

PAOLO ARATA



After obtaining his diploma, he started his professional career at ILPRA Spa as Sales Representative Italy.

In 1994, he achieved a remarkable milestone by becoming Chairman of the Board of Directors at Unimec Srl, a subsidiary of ILPRA Group Srl. His strategic vision and managerial skills contributed significantly to the company's success and growth. Starting in 2005, he took on the role of Sales Director Italy, further consolidating his presence in commercial management and developing effective strategies for the national market. His leadership was recognised company-wide, and in 2012, he was appointed Managing Director at ILPRA Group, taking a key role in high-level decision-making and contributing to the company's global development. As of 2020, he took on the role of Board Member with responsibility for the Commercial Management Italy, further expanding his sphere of influence and proactively guiding commercial strategies on a national level. 2023 represented a further step in his career, when was appointed Commercial Director of ILPRA, confirming his key role in guiding and implementing the commercial strategies of the entire group.

PROFESSIONAL EXPERIENCE

Sales Director

ILPRA Spa, since 2023

Board Member with responsibility for Commercial Management Italy

ILPRA SPA, since 2020

Managing Director in Ilpra Group

ILPRA Group Srl, since 2012

Sales Director Italy

ILPRA SPA, from 2005 to 2023

Chairman of the Board of Directors in Unimec Srl, a subsidiary of Ilpra Group Srl.

UNIMEC Srl, since 1994

Commercial Salesman Italy

ILPRA Spa, from 1990 to 1994

EDUCATION

Collegio Salesiano San Carlo di Borgo San Martino

1987

Accounting Diploma