

# Ing. Dandolo Guido Giacconi

## Curriculum Vitae

### Academics

University: Degree/PhD	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: Scuola Sant’Anna di Pisa – Associate Professional, Global Management China Master at Macerata University - Member of Experts Committee and professor, 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, Psychographics in Branding, Tourism Marketing, Fashion System Modelling, Marketing processes modeling, Total Quality approaches in marketing, Complex Systems Management,

### Professionals

Jan 2004 – to date:	In3act Group  Chairman - In3act Business Consulting (Beijing) LTD. [意盛艾商务咨询(北京)有限公司] ]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, Area North and West China,  Chairman - In3act Business Investment Consulting (Zhenjiang) LTD. – (with Branch in Beijing), [意汇通商务投资咨询(镇江)有限公司] 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, Area East-South China and Hong Honk,  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,
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- 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, Jiaying, 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, Zhunguancun Park, Z-Park International development, BBMG Eco-Island, Chengtong Group, China Paper Corporation, Beijing Energy, Beijing Gas, State Grid.

Chairman - In3act Srl – Milan,  
Strategy and Management Consulting Company with strategies implementation add-ons and interim management,.

Main industries: Environment Protection, Energy, 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.

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 internship

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).

#### Other Professional roles and assignments

May 2018 – to date Associate Prof. Scuola Superiore Sant'Anna di Pisa - Pisa

Apr 2018 – to date National Chair Energy Working Group – European Union Chamber of Commerce in China - Beijing

Apr 2018 – to date Vice President – China Italy Chamber of Commerce – Beijing,

2014-2016 Director/Board Member – China Italy Chamber of Commerce – Beijing,

2016-2017 Chairman – Energy/Environment protection Committee, China-Italy Chamber of Commerce - Beijing

2016-2017 Special Senior Advisor for Cultural Matters at Zhenjiang (Jiangsu - PRC) Municipality,

2005-2008 Strategy Committee Member British Vita Italia,

2004-2006 Strategies Committee Member Gruppo Lavazza,

2003-2006 Design Committee member and concept initiator Gruppo Fiat "Nuova 500",

2003-2004 Strategic Launch Committee Member Fiat Brasil "Palio/Siena",

2001-2004 Strategy Committee Member Gruppo Aprilia,

2001-2002 Launch Strategic Committee member Gruppo Fiat "Nuova Panda",

1992-1996 Vice President ASSM – Tolentino,

1992-1994 Chairman Associazione Moda & Cultura

#### Publications

- ) Author: European Union Chamber of Commerce in China Position Paper – Energy section 2017-2018-2019
- ) Co-Author: *Sustainable Urbanization in China: Italian Expertise and Solutions for a Mutually beneficial Collaboration* – 2017,
- ) Author: "Made in China 2025 Unveiled" - 2017
- ) Author *"Italian Energy and Environment protection Technologies and Management: Advanced, Innovative and Effective Solutions for Cooperation with China"* – 2017,
- ) Co-author: "Pacchetto Energia/Ambiente" at Ambasciata d'Italia in Cina – 2013/2014,
- ) Author of publication: "Optimization of Patients Flow within Cardiovascular ICUs" - 1982

#### 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  
Spanish - basic  
Chinese - beginner