

Matteo Marini



Personal info

Date of birth: February, 1st, 1965
Place of birth: Venice, Italy
Resides in: Milan, Italy
Nationality: Italian
Military service: Italian Navy, Coast Guard patrol ships
Status: Married, three children

Education

1989 **Università commerciale Luigi Bocconi, Milano**
Full marks MSc degree in Business Administration
Final discussion on the crisis and turnaround of the Zanussi-Electrolux Group

Languages

Italian mother tongue
English excellent, both written and oral
French conversational

Post degree education (main)

1994 **Bocconi University** – “Marketing management”
1995 **INSEAD Euro – Asia** – “Advanced Management Programme”
1996 **ERT** - European seminar for leaders
2000 **ABB Academy** - “Profit Centre management programme”

Institutional roles and other duties

2021 - 2022 Senior advisor to **Simbiosi**, active in the domain of Regenerative agriculture, Resources optimization, energy efficiency and renewable energy production

2012 - 2019 President of **ANIE Energia**, Vice-President of Federazione ANIE

2013 - 2019 Member of the General Council of **Assolombarda**

2014 - 2019 Member of the Board of **Sodalitas**

As of 2015 Independent Board member of **Costacurta S.p.A. – VICO**, a medium sized Steel manufacturing Company, supporting the technical definition of products for the Hydrogen, Carbon Capture, Energy Storage and Waste to Value growing markets

2017- 2019 Member of the Board of **CEI** – Italian Electro-technical Committee

Jobs History

- 2021 - today** DBAG Italy
Senior advisor for deals originated in the domain of Power and Automation
- 2020 - today** MKM Cube
Founder and CEO
Start-up Company founded with the idea of applying IoT field devices to make waste collection process more efficient and cost effective. Hardware and software solutions directed both at the world of Public companies (typically those awarded the duty from the various Municipalities) and Private ones as well, based on data driven decision rather than arbitrary ones. In the process of scale -up and new partners definition.
- 2015 - 2023** IMQ Group
President
IMQ (Istituto Italiano del Marchio di Qualità) is the Italian leader for testing, inspection and certification, applied both to products, systems, services, with a wide range of applications, from automotive to cybersecurity, from Industry 4.0 to carbon footprint declarations.
As President, I am overlooking the expansion of the Group, both from a geography perspective but also from the application domains perspective, whilst, at the same time, keeping the relationships with the shareholders. Specific charges for upgrading the whole HR remuneration process at the Group, and overlooking the strategic acquisition process.
- 2015 - 2019** ABB S.p.A.
Chairman of the Board
Main tasks: fiduciary duties, Corporate governance, Government and Institutional relationships, Brand and image promotion
Dimensions: 6000 employees, 2,4 BEUR revenues, full ABB portfolio, from Oil & Gas EPC business to Power and Automation.
- 2015 - 2019** ABB Power Grids
Division Manager, Head of Europe
Head of all local European organizations, overlooking a vast repositioning of the offered portfolio, with particular focus on Asset management, Resource planning and the overall digitalization of our offering. Main tasks: Demand creation, Customer relationships, Orders received, Cash generation, market coverage, optimize and increase efficiency of Sales and Marketing processes, link between Supply and Demand, in order to support a yearly business in excess of 3 BUSD.
Negotiated and secured vast frame agreement , spanning over 8 years, with a leading Off-shore wind park developer, securing present and future business for all 4BUs in excess of 4 BUSD.

