

CURRICULUM VITAE

TIZIANO FURLAN

WORK EXPERIENCE

MDA Consulting srl

- 2013/ present** **Istanbul - CEO MDA Danismanlik.** Turkey's MDA newly established branch. Established the company and started the new business in the country. Manages 3 companies as legal representative in Turkey and work as advisor to the new Italian companies making investment in the country. Organize business mission on behalf of Italian business associations. Lectures in several seminars and conferences on Turkey
- 2003/ 2013** **Milano -Executive Vice president** and partner of Mda consulting, responsible for international development. Project manager on behalf of Thailand Board of Investment for Italian campaign. Realized the establishment of 2 overseas branches and Partnership contracts in several Asian and East European countries. Coordinator with Confindustria Rome for overseas missions.
- 2003: June '03** **SDA Bocconi** Master in general management

Pirelli Cables and Systems – Energy Spa

- 2002/2003:** **USA, Rome - Georgia-**Temporarily assigned to Tires division as project coordinator of Pirelli Tires North America start-up.
- 2000/2002:** **ITALY - Milano Headquarter - Sales/ Marketing Director** High Voltage Systems. **Integrated and coordinated** sales/marketing activity of the newly acquired HV manufacturing units with 18 factories over 5 continents. **Achieved** record order intake in 2001 in excess of 500 M€ reversing the trend inCM. **Implemented** in-House development of new customer/projects Database.
- 1995/2000:** **THAILAND - General manager.**
Established the company and started the activity on behalf of Pirelli cables division. **Achieved Sales** orders in excess of **80 M/USD** in all cables sector (i.e. Optical, HV and power cable). **Developed** contacts with all state Utilities and telecom operators. **Started** procedure for establishment of local factory with Board of Investment.
- 1993/1994:** **ITALY - THAILAND. Managing director and partner** of Mcs company

Start-up business in various countries (i.e. Thailand, Turkey, Hungary, Czech Republic) on behalf of various Italian companies. **Achieved** sales in excess of 30M/usd.

Mac Modern Advanced Concrete (MBT group) Sandoz Holding

- 1991/1992:** **ITALY** (Treviso) - **Sales manager** for product line.
Started sales and integration program for resin products line, which were result of a number of acquisitions by the holding company. Responsibilities of production rationalization of products for all Europe and Italian market. Managed sales force of 35. **Achieved** sales of 5M/usd in first year.
Coordination of the production plants with emphasis on market required products. Plants were based in Germany, Switzerland, Italy. Left the company to start own business.
- 1988/1991:** **TURKEY - Country manager.**
Established business on behalf of the company, at first in the agent's office and subsequently opened local branch. **Achieved** sales in excess 3M/usd/year and market share of 20%. **Started** procedure for the establishment of local chemical production factory. **Selected** and coordinated activities of three local agents with a total sales force of 7 over the country. Returned to Italy to take position of commercial manager.
- 1987 all year** **EGYPT - Country manager.**
Coordinated activity of 2 agents and sales force of 5 salesmen. **Achieved** sales of 2M/usd and market share of 30% .**Handed** over business to agents to **move to Turkey** because sales were too low to justify presence of an expatriate in spite of Achievements of good market share.
- 1985/1986:** **SAUDI ARABIA - Country manager.**
Achieved sales in excess of 6M/usd year and market share of 15% with Multinational sales force of 5.**Implemented** procedure for the establishment of local blending factory. **Moved to Egypt** with budget responsibilities over Gulf Region, Saudi Arabia, and Turkey.
- 1983/1984:** **SAUDI ARABIA - Sales executive.**
Worked as construction chemicals sales executive. **Achieved** sales of 3M/usd in the first year of activity. Promoted to country manager in 1985.

Free lance

- 1980/1982:** **ITALY - UDINE.**
Freelance engineer for building design and construction. Property consultant to local banks. Closed business for joining Modern Advanced concrete, MBT

for overseas job.

1978: Worked as quantity surveyor for **Impresa Farsura Spa** in Trieste airport construction site.

COURSES: **SDA BOCCONI** Master in general management 2003
MBO – Mac Modern advanced concrete
DEVELOPING YOUR INTERNATIONAL ORIENTATION - Pirelli
FINANCE FOR NON FINANCIERS - Pirelli

Other activities: ;Member of Assolombarda technical committee for international development
Member of the board of Governors of Sir James Henderson British school of Milano
President of the Thai Italian Chamber of Commerce 1999-2000.

It is hereby authorized treatment of data in accordance with law 675/96