

# Ing. Dandolo Guido Giacconi

## *Curriculum vitae*

### **Academics**

University: Degree	Electronic Engineering Graduation – Bologna University 1976/1982. Graduation Mark: 100/100 cL
Graduation Thesis:	Bologna University Polyclinic – Cardiology Department – “Patient Flow simulation and optimization”.
High School	Liceo Scientifico G. Galilei – Macerata 1972/1976 – Final Mark 60/60
Other Academics	Lecturing and co-operations at/with: Tsinghua University Beijing - Bologna University (Italy) - Roma Statale University (Italy) - Bocconi University (Italy), Milan Politecnico (Italy), Perugia University (Italy), Ancona University (Italy), ISTAO Ancona (Italy), LUISS Rome (Italy). Main topics and courses (1983-1992): International Marketing Strategies, Psycographics in Branding, Tourism Marketing, Fashion System Modelling, Marketing processes modeling, Total Quality approaches in marketing, Complex Systems Management,

### **Professionals**

<b>Apr 2018 – to date</b>	<b>Vice President – China Italy Chamber of Commerce – Beijing,</b>
<b>Apr 2018 – to date</b>	<b>National Chair Energy Working Group – European Union Chamber of Commerce in China</b>
<b>Apr 2014 – Apr 2016</b>	<b>Director/Board Member – China Italy Chamber of Commerce – Beijing,</b>
<b>Apr 2016 – November 2017</b>	<b>Chairman – Energy/Environment protection Committee, China-Italy Chamber of Commerce - Beijing</b>
<b>Jan 2004 – to date:</b>	<b>In3act Group</b>  <i>意汇通商务投资咨询(镇江)有限公司</i> <b>Chairman - In3act Business Investment Consulting (Zhenjiang) LTD. – (with Branch in Beijing),</b> In3act business development and management in China, assisting European Companies to develop their strategies and operations in China, assisting Chinese Companies (public and private) to grow in China and abroad, assisting national and local Chinese Governments to attract investments,  <b>Chairman - In3act Srl – Milan,</b> Strategy and Management Consulting Company with strategies implementation add-ons and interim management,.  Main industries: Oil&Gas, Automotive, Consumer and Luxury Goods, Petrochemicals, Retail, Industrial Goods, Aviation/Aerospace, Agriculture, Government, Insurance, Finance,  Main functions: Corporate Strategy, Market entry strategies, Strategic Branding, Marketing & Sales, Manufacturing, Supply Chain, Organization, Innovation, Communication, New business

launches, Portfolio strategies, Organization Design, Financial analysis, Interim management,

Key references no-China: Fiat Group, ENI Group, Gruppo Snam, IMS Technologies, Gestore Servizi Energetici (GSE), IREN, ERG, Hewlett Packard, ETRA, British Vita, Coop Italia, Fiamm Group, Lavazza Group, Mossi & Ghisolfi Group, Avtovaz, CCPL, Consorzio Obbligatorio Oli Usati (COOU), Unicoop, Coop Adriatica, Viscolube, Petroltecnica, Riccoboni Group, Bernardinello Engineering, Fondo Italiano Investimenti, MF Group, VTC Synco, Sole 24 Ore, Gruppo Villa Maria,

**CEO - In3act Global Srl – Milan**

Holding Company participating to strategic investments in Strategy Consulting, Market Research, Research and Innovation, Internationalization. Offices in Milan, Moscow, Beijing, 25 professionals.

**China practice Development:**

Directly looking after the development of In3act China practice since 2006 with continuous physical presence and permanent resident in China since 2010. Extensive high level and qualified relationships with both Chinese and Italian/European Institutions. Extensive network of Chinese clients for strategy projects in China.

Key roles in China:

- Author of the study and publication of Made in China 2025: Unveiled,
- Voluntary consultant of Embassy of Italy for Energy/Environment Protection, Agriculture, Healthcare, Urbanization, Aviation/Aerospace,
- Representative for Italian Institutions for matters related to Energy and Environmental Protection,
- Delegate by Embassy to represent HE and Embassy itself in Seminars/Conventions in China and Italy for Energy/Topics,
- Consultant for Ministry for Environmental Protection for hazardous wastes management and legislation evolution,
- Extended network of relationships with Chinese Institutions also exploited by Embassy and Italian Institutions,

Key references in China: Ministry for Environment Protection, NDRC, MIIT, MOFCOM, State Grid, Sinopec Corp, China National Petroleum Corp/Petrochina, Tianwei Group, China National Recycling Resources Corporation, Baosteel Group, Municipalities (Beijing, Shanghai, Zhenjiang, Zibo, Jiaxing, Weifeng, etc.), Beijing Science & Technology Committee, Lenovo, Huawei, Sinopharm, CECEP, China Everbright International Ltd, Taiwei Group, Liude Group, Genertec, China National Corporation for Overseas Economic Cooperation, Center for International Economic and Technological Cooperation (CIETC), International Green Economy Association (IGEA), Chemtex, China Eastern Airlines, China Southern Airlines, China Co-op, Zhonguancun Park, Z-Park International development, BBMG Eco-Island, Chengtong Group, China Paper Corporation, Beijing Energy, Beijing Gas, State Grid.

