

Cosimo MAGNOLO



WORK AND PROFESSIONAL EXPERIENCE

CEO STUDIO MAGNOLO & PARTNERS - Prague, CZ since 03/2016

- Management involvement in the identification of critical issues and appropriate corrective actions.
- Business risk estimation when implementing new strategies.
- Communication of the necessary directives to obtain quality certificates.
- Periodic supervision of the organizational and management flows of the human resources department.
- Improvement of organizational flows and processes in compliance with the guidelines of the Board of Directors.
- Control of the achievement of KPIs of different departments.
- Representation at industry events ensuring consistency with company directives in terms of image and ethics.
- Timely verification of management control activities by analysing processes and results.
- Concretization of strategic guidelines by transmitting them to management and verifying their execution.
- Systematic care of the relationship with the ruling class with the aim of standardizing procedures and objectives.
- Analysis of the data acquired through the periodic reporting of the management and preparation of the documentation for use by the CDA.
- Evaluation and approval of interventions aimed at improving the company's entry while maintaining the correspondence with the code of ethics.
- Achieve an increase in profits to ensure the company's industry leadership through the transformation of strategic plans and alignment of objectives in order to take advantage of the dynamic performance of the sector.
- Forecasting and execution of effective financial and managerial control, clearing debts.
- Positioning organizational objectives in line with the company mission, thus encouraging the growth of turnover, profit and business through the development of collaboration strategies.
- Achieve a flexible and responsible organizational structure and sustained by a constant growth in turnover through the monitoring of forecasts, the improvement of the budget and the constant adaptation of operational strategies.
- Support to the realization of profits for over 450,000.00 per year for more than 6 years.
- Management and direct control of corporate restructuring operations, including cutting employees operated to reduce company losses
- Development and implementation of new business strategies and policies in collaboration with management to identify and pursue long-term business objectives, thus providing the company with solid and sustainable organizational leadership.
- Work organization and time optimization to reduce time loss.

**Ceo Studio Magnolo & Partners - Marino, LE
04/1993 - Current**

- Doctor
- Accountant and Auditor of Accounts
- Marino, Puglia, Evaluation and initial analysis of the customer to start the research process
- studiomagnolo@gmail.com, LE 73046
- www.studiomagnolo.com
- [Cosimo.magnolo3 \(skype\)](https://www.cosimomagnolo.com)
- [Cosimo magnolo \(LinkedIn\)](https://www.linkedin.com/in/cosimomagnolo)
- Ability
- Extremely organized
- Conflict resolution

CONTACTS

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studiomagnolo@gmail.com

03/06/1962

A-B-C-D-E

PROFESSIONAL PROFILE

Very ambitious and creative, within the national and international corporate structures. Expertise in market analysis, forecasting and customer needs assessment. Highly motivated, with solid experience gained in managing all levels of different projects including budget planning and administration.

Dynamic communicator that constantly exceeds business objectives and expectations.

Exceptional coordinator with talent. Technology expert, with exceptional relationship building, training and presentation skills. Professional, with excellent leadership skills and interpersonal relationship development. Meticulous, he excels at managing multiple tasks at once and working under pressure.

Extensive experience in the business, financial, corporate and legal sectors.

SKILLS AND COMPETENCES

- Excellent knowledge of Transport Law and National and International Navigation
- Specialist in Constitution and management of companies : SE-LTD-

SpA - LLC-SRO-EOOD-OFF SHORE is their management

- Specialist in Asset Protection Real Estate and Furniture
- Excellent knowledge of Ordinary Finance,
- Solid foundation of management control
- Delegation capacity
- Professional use of Excel
- Communicative effectiveness
- Operational leadership
- Professional rigour
- Knowledge of the main ERP
- Analytical and managerial skills
- Capacity for crisis management
- Decision-making autonomy
- Objective orientation
- Familiarity with the Lean Organization
- Knowledge of organizational models
- Business organization
- Economic - financial management capacity
- Strategies for workflow optimization
- Data analysis
- Optimization of business processes
- Public speaking
- Change management
- Business administration
- Interpersonal skills
- Regulations on corporate compliance
- Skills of management control
- Budgeting and forecasting
- Strategic planning
- Propensity to innovate
- Criteria for assessing performance
- Employee training
- Problem solving
- Organizational skills
- Ability to analyse KPIs
- Decision-making
- Leadership
- Balance sheet and forecast with application of art. 2086

