

Andrea Piazzolla

Place and date of birth: Savona, Italy 8/4/1970

Home Address: Via San Paolino 74 - 55100 Lucca, Italy

Mobile no.: +39 347 5312201

Nationality: Italian



Education and Qualification

- Degree in Economics, (April 1995) Università degli Studi di Pisa, Italy
- High School Diploma, (June 1989) Liceo Scientifico "G. Marconi" di Carrara (MS), Italy.

Languages

I'm Italian native speaker. I'm fluent in English (upper intermediate level) and a good French speaker (four years based in Fribourg, Switzerland)

Work Experiences

Employed by Sofidel Group from February 1996 till Jan 2024

Sofidel Group (consolidated turnover 2023 over 3 billion EUR, 7000 employees, with operations located in 13 countries including USA) is an Italian group, leader in the production of hygienic products (toilette paper, kitchen towels, napkins and hankies). Well known in Europe with its brands "REGINA" and "NICKY" the Group is the second largest tissue maker in Europe and the sixth worldwide.

March 2015 - January 2024

Chief Purchasing Officer

The role reports to CEO and shareholders directly.

The CPO is responsible for leading all Group purchasing except for advertisement, energy and some marketing activities (i.e. sales promotion).

The 2023 total spend under my responsibility was approx. 1.4B EUR divided as follows:

Pulp	800M
Chemicals	30M
Secondary raw materials (such as poly, boxes, cores, glues)	130M
Logistics	150M
Capital expenditures	250M
Services	50M

In details, my overall responsibilities were:

- Develop a roadmap for progressive and incremental change across the entire purchasing process;

- Re-engineer procurement functions to improve competitive advantages;
- Develop global sourcing initiatives;
- Centralize direct and indirect sourcing and procurement efforts;
- Creation and improvement of best practice based processes;
- Identification and realization of cost-saving and cost-reduction opportunities;
- Market intelligence activities related to all product categories purchased by the Group;
- Develop guidelines to reduce suppliers risk and liability;
- Develop a supplier management and a procurement system in line with ISO20400 guidelines (Sustainable Procurement Guidelines);
- Raw materials and investments budget definition and management;
- Develop process control initiatives to grant the value creation and the procedure compliance.

I hierarchically managed a team of 32 procurement professionals and others 41 that functionally reported to me.

Jan **2003** – Feb **2015**

Strategic Sourcing Director

The role reported to CEO and shareholders directly.

The Sourcing Director provided the Group with a cost effective procurement service that meets the business requirements. Strategic sourcing includes wood pulp, waste paper, wood chips for biomass power plants. The total spend was about 500M EUR/y. In details, I was in charge for:

- Establishing a global strategic procurement strategy;
- Fixing monthly prices and long term commercial conditions;
- Suppliers scouting and long-term partnership development (suppliers are from Canada, USA, LATAM and EMEA);
- Managing logistic aspects (contacts with the most important European ports);
- Managing inventories and consumptions;
- Preparing budget and their quarterly reviews;
- Providing shareholders with supply analysis and KPI reports;
- Creating “cost saving” policies;
- Managing the Group Transfer Pricing Policy related to the trading activity.

The role was responsible for managing a team of four direct reports in Italy and seventeen functional reports around Europe and USA.

July **1997** - Dec **2002**

Branch Manager Delfinet Sarl

I performed this activity in Fribourg (Switzerland) where I moved in 1997. I was responsible for all the branch activities like:

- Accounting and business control;

- Annual Balance Sheet and P/L preparation;
- Tax Ruling;
- Purchasing BackOffice activities;
- Managing logistic aspects;
- Managing inventories;
- Supply analysis and KPI reports;
- Pulp trading activities.

The role was responsible for managing a team of two direct reports based in Switzerland.

Feb **1996** - June **1997**

Accounting Dept

Responsible for:

- Customer database;
- Products invoicing;
- Bookkeeping;
- Tax requirements.

