





Andrea Monteleone


Date of birth: 16/05/1974

Nationality: Italian

CONTACT

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WORK EXPERIENCE

11/2022 – CURRENT Milan, Italy

Segment Development Manager EMEA - Critical Infrastructures Axis Communications | Canon Group

In charge of the development of the value proposition for the Critical Infrastructures segment across EMEA, contributing to the building of the Corporate strategy.

Supporting the whole organisation maintaining and growing the existing community of Customers on top of identifying and approaching new ones.

Primary responsibilities:

- Develop value propositions for the Critical Infrastructure sub-segments in line with the agreed strategy;
- Support EMEA KAM End customer community with Critical Infrastructure account development to reach defined growth targets. Focus on maintaining and growing existing large accounts and identifying new prospect accounts;
- Develop a presence as a thought leader in Critical Infrastructure using Social Media channels and participating in EMEA industry events to create awareness and demand for the Axis brand;
- Influence the portfolio development and roadmap in line with the EMEA Critical Infrastructure end customer needs;
- Commit to regular, proactive and transparent communication with Americas and APAC Head region Critical Infrastructure segment development managers;
- Facilitate cross-functional alignment with EMEA End Customer and Channel Partner team.

12/2016 – 10/2022 Milan, Italy

National Sales Manager Italian Region Axis Communications | Canon group

As a National Sales Manager for [Axis Communications](#) I'm strategically and tactically leading all the sales-related activities, coordinating marketing and pre-sales teams as well, to drive revenue through the Axis partners ecosystem in the region, including consultants and engineering firms, resellers, system integrators and other solution providers. At the same time, I'm part of the Southern Europe Regional Management Team.

Primary Responsibilities:

- Structure a holistic approach to build capacity and capability within the Italian Region partner ecosystem and coach the team on value selling;
- Coach the partners channel on strong co-selling discipline to help ensure each partner has quality practices to serve the market, vertical expertise to leverage and commits to selling and implementing the full array of Axis offerings across a customer's needs;
- Executive management of the regional resources, mentoring and best practice sharing with peers across the EMEA organization;
- Establish strong executive relationships with peers across the Partners ecosystem to help drive synergy in market;
- Inspire and lead the local organization, building a team culture aligned with the Company values as well as customer success;
- Recruit the best talent to bring onboard, helping Axis continue its successful journey.

Business or Sector Information and communication | **Address** Lund, Sweden

| **Website** <https://www.axis.com>

09/2018 – CURRENT Milan, Italy

Vive President and Board member ANIE Sicurezza - Federazione ANIE | Confindustria

ANIE Sicurezza is the working group, within the Italian Industrial Federation, active into the Security sector. As a Vice President and board member I actively contribute to the group activities to raise awareness for a conscious use of technology into the security market .

Address Viale Lancetti, 43, Milan, Italy | **Website** <https://anie.it/>

10/2014 – 11/2016 Milan, Italy

National Sales Manager Italy, Malta, Tessin SimonsVoss Technologies GmbH | Allegion

[SimonsVoss Technologies GmbH](#) has been a part of [Allegion](#) since September 2015, and thus belongs to a worldwide network. [Allegion](#) is a global pioneer in safety and security, with leading brands like [CISA](#)[®], [Inte](#)[®], [rflex](#)[®], [LCN](#)[®], [Schlage](#)[®] and [Von Duprin](#)[®].

Within such an exciting environment, I'm in charge of all the Sales and Technical activities for Italy, Malta and Tessin, managing a Team of highly skilled professionals.

Primary Responsibilities:

- Market penetration, business and partnership establishment;
- Market and competition monitoring, analysis and development;
- Project and customer planning;
- Planning and reporting;
- Cash and claims management;
- Sales processing;
- Personnel
- Team communication;
- Responsibility for Working Safety in Italy.

Business or Sector Information and communication | **Address** Munich, Germany | **Website** <https://www.simons-voss.com/en>

01/2011 – 09/2014 Milan, Italy

Area Sales Manager SimonsVoss Technologies GmbH

Joined [SimonsVoss Technologies GmbH](#), one of the top ten companies worldwide in access control and digital key management. More than 350 Employees worldwide, headquarters in Munich and production site in Osterfeld. The company has been rewarded for being among the best German Brands in 2013.

Primary Responsibilities:

- Dealers network creation and management;
- Distributors network management;
- Developing high level relationships with existing and potential key customers;
- Developing sales plans and budgets, establishing sales targets and goals;
- Leading the development of the sales strategies;
- Effective selection of targeted sales opportunities that will lead to profitable service;
- Effective key account management;
- Monitoring, organising and supervising sales strategies agreed with dealers, distributors and agents;
- Intense monthly/quarterly reporting activity (Project analysis and management, budget reporting, forecasts, profit & loss);
- Prospecting mainly focused on the target vertical markets (Hospitality, Public Administration, Industry, Service Industry).

Business or Sector Information and communication | **Address** Munich, Germany | **Website** <https://www.simons-voss.com/en>

04/2004 – 04/2010 Milan, Italy

Sales Engineer Gamesystem Italia | Frénéhard & Michaux group

Working for a Multinational Company, leader in Europe as far as the management of fall from height issues in industrial environments are concerned. At the beginning, I worked as Sales Manager for north west Italy, then for north east part., I'm managing business development and key account relationships, in particular for all the four mobile communications operators in Italy, in complex and competitive scenarios.

Business or Sector Manufacturing | **Address** Settimo Milanese, Italy | **Website** <https://gamesystem.com>

04/2010 – 12/2010 Milan, Italy

● **Training & Maintenance Manager** Gamesystem Italia | Frénéhard & Michaux group

Managing sales, definition, planning and deployment of professional training courses for safety in work on height in industrial environment. Planning for and supply of maintenance and after sales services.

Business or Sector Manufacturing | **Address** Settimo Milanese, Italy | **Website** <https://gamesystem.com>

EDUCATION AND TRAINING

Milano, Italy

● **Master Executive Leadership** Università Commerciale Luigi Bocconi

Address Milano, Italy

Milan, Italy

● **Master Executive Negotiation and Influence** Università Commerciale Luigi Bocconi

Address Milan, Italy

Milano, Italy

● **Master on-line "Il Sole24Ore" - Enterprise management & strategy** Il Sole 24 Ore

Address Milano, Italy

Ashridge, United Kingdom

● **Open program** Ashridge Executive Education, Hult International Business School

Address Ashridge, United Kingdom

● **IPNL - International Program for Leaders** Axis Communications

Milano, Italy

● **Faculty of Engineering** Politecnico di Milano

Address Milano, Italy

Monza, Italy

● **High School Diploma** Liceo Scientifico "Paolo Frisi"

Address Monza, Italy | **Level in EQF** EQF level 4