

PERSONAL DATA **Dott. Giorgio Mercati**


Sex | Date of Birth | Nationality

- From 2018 to today I have dealt with the management of all the activities of the working group that worked in the construction, implementation, implementation and marketing of a Web platform. This platform has as its object all activities relating to the regulatory obligations of the hydraulic sector and cooling.

- since 2009, I have created a new ARCHEM business. A company to relaunch design services and design, architecture, structures and furniture;

- In the period 2000-2008 I dealt with M&A in the consultancy and information technology sector for companies: Olivetti Spa, Telecom Italia Spa, Fondo Kiwi Uno Spa, WebbEgg Spa, Value Partener-Value Team Spa and Format N & S / RES Srl.

I managed work groups that worked in the strategic and IT design of project management systems / production control of highly complex projects / activities. These platforms have been specifically designed for use in sectors such as Interior Design and Insurance, both nationally and internationally.

- I have done competitive cycling sports, as an amateur, in Italy and in Europe, I have been a blue jersey and in the World Champion team at the 1990 World Military Championships in Holland; I was a sports manager creating a cycling team, winner of the Amateur World Cup as well as Lombard and Italian Championships and then bringing the team to professionalism in 1996;

- I have worked in large publishing companies, from retail sales and large-scale distribution (organized large-scale distribution). An indispensable and formative experience to prepare for marketing, a commitment that I then assumed as marketing manager in the publishing house and communication in other large companies;

- I edited, wrote and published some historical works: for the Geographical Institute DeAgostini Spa in Novara, 1998: "History of Italy, two centuries of history of Italy from the Congress of Vienna to the first center-left government"; for the Lombardy Region, 1996-97, the "War and liberation of Milan in 1945", dedicated to middle schools, with the History Department of the Faculty of Political Sciences;

- I have deepened my vocation to sales, trade and work in the world of information and technological innovation, dedicating myself, in large and small Italian and foreign companies, as a developer of opportunities and business.

- I have been awarded:

- o in 2011 of the Prize in the initiatives of the city of PERM Russia, for making a strategic and organizational contribution to the Perm Fair for all events with particular attention to BUILDING, CRAFTS and AGRICULTURE

- o Expo Milano 2015, of the Meroni's international award, with Andrea Agnelli (Juventus CEO) and former footballer Alessandro Altobelli.

Definition of goals and plan strategies to achieve them.

I organize human and economic resources, plan activities, delegate responsibility, check individual, group and corporate results.

I manage the design and implementation activities.

WORK EXPERIENCE

From 2009 -

ARCHEM Srl

CEO

Commercial manager

Director of the Department of Agriculture

Since 2009, CEO of ARCHEM, he has led the company from 4 members to a team of 40 specialists, able to manage increasingly important projects in Europe and worldwide

Document system platform creation.

Team of designers, architects, engineers and project-program managers, agrarian, think, create, plan, manage and create works of small or large size. A team of competent professionals who methodically guarantee the quality of each project.

Some prominent projects:

2010-2012 reorganization of the Perm Russia Fair;

2012-2013 food industry design in Perm Russia;

2013-2015 Bridges Expo 2015 by Antonio Citterio, China Pavilion and Caritas Pavilion;

2013 collaboration with Herzog & de Meuron for the construction of the Harmony NY USA headquarters;

2013-2014 design of the Stavros Niarchos Cultural Center by Renzo Piano;

2013-2015 design parcel 3.10 KAFD Saudi Arabia;

2015-2016 design of the new Lavazza Caffè headquarters in Turin by Cino Zucchi;

2014-2015 design of the new post office in Paris by Christian Deportzamparc;

2015-2020 realization of structural projects in New York USA;

2016 collaboration to the renovation of The Watergate Hotel in Washington DC by Arch. Ron Aran;

2016-2019 realization of structural projects in Copenhagen DK, total new 17 metro-station;

2018-2020 realization of structural projects in Milano (San Donato), new headquarter ENI (Centro Direzionale Eni by Salini Impregilo/webuild);

2020 realization of structural projects in Paris FR, new metro station "Rosny" line n°11;

2014, in response to the "Totem for the city" call launched by the Municipality of Lissone, ARCHEM proposes the construction of a work called "MoVe Lissone". Inaugurated on April 6, 2014, the structure takes on the function of a symbol of the city and a space for presenting themes and events in various capacities.

From 2001 -2009

Marketing e Business Manager

Olivetti- Olivetti Opera Multimedia - Olivetti Telemedia – TelaAp – WebEgg – Telecom Italia - Value Partners – Value Team – RES Reti e Sistemi Informatici – Format System & Networks Srl.

Management of structures and departments dedicated to the development of new markets in the field of: Publishing, Information Technology, Innovative Technologies

M&A of IT companies and strategic consultancy

Management of software design work groups in insurance and project architecture:

DVK Health

Creation of an insurance policy management system, equipped with an actuarial calculation

FONDIARIA SAI

Agency system

VITTORIA ASSICURAZIONI

FONDIARIA ASSICURAZIONI

CATTOLICA ASSICURAZIONI

STUDIES

I have a technical-agricultural training and I am enrolled in the Register of Agricultural Experts of the College of Milan; I graduated with full marks, in Political Sciences with

Degree in Political Science - University of Milan
 Political Administrative Policy Address
 Master in Human Resources Management HKE Milan
 Master in Marketing by Sony Corporations Milan
 Personal, entrepreneurial, balancing, accounting and administrative training course
 Diploma of Agricultural Expert

PERSONAL SKILLS

Mother tongue	Italiano				
Foreign languages	COMPREHENSION		SPEAKING		WRITING
	Verbal	Reading	Interaction	Verbal	
French	excellent	excellent	excellent	excellent	good
English	medium	medium	base	base	medium
Russian	base	medium	base	base	base

Organizational and managerial communication skills Excellent knowledge of B2C and 1to1 B2B communication strategies and tools, with mastery of content for:

- Marketing;
- Administration;
- Sales;
- Team working;
- Organization of projects and events;
- Company and production organization;
- I have good communication skills acquired during my experience as sales director

Digital competence

SELF EVALUATION				
Processing of information	Communication	Content creation	Fluency	Problem solving
advanced	advanced	advanced	intermediate	advanced

Specific Skills

- Excellent command of the tools of PC

OTHER INFO

Publications

- History of the liberation of Milan 1945 - Published by the Lombardy Region
- The resistance in Milan 1943-45 - University of Milan Department of History for the Lombardy Region
- History of Italy, from the Congress of Vienna 1815 to the first center-left government - De Agostini Novara
- Other minor publications.

Sports Projects

In the period 1991-2000 I played the role of sports manager in cycling, with the creation of amateur and professional sports clubs, bringing successes of regional, Italian and world importance: time trial of Italy, time trial regional and regional championship, world champion Military, Amateur World Cup, Professional World Championship in Plouay in France.

Data treatment I authorize the use of my personal data pursuant .