**Giuseppe Zannotti**

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Place and date of birth: San Marco in Lamis (FG), 20 December 1978

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PROFESSIONAL EXPERIENCES

Apr. 2020 - Today **Financial Advisor (CH-ITA)**

2015 - March 2020 **Senior Analyst - SWISS MERCHANT CORPORATION SA (Lugano, CH)**

whose core business consists of the search for financing (project financing, mortgages, current account overdraft, credit lines for invoices discounting, factoring, etc.), debt restructuring or rescheduling:

* Management of relations with shareholders, credit institutions and professionals;
* Implementation of loan agreements with credit institutions and review with customers;
* Support to negotiation with credit institutions on behalf of clients;
* Feasibility and bankability analysis of potential investment projects;
* Implementation of bank debt restructuring operations with customers, according to banking best practices;
* Preparation of business plans, preparation of models (in excel) of the Economic and Financial Plan, analysis / verification of cash flows and financial covenants (DSCR, LLCR, DSRA, D / E), preparation of information memorandum, teaser and term sheet;
* Creditworthiness assessment;
* Search for funding;
* Support for due diligence activities.

sett. 2013 - 2014 **Financial Manager - EDIL PIU ’S.R.L. (Cesena, ITA)**

Financial management of group companies. Support to the sale and renovation of the group's real estate companies; management of companies producing energy from renewable sources:

* Relationship management with shareholders, credit institutions and professionals;
* Treasury management and payment authorization;
* Organization of boards of directors, shareholders' meetings, corporate meetings;
* Preparation of budgets, statutory, analytical and forecast budgets;
* Cash-flow preparation;
* Elaboration of (excel) models of the Economic Financial Plan, analysis and verification of financial and project covenants (DSCR, LLCR, DSRA, D / E);
* Management reporting preparation;
* Responsible for 3 resources + 1 intern.

2009 - 2013 Aug. **Financial Analyst - INTERMEDIA HOLDING S.P.A. (Bologna, ITA)**

Financial analysis and control of the group's renewable energy companies:

* Quarterly budget preparation, final balance and forecast of the subsidiaries / subsidiaries, control of deviations and of the main economic and financial indicators;
* Cash-Flow preparation;
* Elaboration of (excel) models of the Economic Financial Plan, analysis and verification of financial and project covenants (DSCR, LLCR, DSRA, D / E);
* Analysis of feasibility and bankability of investment projects, preparation of business plans, preparation of information memorandums, teasers and term sheets;
* Intermediation with credit institutions for the search for financial resources: corporate financing, project finance, opening of credit in cc / credit lines, etc .;
* Management of relations with contractors (EPC), legal and technical offices;
* Contractual checks and support for legal and technical due diligence activities;
* Support in the preparation of legal / social documentation;
* Organization of boards of directors, shareholders' meetings, corporate meetings.

2007 – 2009 **Application Consultant - ICONSULTING S.P.A. (Bologna, ITA)**

Implementation and development of management control systems in high standing companies including: Sky Italia S.p.A., Geox S.p.A., Day Ristoservice S.p.A., Municipality of Bologna, Emilia Romagna Region:

* Analysis, mapping and reporting development of the management control system: P&L and area reporting, in Oracle Hyperion 9.3.1 .;
* Business Plan development, production planning based on various variables: time series, first contextual orders upon presentation of the new collection;
* Development and management of the sales control system in Oracle Hyperion Planning;
* Reporting development for analysis and control of environmental data, in Business Object 6.5 .;
* Analysis and development of Datawarehouse (SQL) to support management control to automate the process of processing the data flows extracted from the management systems. Reporting development using Business Object XI. Analysis and implementation of directional dashboards through Xcelsius;
* Reporting development for socio-demographic analysis in Business Object XI;
* Analysis and development of directional dashboards to control the disbursements of European (PAC), state and regional funds for agriculture, in Xcelsius. Business Object Migration from 6.5 to XI;
* Business Object Migration from 6.5 to XI. Management dashboard analysis and development for Xcelsius employee training control.

INSTRUCTION

2006 – 2007 **BOLOGNA BUSINESS SCHOOL (BBS) - UNIVERSITÀ DEGLI STUDI DI BOLOGNA**

* AFC Master "Administration, Finance and Control".

2006 **UNIVERSITÀ DEGLI STUDI DI BOLOGNA**

* Degree in Business Economics (Quadrennial).

FOREIGN LANGUAGES

Italian: mother tongue;

English: writing and reading (good), spoken (basic);

French: writing and reading (good), spoken (basic).

IT COMPETENCES

Excellent use of the PC and the main software of the Microsoft Office package;

Good use of management systems.

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