Board of Directors/Committee

- Executive Committee member at Sofidel SpA till Jan 2024
- Board of Directors member at Intertissue Ireland Lpc
- Board of Directors member at QUINN, Consorzio Universitario, Pisa, 2018
- Board of Directors member at Magris SpA 2013-2024
- Board of Directors member at MG Real Estate srl 2016-2024
- Board of Directors member at Magris Servizi SpA 2013-2023
- Utipulp Chairman 2019-2022
- Utipulp Executive Committee member
- Utipulp delegate for Italy at the Utipulp General Assembly (Utipulp is a no-profit association representing European market wood pulp users)
- Member of Procurement Lab, Università Bocconi, Milano

Seminars and Conferences

Year 2007, keynote speaker at

- Assocarta meeting at MIAC entitled "Fibres, energy and chemicals products: cost analysis and market perspectives"
- AIESEC meeting at Università degli Studi di Pisa entitled "Social responsibility and emerging market"

Year 2008, keynote speaker at

- AIESEC meeting at Università degli Studi di Pisa entitled “Different rights same market?”

Year 2016, keynote speaker at

- Sofidel Suppliers Sustainability Award, first edition, Lucca;
- Global Compact Network Italia Foundation meeting at Palazzo delle Stelline, Milano entitled “Sustainable management of the supply chain”

Year 2017, keynote speaker at

- Compraverde Forum in Rome entitled “Green Purchasing”
- 5th Edition Corporate Social Responsibility meeting at Università Bocconi, Milano. Workshop entitled “Sustainable procurement: experiences”
- Sofidel Suppliers Sustainability Award, second edition, London

Year 2018 keynote speaker at

- MasterGECA at Scuola Superiore Sant’Anna, Pisa. “Supply chain management at Sofidel”
- Sofidel Suppliers Sustainability Award, third edition, Columbus (OHIO, USA)

Year 2019 keynote speaker at

- 7th Edition Corporate Social Responsibility meeting at Università Bocconi, Milano. Workshop entitled “Green Supply Chain”
- Master SiLFiM, Università Bicocca Milano. Round-table

Year 2020 keynote speaker at

- Webinar “The Sustainable value chain: challenges and perspective” by Sustainability Makers Sodalitas

Year 2021 keynote speaker at

- Sofidel Suppliers Sustainability Award, fourth edition, Milano

Year 2022 keynote speaker at

- 10th Edition CSR&IS Meeting at Università Bocconi, Milano. Workshop entitled: “The resilient Supply chain: exchange of views” (available on YouTube)
- Compraverde Buygreen Forum: opening ceremony (available on YouTube) Year 2022

Year 2023 keynote speaker at

- “Together we plant the future” press conference (available on YouTube)
- The Procurement Connection, “Asset TELCO e IT aziendali” Milano
- Sofidel Suppliers Sustainability Award, fifth edition, Lucca

Magazine Interviews

Year 2016:

- Perini Journal, issue 47 (www.perinijournal.it/Items/it-IT/Articoli/PJL-47/sofidel-suppliers-sustainability-award), In-house magazine Korber Perini
- ECHO, issue 2/2016 (www.metsafibre.com/en/echo/Documents/Metsa-Fibre-Echo-2-2016-EN.pdf), In-house magazine Metsa Fibre

Year 2018:

- Sustainable Business Magazine, issue 1/2018 (issuu.com/swattdesign/docs/issuu_emea_01_18)

Year 2019:

- The Procurement Magazine, issue 5/2019

Year 2022:

- FIBRE, Metsa Fibre Customer Magazine
(<https://fibremagazine.metsagroup.com/view/17350502/64/>)

Year 2023:

- The MAP Report, issue 5/2023 (<https://www.themapreport.com/2023/05/24/suzano-e-sofidel-insieme-per-sviluppare-corridoi-di-biodiversita-in-amazzonia/>)
- Corriere della Sera, Pianeta 2030 del 29/07/2023
(https://www.corriere.it/pianeta2030/23_luglio_29/carta-energia-lignina-finlandia-betulla-non-si-butta-via-niente-693eb304-2afe-11ee-8e96-a497dd857d5f.shtml)

Technical Skills:

- Market intelligence;
- Market strategy development;
- Strategic sourcing;
- Pricing strategy and negotiation skills;
- Contract execution and management;
- Inventory strategy;
- Transfer pricing.

Soft Skills:

- Strong leadership skills;
- Excellent communication skills;
- Assertiveness;
- Proactive, energetic and committed;
- Flexible and adaptable;
- Strategic mind-set;
- High results orientation;
- Problem solving;
- Organisation skills;
- Collaborative team-worker.

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I hereby authorise the use of my personal details.

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