- Implementation of processes
- Team leadership
- Solid oral communication
- Valid negotiator
- Risk management processes and analysis
- Teamwork
- Highly motivated
- Project management
- Customer evaluation and analysis
- Budget planning and finance
- Relationship analysis
- Development of new employee evaluation processes, resulting in improved performance
- Create multimedia presentations for meeting rooms and courtrooms including depositions with synchronized video and text for greater understanding
- Research and updating of all necessary materials for the company and partners
- Implementation of marketing strategies, resulting in increased customer base
- Obtaining documents, authorizations, certifications and approvals from local, state and federal agencies, Assisting various groups of companies by organizing and disseminating documents during acquisitions
- Analysis of departmental documents for proper distribution and archiving
- Delivery of accurate verbal and written reports to company staff
- Collect and organize all surveillance data and information to protect customer assets and workspaces
- Fast and effective response to all security breaches and coercion alerts
- Crime prevention through careful observation and search for suspicious and unusual behavior
- Studio Commercialisti Londra Ltd – Chartered Accountant and Auditor Londra, United Kingdom
- Search for customer satisfaction through a high level of attention to service.
- Planning work activities within the required time frame.
- Change of location and job when required for work needs.
- Careful listening to indications and requests, proceeding to the proposal of targeted actions.
- Setup, start-up and control of the correct operation to guarantee business continuity and quality-quantitative standards.
- Proposal and execution of activities capable of completing and facilitating the assigned work.
- Collaboration with colleagues in the execution of assigned tasks.
- Entrusted workload management while maintaining calm and balance.
- Work organization and time optimization to reduce time loss.
- Definition of operating modalities aimed at achieving the assigned objectives.
- Management of possible conflicts in the workplace.
- Execution of activities aimed at personal and professional improvement.
- Use of communicative methodologies able to facilitate the relationship with the different interlocutors.
- Performing tasks outside of your role to support colleagues and structure.
- Regular use of the most common IT tools in your industry.
- Entrusted team management and assignment.
- Analysis of assigned work and identification of critical issues.
- Carrying out activities paying attention to detail and ensuring precision in execution.
- Management of the activities assigned in complete autonomy thanks to the skills gained.

General Manager

01/2015 – 02/2016

- Studio Accountants London Ltd
- Contact person Fidinam Fiduciaria SA - Lugano
- Unicredit London - Moore House 120
- Credit reports Suisse Lugano and Bahamas

- Proficient in conflict resolution
- Qualified safety supervisor
- Good knowledge of Windows XP-Office
- Training in supervision and management



EDUCATION AND TRAINING

Master's degree in Economics :International State University - Milan, 11/1999

- Registration in the Register ODCEC N.RO 925
- Registration in the Register of Statutory Auditors No.RO 88902
- Master in INTERNALIZATION AND COMPANY PLANNING
- Master in National and International Company Law
- Master in TAX EUROPEAN ADVYSOR
- Master in Financial Statements Analysis and Derivatives
- Master in M&A Operations
- Study in execution of Business Lawyer
- Technical commercial diploma Year 1981
- Entitlement to practise 14.04.1993
- Continuing education in ODCEC is UNRL
- Training course in ESG-CERTIFICATIONS 231/GDPR/81/ISO



ACCOMPLISHMENTS

- Facilitated and Innovative (Ventur Capital, Equity, Found, etc.)
- Banca Popolare Pugliese reports - DG
- Relationship with PIB - (Private Investment Bank)
- Relations with Intesa Sanpaolo
- Development of new employee evaluation processes, resulting in improved performance
- Assistance to various groups of companies through the organization and dissemination of documents during acquisitions
- Obtaining documents, authorizations, certifications and approvals from local, state and federal agencies
- Speaker in Conferences
- Implementation of marketing strategies, resulting in increased customer base
- Continuing education and training
- Training in liability and legal matters



ADDITIONAL INFORMATION

- I authorize the treatment of the personal data contained in my CV ex art. 13 of the legislative decree 196/2003 and art. 13 of EU Regulation 2016/679 on the protection of individuals with regard to the processing of personal data .



AFFILIATIONS

NO AFFILIATION



CERTIFICATIONS

- Certification BEST STUDY ISSUED BY CRIBIS
- Certification BUSSINESS PARTNERS IL SOLE 24 ORE
- D&B Certification - Rating 1

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