

Antonio Follari - Via G. Ricci Curbastro, 7/A – 00149 Roma - CV

Personal ID:

Name: Antonio

Family name: Follari

Marital status: Married, 2 children, 11 and 21 years old.

Born: 10-10-1965

Address: 00149 Rome - Italy, Via G. Ricci Curbastro nr.7/A

Mobile: +39 345 7807752

Mail: afollari@iframe.it private: tocni@tiscali.it

School: electrical engineer, master at Thunderbird School of International Business Management (Phoenix – AZ)

Language: Italian (MT), English (Fluent)

Military Education: N.A.T.O. Flight Control Fighter Officer (2 years) Lieutenant

Hobbies: music, photography, traveling

With his vast experience in the business department of telecommunications, he entered as partner in the production company iFrame srl, in the qualification of commercial director and producer with Silvia Giulietti (CEO of iFrame).

He is in the process of negotiating with the U.S. companies for the development of iFrame international projects of films and documentaries.

Job ID:

1984-87: electrical devices broker medium & low tension, distribution power grid

1987-90: Air Forces Officer (Air Defence T.P.O.), technical support, Radar and Console, N.A.T.O. qualified

1990-94: project engineer for electrical and building automation (GP Progetti) up to 195 projects designed and directed

- 1994-98:** account manager & project engineer (TSI System S.p.A.) security & Structured Cabling solution;
last year of working revenue 3 M€ (equivalent)
- 1998-2001:** business development manager / area manager central-south Italy & Greece (Brand-Rex Multinational Company based in Scotland), managing budget in the Area; last year of working revenue 8 M€ (equivalent)
- Feb 2001:** sales country manager & business development coordinator Italy (Ortronics part of Légrand group), managing budget and people.
Also responsible for the Rome Office. Working with MBO.
Job level for the Italian law “Quadro” Metalworker Industry.
- April 2005:** Starting the “Emerging Leaders Program” at Thunderbird School of International Business Management – University of Arizona – Phoenix - USA.
- June 2005:** Ortronics Country Manager, profit & loss management , budget, operational & strategic marketing administration.
- April 2006:** Completed the “Emerging Leaders Program” at Thunderbird School of International Business Management – University of Arizona – Phoenix - USA.
- August 2007** Country Manager at Ortronics and VDI / DAS 8 at BTicino and Légrand group (Sales & Marketing management – 2007 VDI revenue 19,0 M€)
- January 2009** Total turnover Y 2008 – 21,5 M€
- Staff people** 1 inside sales manager, 1 technical manager RCDD/NTS, 2 logistics, 2 northern Italy BDM, 2 centre-south Italy BDM, 1 operational & strategic

marketing manager, 1 inside technical & design support (10 staff people globally)

June 2009 Managing Director Utilities (water, energy, gas, telecom) and National Public Administration @ Group Lègrand in Italy

February 2010 – December 2014:

Key Account Manager South-East Europe (Greece, Turkey, Israel, Malta, Cyprus) at Brand-Rex Ltd. 2 offices in Italy (Milan and Rome) 7 people staff, reporting to the CEO

2012 sales 7 M€
2013 sales 8 M€
2014 sales 9.5M€

January 2015 – March 2017: Business Development Director at Brand-Rex Ltd. Reporting to the CEO

Since december 2015, Brand-Rex Ltd is part of Leviton Group, 7500 associates, 1,1 B\$ revenue

April 2017 – April 2018: Head Enterprise & Government BU - Sales Director at ZTE Italy part of ZTE corporation China, 16B\$ revenue, 85k associates; reporting to Western Europe CEO; Job Level Italian CCNL “Dirigente”

May 2017 – Current: Onorific Academic Title as Foudere Board Member at “Centro per l’Economia Digitale” – Facoltà di Economia – Università Sapienza – Roma

<http://www.centroeconomiadigitale.com/chi-siamo/>

April 2018 – Global Account Director Telecom Italia & TIM Brazil (enterprise, government and internal needs, real estate) potential revenue 80 M€ during Q2-Q4

Major Projects won:

<u>Consip LAN 2</u>	7,4M€ SALES (ORTRONICS)
<u>Consip LAN 3</u>	6,9M€ SALES (ORTRONICS)
<u>Consip LAN 4</u>	9M€ SALES (Brand-Rex)
<u>NATO South Europe HQ</u>	3,7M€ SALES (Brand-Rex)
<u>Banca d'Italia 104 buildings</u>	1,7M€ SALES (ORTRONICS)
<u>Telecom Italia Data Centers</u>	3,2M€ SALES (Brand-Rex)
<u>Consip LAN 5 2016-2018 started march 2016, ends october 2017</u>	
sales 15 M€ (Brand-Rex)	
<u>Consip LAN 6 starts April 2018, ends March 2020 @ (Brand-Rex)</u>	
@ (ZTE)	
<u>ENEL Distribuzione: Routers tender 2017 8M€</u>	
<u>COI Military Airport in Rome 0.9M€ SALES (Brand-Rex)</u>	
<u>La Nuvola di Fuksas 0.9M€ SALES (Brand-Rex)</u>	
<u>Telecom Italia Acilia DC Tier 4 SALES 1M€ (Brand-Rex)</u>	

March 2019 - Current: Commercial Director and co-producer in iFrame srl (IT), production film company for movie and documentaries.

Antonio Follari

Roma, March 23 - 2019

Con la presente autorizzo, ai sensi della legge 675/96, al trattamento, archiviazione ed eventuale consegna a terzi dei dati personali da me indicati nel presente documento