



Services.. ..italian **business hunter** .

Who is Guido Giovanni . **I** Born in Biella November 24, 1960, surveyor graduate and graduated with a degree in political economic in Turin. Representative agent and trade specialist since 1988 .

WHAT I DID: as representative agent I have always worked in the B2B sector and I started since 1989 as a commercial agent of Television network named "Rete 4" in the advertise saling department . Then , since 1992 I got involved in my own society (Erregi) with my father in a job entangled in commercial operational missions on logistics sector. In this field we have acted as agents by profession in the fields of metal sheds, wood sheds and concrete industrial buildings, forklift, automatic warehouses, packaging of all kinds, services for warehouse, in the field of packaging automations, including internal software and the management of the external transport. . Solutions in the warehouse items became my main activity. This experience engendered me the acquaintance about the matter of the warehouses in the economic Italian texture. The warehouses in general, as a reference point for all industrial activities are a good side of observation of the market, especially if such observation are varied on many sectors. In Italy is also more important , because the enterprises are little and synergic each other . For reasons of my internal synergistic opportunities in 1991 I started a magazine dedicated to the purchasing departments arguments of small and medium-sized enterprises with which I have attempt to publishing the information in the field of subcontracting. Until September 2001, we collected advertisers very qualified with which we payed the printing and releasing of 7000 copies per semester. Other and parallel areas cleaned myself out of my known marks are the engage and entangle of our business in the safety energy and conservation and ecology fields .

WHAT I'm WORKING now: *as of old : in the latter five years the market of small and medium-sized enterprises suffered a dimensional contractions by the administrative point of view and was stiffened due to payment problems. We (as Erregi) reform the catalogues and push to packaging, and treating it on throughout the Piedmont area of packaging of all kinds. I 'm also in the information sector, activating with due adherence to regulations, 15 thematic fields with as many web sites. Thence, instead to change the job as other my colleagues get out, I have enlarged my operative areas in new sectors , like agriculture (warehouse). The acquaintance of the economical situation achieved also from my later activity I'm enabled in civil practice of mediation like ombudsman and enrolled as a conciliator accredited by the Ministry of Justice in Italy and operating in the Chamber of Commerce ADR Piedmont. From this later experience I could be privy about other perspective sides of the potential business .*

TARGET. I should confide part of my time currently devoted to mine as of old Commercial activities, to a conversion like **business hunter** , specialized in Italian manufacturing networks . Furthermore I could attempt to follow (for example) a specific company to build the commercial network with agents, vendors. On this target I could move like a part time commercial direction . Also in my latter activity (as an agent of several companies active, I have contact with as many networks "formed" by other agents and professional consultant) I have many operational experiences especially in the B2B . I predict for the purpose, the drafting of action plans eventually if yours operational target is addressed in a new Italian start up establishment . I'm Willing to travel abroad in English-speaking areas

WHO LOOKS FOR AND WHO COULD USE a Business Hunter I can develop Solutions and plans for small and medium sized companies . I look for your investments in Italy or I look for a commercial network. In this latter ,my services is dedicated to the enterprisers which don't afford themselves in employing a sales manager full time or an harness area manager, or just only evaluate a market waiting to hire or to temporarily support the assumption of a co-worker experience. I can outline market assessment of new areas or new projects, evaluate or try to field commercial networks or start synergies with other Italian companies . Sincerely mr. Guido GIOVANNI

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