



CLAUDIO TERRUZZI

PUBLIC RELATIONS BUSINESS & TECHNOLOGY CONSULTANT

Executive Profile

Innovative and accomplished professional with extensive experience in establishing and successfully running companies.

Stellar record in executing daily facets and operations of company while ensuring compliance of all task according to company's policies.

Demonstrated success in planning and executing strategies to generate revenue and grow business. Proven track record in monitoring and managing overall company performance.

Competent communicator with excellent interpersonal and communication skills; able to build collegial relationships at all levels. Bilingual with fluency in English and Italian.



EXPERIENCE



Founder & CEO

Global Engineering and Trade S.p.A
2002 - current

Build and successfully ran company from scratch and all departments. Plan and execute strategies with teams for operational efficiency as well as monitor and track company's Key Performance Indicators.

Key Contribution:

- Developed and implemented a project called "Project Ecorivestimento and Ecopittura".
- Amplified business by surpassing customer needs and providing excellent customer service.
- Certified 12 patents at his own name devoted to reduce the pollution in the urban areas thank to a photochemical process called photocatalysis.
- Company performed excellent during the first five years with an ebitda of nearly 40% in Ecoating project.
- Analyzed the market to identify opportunities, threats, weakness, and competitor to develop strategy that outperform competitors.



President

Vox2Vox Communications S.p.A. Italy
2001 - 2002

A company linked to Vox2Vox Communications S.p.A. which operates in the cabling with optic fiber sector. Developed and implemented strategies to accelerate business and defined short and long-term goals and plans while ensuring implementation. Linked to Cisco. Weak point, too early for the public administrations.



Vice-President and Managing Director

Waste Management Italia SpA
1992 - 2002

Managed all end-to-end tasks, including budgets, staff, and evaluation of success of the company. Established commercial network to scout about new technologies. Created strong connection with Itea Spa, the Company that developed the innovative Isotherm, the flameless oxycombustion, waste to energy with zero emission www.iteaspa.it.

Key Contributions:

- Accelerated turnover by 20% by surpassing needs and wants of customer.
- Created and executed a clear vision, clear ambition, and clear team slogan to lead better alignment and high performance and achieve unexpected results.

Proven Expertise

- Strategic Planning
- Analytical Skills
- Business Development
- Project Management
- Leadership & Team Development
- Business Process Analysis
- KPI Management
- Quality Customer Service

Education

- **Scientific certificate of maturity** | Gonzaga Institute Milan
- **Master in law** | Nevada University

Professional Associations

Winner of "Angel of the Year Award" for the environment, 2005

Member and Board Director of Italbrosers S.p.A., leader in insurance brokerage, 2010 - 2012

Member of the thematic table Expo 2015 in Milan (Energy and environment), 2010 - 2015

Board member of "World Solar Foundation", 2010

A foundation created by a number of Heads of State to support the development and use of renewable sources of energy, within the framework of economic and social development and environmental protection

Stainless Steel International Group, Italia, Romania (Otelinox), Israele, Germania, U.S.A., U.A.E., 1995 - 2000

Successfully ran and managed Otelinox; a completely shut-off rolling mill for stainless steel processes. Supervised and controlled 200 staff member to achieve exceptional performance benchmarks.

Key Contribution:

- Revamped the mill which resulted increased

Partner Satupino Eyewear S.r.l. | since 2015

Founding partner Global Engineering S.r.l. | since 2020

Vice President Global Strategies MAS Group Future of Africa | since 2020

Shareholder and board member, ENERG POWER AG | since 2023

ADDITIONAL EXPERIENCE

- **President**, FEDERACCIAI
- **President**, ASSOFERMET, "Confcommercio"
- **Executive Vice-President**, Nichelcrom Acciai Inox S.p.A. (Terruzzi family)
- **Official Cagiva Rider**, Official Honda rider, Paris-Dakar
- **President**, GESTIM SPA Real Estate
- **Representative Shareholders of Reference (Terruzzi family)**, GROUP BASTOGI SPA, RINASCENTE SPA, MORASSUTI SPA, MICROFUSIONI SPA
- **C.E.O. V.I.P, AIR S.p.A.** Milan
- **President**, Centro Servizio Acciai Inossidabili SpA