

# GIANLUCA MONTESANO

Gianluca Montesano is a professional with extensive experience in the packaging sector and a strong technical background in electronic engineering. Over the course of his career, he has held roles of increasing responsibility, developing skills that span both commercial and operational areas.

He has consolidated his international experience as an Export Area Manager, focusing on the development of markets in Central and Eastern Europe, Russia, and the CIS region. This path has enabled him to refine his strategic vision and his ability to coordinate dedicated teams. His commercial growth has been shaped through various organizations, including NDA Partners, where he designed and managed sales networks for major clients such as Edison and Poste Mobile, and IAC-Stopson, where he served as Sales Manager for the Italian market, actively collaborating with European branches.

The combination of a technical background, organizational vision, and strong interpersonal skills has made him a manager capable of leading complex structures, interpreting market needs, and contributing to the continuous improvement of business processes.

Today, he heads the operational area of ILPRA Spa, coordinating all production, technical, and logistics departments, and playing a key role in the company's organizational transformation journey.

## **Operation Director**

*ILPRA Spa – Packaging Machines (01/2018 – today)*

## **Export Area Manager**

*ILPRA Spa – Packaging Machines (02/2011 – 12/2017)*

## **Business Sales Network Manager**

*NDA Partners Srl – Servizi Sales & Marketing (01/2009 – 01/2011)*

## **Sales Manager Italy**

*IAC-STOPSON Spa – Insonorizzazioni Industriali (03/2007 – 01/2009)*

## **Sales Manager**

*EGO Spa – Componenti per Elettrodomestici (01/2004 – 02/2007)*

## **Area Sales Manager Junior**

*Keyence Spa – Automazione Industriale (01/2002 – 01/2004)*

## PROFESSIONAL EXPERIENCE

## EDUCATION

### **University of Pavia – Department of Microelectronics, 200**

Degree in Electronic Engineering