



Paolo Arosio

PARTNER ITALY

Expertise:

- Executive Leadership
- Business & Corporate Strategy
- Succession Plan
- P&L Management
- Performance Improvement
- Business Development
- Turn-Around Management
- Sales Organization
- Sales Management
- Channel Management
- International Distributors
- Pricing
- New Business Fields
- M&A/Post M&A Integration
- Cultural Change
- Sales Transformation
- Technical Education
- Sales Training
- Coaching

Paolo Arosio is a senior advisor, senior consultant and senior management executive with more than 35 years' experience and a leadership track record of business turn-around to generate sustainable business in different industries and different regions in the world.

Paolo is passionate about innovation, technology and he believes in improving business through people improvement, engagement, and motivation. For Paolo having a good strategy is important but execution is vital for success.

Paolo has dedicated more than 20 years of his career to global automation industry. As a member of the Sales Board of Festo AG, a leading player in industrial automation for electric and pneumatic solution, Paolo was responsible for all EMEA markets, the largest part of the company. Prior, Paolo served as CEO and President for Festo USA and for Festo Italy. During the period in USA, he led the organization into a business turn-around process, ending with profitable and sustainable results, combined with significant growth in market share.

In his career, Paolo developed experiences in several other industries as Aerospace, Consumer Electronics and Financial Services.

Paolo lives in Italy with his wife, where he enjoys travelling, nature and Italian food. Paolo holds an executive MBA from CFMT in Milan and a Master degree in Electronic engineering in Politecnico of Milan.