

# RAFFAELLO FAVAGROSSA

## Chief Business Development Officer

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Viadana, Mantova



## EXPERIENCE

### Chief Business Development Officer

#### Caleffi spa

01/2020 Viadana, Italy

Italian company leader in the household linen sector

- Responsible for all business channels . I help people find solutions, take on smart data-driven solutions

### E-commerce Manager

#### Caleffi spa

01/2017 Viadana, Italy

Italian company leader in the household linen sector

- I was personally involved in the creation and development of the company's e-commerce and digital ecosystem.

### Research & Development

#### Favagrossa Edoardo Srl

01/2013 Roncadello, Italy

World leader in the production of car wash brushes

- I was in charge of researching innovative washing solutions

## LANGUAGES

Italian Native English Advanced

## EDUCATION

Technical Institute

School

## GOALS

### Caleffi e-commerce growth

from zero to consolidated channel for the company, aims to become the Italian reference website for household linen

### Smart logistics solutions

Project manager that has led to a drastic decrease in order preparation and fulfillment times

## PASSIONS

Hi-fi / Music

IT / Tech

E-commerce / Digital Analytics

Logistics Solutions

Kaizen

## INDUSTRY EXPERTISE

E-commerce / Digital Analytics

Management