus on priority tasks
- Strong organizational skills, acquired as managing director in Bradipo Travel Designer where I was responsible for more than 80 people dislocated in almost 20 different offices

28/10/2015

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