

Luca Sherif Frigido

Factoring & Trade Finance Foreign Debtor Manager

Personal Info

Skills

International Negotiation

Leadership

Coaching & Teaching

Emotional Intelligence

Work Ethics

Creative Problem Solving

Team work

Communication

Time Management

Marketing

Languages

Italian

English

Arabic

Spanish

Factoring & Trade Finance Foreign Debtor Manager with 10+ years of experience in multinational companies. Mainly specialised in solving international claims by activating export credit insurance and SWIFT protocol between Italian and foreign banks.

Managing 2 different portfolios with Governmental counterparts worth 500 mln in Oil & Gas, Construction, Defence sectors and SMEs worth 100 mln distributed in 35 geographical areas out of which 50% of high risk.

Polyglot with multicultural background and my most relevant skills are: Negotiation, Mediation, decision making, developing business relations, emotional intelligence, Leadership and team work.

Experience

04/2016 - present	<div>Factoring & Trade Finance Foreign Debtor Portfolio Manager</div> <div><i>SACE Fct S.p.A.</i></div> <div>Main responsibilities:</div> <div><ul style="list-style-type: none">• In the factoring business I'm responsible of monitoring assigned credits of Italian firms toward foreign buyers• Activation of export credit insurance in case of missing payment or defaults• Mediation and Negotiations in case of disputes/claims• Establishing SWIFT channel between Italian and foreign banks in more than 50 countries</div> <div>Results accomplished:</div> <div><ul style="list-style-type: none">• Managing of export portfolio of Italian SME worth 100 mln• Monitoring insurance and credit assignment between large Italian corporates (Construction and Oil & Gas sectors) and foreign government counterparts worth 500 mln</div>
06/2010 - 09/2015	<div>Debtor Manager</div> <div><i>GE CAPITAL FINANCE S.p.A.</i></div> <div>Main responsibilities:</div> <div><ul style="list-style-type: none">• Key contact in Italy for GE European entities in stock financing of Marine & Motorsport sectors• Client relations & visits to handle and resolve claims• Cash flow monitoring• Payment reconciliation• Invoice validation analysis</div> <div>Results accomplished:</div> <div><ul style="list-style-type: none">• Claims resolution worth 2.5 mln in overdue 90+ days• International claims resolution of behalf of GE European entities</div>
06/2009 - 06/2010	<div>Collection Associate</div> <div><i>GE CAPITAL SERVICES S.r.l.</i></div> <div>Main responsibilities:</div> <div><ul style="list-style-type: none">• Credit collection in long-term leasing and rental of electronic office equipment.• Coordination of all credit collection activities</div>

06/2008 - 07/2009	Intern <i>GE CAPITAL FINANCE S.p.A.</i> Main responsibilities: <ul style="list-style-type: none">• Reporting of credit collection• Credit collection reporting Results accomplished: <ul style="list-style-type: none">• 80% Success rate in Foreign credit recoveries• Acquisition of the entire foreign debtor portfolio
08/2007 - 11/2007	Operations Manager <i>AL NAHDA GROUP LLC</i> Main responsibilities: <ul style="list-style-type: none">• Coordination of all activities related to local tenders• Managing & recruitment of personnel• Responsibility of facility management for commissioning Oil & Gas plants

Education

2000	Diploma in Art Direction - l’Accademia di Comunicazione di Milano
1995	Scientific high school Diploma - Liceo Scientifico Internazionale Leonardo Da Vinci in Cairo - Egypt

Licenses

01/2015	SSI Certified Free-Diving instructor
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Courses

2019	SACE Anti-Money Laundering
2018	Assifact fraud management
2017	Dr. Joe Dispenza progressive workshop

Interests

- Free-diving Instructor
- Art direction & Advertising