- 2013 – 2015** **CEO Mediterranean Region**
Amministratore Delegato ABB spA
Main tasks: managing director or chairman of the board for all 12 operating Country organizations, covering all 5 Divisions, operational reviews of all large projects, in Oil & Gas (EPC) and Power (Transmission). Drive demand growth along with oversight and responsibility for the supply side, ensure fiduciary and corporate development duties in all legal Entities in the Area, promote the full ABB portfolio., execute the "next level" strategy Full P&L responsibility, strategy proposition and execution, definition of footprint for manufacturing and engineering together with global BU heads. Dimensions: 16000 employees, 4,5 BUSD yearly revenues
- 2009 – 2013** ABB SpA, Italy
Division Manager Power Products, Mediterranean Region
Direttore Generale, Power Products, Italy
Main tasks: General Manager for the Italian Power Products Division, full P&L for the various Italian operations (7 factories) and the same for the broader Mediterranean Region (additional 6 units in Spain, Turkey). All key drivers under control, R&D, Sales, Marketing, Finance and Controlling, HR, HSE, Product management. Managed a number of operational changes, from restructuring (Italy and Spain) to new factory openings, (Turkey and Italy) divestments and acquisitions, with their successive integration. Dimensions: 1,6 BUSD Revenues, 3000 employees.
- 2006 – 2009** ABB Headquarter, Zurich, Switzerland
Group Senior Vice President
Global Head of Front End Sales, Power Products and Power Systems Divisions
Head of Marketing and Sales, Power Products Division
Main tasks: manage and drive the global ABB Front End Sales team (roughly 3000 sales and marketing engineers world-wide) of both Power Products and Power Systems Divisions. Full decoupling of Sales teams from supplying units, with full empowerment on volumes, margins, product mix, Customers and channels to market. The first of its kind at the time, and a fundamental element in driving both Divisions to a combined growth up to 13 BUSD in orders received at the end of the period. Implemented a number of new processes, from Functional assessments, to Capture Team methodology. Created a long lasting M&S footprint which brought growth and margins to both Power Divisions.
- 2004 – 2006** ABB Power Technologies SpA, Italy
VP Marketing & Sales, Power Technologies Division, Italy
Main tasks: market and sell the entire division portfolio (medium voltage, high voltage , transformers, substations and power automation) to all Italian Customers, both for domestic usage and re-export. Member of the Country management Board, developed specific focus and processes in order to foster Service sales.
- 2001 – 2003** ABB Limited, Coventry, UK
Product Marketing Manager, Industrial products
Main tasks: support the local Sales Team in UK with the entire Industrial Automation portfolio, negotiating with the supplying units yearly contracts and preparing price lists, value proposition material and warehouse optimization for all industrial, OEM, EPC Customers in the UK.

1999 – 2000

ABB SACE S.p.A. , Vittuone, Italy

European Sales Co-ordinator

Main tasks: manage the European Countries portfolio for low voltage products out of the 4 Italian factories, maximize the total gross margin, balancing the different Sales channels, Markets. Prepare the Company for the impact of Euro, defend price differentials, diversify channels and customer segments

1997 – 1998

ABB S.p.A. (Holding Company), Milan, Italy

CEO Assistant - Export Promotion

Main tasks: maximize internal Sales penetration along the organizational matrix within the ABB Group of products, systems, services of Italian origin. Early identification and specification influence to ensure success for all ABB (Italy) lines of business. Ensure maximum use of soft loans, privileged credit lines from Italian Government and commercial banks.

1997 - 1997

Pirelli Cavi S.p.A., Milan,

Regional Manager - Middle East & Indian Subcontinent

Main tasks: sell the entire Power and Communications cables portfolio to the Region. Managed to secure a large OPGW contract in India, and subsequently, by organizing the first internal consortium, won a large PGCIL (India) power and data transmission contract.

1991 – 1996

ABB Trasformatori, Legnano, Italy *Various roles*

Head of project managers

Main tasks: execute the Domestic and Export projects in the backlog of the local Transformers unit, ensure smooth hand-over between sales and project management, make sure all functions deliver on time and at the budgeted costs, negotiate with customers variation orders and time extensions, if needed

Export manager, Middle East and Asia

Identify well ahead of tendering stage, projects and opportunities where to influence technical specifications and make sure our offering was well positioned. Select local contractors (Egypt, Jordan, Algeria) in preparation of turn-key projects, organize conferences and seminars to underline technical content differentials.

Resident marketing engineer, Beijing, P.R.C.

Define the part of the market open to foreign imports, understand the key players (End users, import companies, technical Institutes) in order to draw a correct player map of the decisional process, represent both Italian and Swedish factories and support them locally during bidding and execution stage.

Managed large Customer claims and quality issues during my stay, commercial support to the factory management.

Additional tasks, accomplishments

- 1992-1994** J/V feasibility studies for Transformers factories in Algeria, PR of China
- 1999-2000** Euro preparation, impact on local currency denominated price lists and countermeasures to safeguard margin
- 2009-2011** Integration of newly acquired Comem Group (Transformers) into ABB, top line maximization, new digital products launched
- 2012-2013** Lead of the "Innovation Stream", Europe for Europe Strategy, ABB Group, with the main idea of developing a coherent Regional strategy, by using mainly local resources, in order to increase nearness to main Customers Outcome: new service application, based on QR code to load libraries, real time monitoring parameters Bt rendered and direct link to global support unit
- 2013-2014** Integration of Power One SpA, a newly acquired leader in solar photovoltaic inverters into ABB, product offering optimization, new products development
- 2017-2019** To support the Company ambition to become a contributing player in the Renewables Energy market, I represented the Group in Wind Europe association, a significant influencer, grouping all major players of wind turbines and turn key farms, by joining CEO's retreats, and all relevant technical discussions.