

## FABRIZIO TELLARINI

Fabrizio Tellarini joined GEA in 1986. He holds a Mechanical Engineering degree and an MBA from the SDA Bocconi School of Management in Milan; he has also attended numerous executive development programs at Harvard Business School and Stanford University, as well as being involved in research activities at HBS. □ Fabrizio works with major Italian companies who are global leaders in their industries, helping their top management find ways to combine innovation and efficiency. □ He brings a mix of experience, method, peripheral vision, enthusiasm and energy to projects involving major industrial restructuring, new product platform launches and new organizational structures. □ Fabrizio teaches Project Management at Polytechnic of Milan, Production Innovation at the MBA program of the Milan Polytechnic's MIP School of Management and heads the "Designing Supply Chain Management" course at the International Institute for the Management of Logistics (IML) in Paris. □ He has also taught courses in the area of technology and operations at the MBA program of the SDA Bocconi School of Management in Milan. He collaborates with professors from the Harvard Business School and Massachusetts Institute of Technology (MIT) on projects for GEA clients, and has served as President of the European Logistics Consultants (ELC Group). □ In his free time, he is a mountain-climber and marathon runner; he has also sailed two single-handed trans-Atlantic races.

### PROFESSIONAL EXPERIENCES WITH GEA

- ▶ Senior Partner
- ▶ Managing Partner since 1996
- ▶ Partner since 1994
- ▶ Joined as Junior Consultant in 1986

*Practices:* industrial & manufacturing, strategic planning, product development, SCM

*Clients* <sup>(\*)</sup>: Indesit Company, Luxottica, Elica, Geox, Barilla, Bolton Group, Italtel, Cartier, Manuli, La Rinascente, Wella, COOP, Standa, Coca Cola

*Sectors* <sup>(\*)</sup>: Luxury, Food Retailing, Household appliances

### KEY QUALIFICATIONS

#### "NEW PRODUCT DEVELOPMENT"

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<sup>(\*)</sup> Most significant.

- ▶ Collaboration with Harvard Business School professors on many European projects
- ▶ Professor at International Master of Polytechnic of Milan in New Product Development area
- ▶ Collaboration with major companies in white good appliance business all over the world (Indesit Company, GDA, Elica) as consultant

#### **“SUPPLY CHAIN MANAGEMENT”**

- ▶ Professor at IML (International Master of Logistic, Lausanne and Paris) in Supply Chain Management
- ▶ Professor at Master Marketing, Communication, Sales Management (Milan), from 1990 to 2008 in Supply Chain Management
- ▶ Collaboration with major companies in FMCG all over Europe as consultant

#### **RELATED ACTIVITIES**

- ▶ Contract professor at IML, Paris
- ▶ Contract professor at MIP – Politechnic of Milan
- ▶ President of ELC (1996-1997)

#### **PERSONAL**

Born in Bergamo on July 13th, 1959  
 Resident in: Via Valparaiso 18 - 20144 Milano  
 One child

#### **ACADEMIC**

- ▶ Graduate of Politecnico of Milan in Mechanical Engineering (1983)
- ▶ Olivetti's grant winner for MBA-SDA Bocconi (1985)
- ▶ Master in Business Administration from SDA Bocconi (1986)

#### **STAGES**

- ▶ H.B.S.: Reengineering the value-chain (1994)
- ▶ Stanford: A prospective of strategic marketing (1992)

#### **WORK BACKGROUND**

- ▶ Director's assistant of C.N.R. for the "Progetto Finalizzato Tecnologie Meccaniche" (Milan 1984)
- ▶ Since 1985 in GEA from junior consultant to partner

## **LANGUAGES**

- ▶ English
- ▶ French