

Motivation:

Looking for an ambitious new challenge where to combine almost 40 years of experience in coffee, unique vision of coffee/soft commodities world and future scenario from global supply and demand to future markets and geo-political factors influence including digitalization of the coffee supply chain, deforestation topics, carbon free guidelines, child labour and sustainability of agro-commodity industry.

Position:

Currently Sales Partner Europe at Dimitra Technologies, EUDR compliance, digitalization of supply chain processes and ESG compliance; Training and Management Support, University Master Degree level teaching (University of Trieste, DEAMS).

Previously General Manager of Vollers Italia (Trieste and Genoa) and Chairman of the Board at Il Polo del Caffè (Napoli).

Work experience:

2020 - 2023 @ Il Polo del Caffè, Chairman of the Board of Il Polo del Caffè (Napoli), logistic and supply chain coordination, from start-up of new port location to largest player in the South Italy market for soft commodities. Growth of sales from zero to some million Euros establishing new standards for services to Italian industry and international suppliers.

2012 - 2023 @ Vollers Group, general manager of Vollers Italia (Trieste, Genoa), logistic and supply chain coordination serving large-medium size Italian and EU industry, local importers and international dealers. In a high competitive market with strong traditions as a new and foreign player finally achieving to serve all relevant stakeholders and offering innovative systems for cost savings in logistic.

2008 - 2012 @ KB Commodities/Cogeco, managing director and head of trading, trading & import (green coffee) into Italy and EU, procurement at origin/producing countries and supply to EU roasters and importers including sustainability-development projects in Brazil and Vietnam.

1995 - 2008 @ Tristão International (Italy till 2003 then Isle of Man), manager of Italian operation first and then trading director for all international operation of Tristão Group including exchange operation, futures & options, quality and physicals, establishing supplies from origin including buying office in HCMC, setup and consolidation of specialty coffee operation in US.

1990 - 1995 @ Pacorini Group (London, Milan, Genoa and Trieste), logistic service supplier, coffee department customer support.

Others:

Italian Coffee Committee (member of the board), Trieste Coffee Association (member of the board), British Coffee Association (panel of arbitrators)

Origins:

Brazil, Vietnam, C.America

Consumers:

EU (focus Italy, Balkans, Germany and Scandinavia) and US

Connections:

Top Brazilian exporters and brokers, Vietnamese shippers and intermediaries, C.America producers and traders. All main world traders and dealers, exchange players, EU brokers, largest EU roasters and importers, Italian roasters, importers and dealers. Balkans main roasters and intermediaries.

Fields:

Commercial and specialty markets, Exchange tendering and stopping, EUDR/Forest regulation and AI development, ESG, sustainability, cooperation and support to local coffee producers.

Studies:

Graduated with full marks in Economics at Trieste University in 1990, graduation thesis “The transport of coffee between tradition and innovation” prof. Giacomo Borruso.

Languages:

Italian (native), English, Portuguese and Spanish

Background:

In coffee/commodities since 1983 experiencing all sectors, strong family heritage in coffee.

Extra:

British Coffee Association Board of Arbitrators since 2016

Teaching:

Adjunct professor (“Docente a contratto”) at DEAMS at UniTS of Economical Geography of Networks academic year 2024/25

Teacher at Ernesto Illy Master’s degree in Coffee Economy and Science of Coffee (second level post-graduation master course), Trieste Italy, 2024

Hobbies:

Endurance sport activities (now triathlon/ironman, earlier marathons)

Location:

Current Trieste (Italy), available to move within EU

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