**June 2003 – To date**

**CEO – GDG&C Srl – Tolentino (MC)**

Business Strategy Consulting with specific focus on SMEs, Districts and SMEs Networks

**March 2001 – Dec 2004:**

**Roland Berger Strategy Consultants – Milan  
Director,**

- Energy, Oil&Gas, Pharma, Consumer Goods & Retail, Automotive
- Marketing & Sales Competence Center
- FMCG&R key accounts global responsibility
- Luxury and Fashion practice worldwide global responsibility

Key references: Fiat Group, Aprilia Group, Lavazza Spa, Boehringer Ingelheim Spa, Ministero Economia, CONSIP, ECR, LVMH, ENI Group, Avirex, COOP Italia,

**1998 – 2001**

**Freelance Strategy Consulting with Partner role**

***Booz, Allen & Hamilton, Strategy Consulting, Milan***

- Consumer Goods & Retail, Oil&gas
- Marketing & Sales practice
- Organization and restructuring practice

Key references: Johnson & Johnson, Vatican/CEI (Conferenza Episcopale Italiana), ENI Group, Tod's Group,

***KPMG, Rome-Milan***

*Several strategy projects (mainly large-medium size fashion companies, food companies, major EU retailers),*

***Bain Company – Rome, Freelance consultant,***  
*Several strategy projects (Johnson&Johnson, CEI)*

**March '96 – May 2006**

***Fashion Project Srl – Tolentino (MC)***

***Chairman and Founder***

- Luxury and Fashion International Marketing & Sales Consulting practice,
- Apparel and fashion accessories design consulting and production,

**March '91 – March '96**

***Nazareno Gabrielli Spa – Group Managing Director***

*Fashion and luxury goods Company (€250 Mio turnover, 1.000 employees, 12 worldwide owned stores, 50 worldwide franchising stores)*

*Responsible for Marketing and Sales, Product Development, Licensing, Retail, Communication, PR, Manufacturing, Finance, Accounting, HR*

**1982 – 1991**

**Procter & Gamble**

***Procter & Gamble HQ/Europe – Cincinnati-Brussels-London-Paris.***  
*L&C Category VP EMEA,*

***Procter & Gamble Italy – Rome Management Systems Department Group Manager.***  
*L&C Category Marketing AD,*

***Procter & Gamble Italy – Rome***  
*Management Systems Department AD*

***Procter & Gamble Italy – Rome***  
*Scholarship and intership*

**October '82 – April '83**

***Bologna University Lecturer***

Operative Research: Events simulation forecasting, Complex Human systems modeling Courses  
Publication: "Patients Flow Simulation in a Cardiological Intensive Care department" (1983).

**April '83 – July '84**

Military Service - Cadet Officer at the Electronic Technical School – Rome.

Italian Army Technical Officer co the Spoleto Terrestrial Weapon Systems Factory (SMMT)

Promoted to Lieutenant on 1986.

Promoted to Captain on 1992.

Provided with Security Service Permission (NOS).

**Social and other Professionals**

- Author of publication: "Optimization of Patients Flow within Cardiovascular ICUs" - 1982
- Chairman Associazione Moda & Cultura 1992-1994,
- Altagamma member– 1991-1996
- Vice President ASSM – Tolentino 1992-1996
- Launch Strategic Committee member Gruppo Fiat "Nuova Panda" –2001-2002
- Strategy Committee Member Gruppo Aprilia- 2001-2004
- Strategic Launch Committee Member Fiat Brasil "Palio/Siena" –2003-2004
- Design Committee member and concept initiator Gruppo Fiat "Nuova 500" – 2003-2006
- Strategies Committee Member Gruppo Lavazza - 2004/2006
- Strategy Committee Member British Vita Italia –2005-2008
- Co-author of "Pacchetto Energia/Ambiente" at Ambasciata d'Italia in Cina – 2013/2014,
- Special Senior Advisor for Cultural Matters at Zhenjiang (Jiangsu) Municipality – 2016/2017
- Author of publication: "Made in China 2025 Unveiled" -2017
- Author of Publication "*Italian Energy and Environment protection Technologies and Management: Advanced, Innovative and Effective Solutions for Cooperation with China*" – 2017,
- Co-Author of Publication: *Sustainable Urbanization in China: Italian Expertise and Solutions for a Mutually beneficial Collaboration* - 2017

**Sports achievements**

- Athletics – 1975 selection into the Athletics Italian National Team – 200 and 400 mt.
- Tennis – 3<sup>rd</sup> National Category 1976
- Skiing – 3<sup>rd</sup> National Category 1974

**Languages**

Italian – mother tongue

English – excellent

French – basic

Chinese - beginner