

Vittorio Avogadro di Collobiano

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Investment & Strategy Development Director at
Corporate Venture Capital Company

Experienced in international marketing and sales, specializes in creating and implementing market and customer-oriented commercial organizational strategies. Develops effective communication strategies, implements business approaches and methods that lead to long-lasting profitability. Demonstrated track record in achieving sustained growth and profitability for organizations through customized marketing and sales strategies, streamlined operations and tools. Valuable asset for organizations looking for sustainable growth and profitability.

Areas of Expertise

- ◆ International Marketing
- ◆ Sales Strategies
- ◆ Market Research
- ◆ Customer Relations
- ◆ Communication Planning
- ◆ Business Methods
- ◆ Profit Optimization
- ◆ Customization
- ◆ Streamlined Operations

Professional Experience



eni next, London, UK
Investment & Strategy Development Director at Corporate Venture Capital Company

Nov 2019 – Present

Successfully launched and established the London branch of the company, expanding its operations globally.

- Developed and nurtured a network of more than 80 counterparts in academia, incubator, industry, and finance mainly in Europe establishing strong relationships and collaborations.
- Played a key role in supporting and completing over 17 deals, with total investments exceeding 25 million euros per year, contributing to the growth and success of the company.
- Board Member for 2 start-up active in CCUS area.

LNG Small Scale Development
Vice President

Jan 2016 – Nov 2019

Successfully managed and developed the business through conducting three feasibility studies on a worldwide basis for ssLNG to power, industry, and bunker market segments.

- The feasibility studies were instrumental in identifying opportunities and guiding the strategic direction of the business.
- The business achieved a notable increase in profitability in 2017, with an actual profit of BDT 2017 plus 3%, following + 26% increase in profitability in 2016 vs 2015.

Small Scale LNG Business Development & Affiliates Business Coordination
Vice President

May 2014 – Jan 2016

Conducted an in-depth analysis of the small-scale LNG market at worldwide level, identifying key enablers, potential volumes per main segment, competitors, and stakeholders at a worldwide level, while also assessing Eni's competitive position.

- Generated 10 million euros in profitability within 1.5 years, contributing significantly to the growth and success of the company. Provided business coordination and reporting support for Eni's Spanish, Hungarian, and Russian affiliates, ensuring effective communication and collaboration across different geographical locations.

Power Plants, Special Sales Vice President Multi Country Customers

April 2013 – May 2014

Led the organization of an international sales team with 10 team members, defining roles and objectives, and creating sales tools for the multi-country customer of the company. Successfully managed accounts distribution and negotiated 100 Twh of contracts per year with international counterparts across 8 European countries, resulting in a 50% increase in contracted volumes and higher profitability compared to 2012.

- Administered transfer pricing with affiliates and negotiated contracts with European counterparts for 170 Twh of volume contracts in special sales.
- Oversaw tenders for 30 Twh of volume contracts on a yearly basis within the Italian market for power plants, leading a team of three members.
- Contributed to the growth and success of the company by reaching and increasing profitability by 0.3% through effective management and negotiation of contracts across multiple markets and regions.

Additional Experience

VP Long Term Int.l Sales, Executive Director Blue Stream PC and Multi Country Customers
 VP Sales Planning, Marketing Intelligence and Multi Country Customer – eni Gas & Power International Sales
 VP Multi Country Customer - eni G&P International Sales
 Wholesale and Mktg Responsible – eni R&M Germany
 Assistant to Mktg Director – eni R&M Italy

Sales Director and Marketing Mgr of Research and Data Base Marketing for the “Professional Area” at
 Sole 24 Ore : Electronic - Paper Publishing & Software – Organisation of 200 people and 5 direct reports.



Mktg Mgr at Ferrari  for Licensed Products (non-Automotive or Racing Car) increasing turnover and net profit by 6 times

Mktg Mgr at Danone



Education

Bachelor of business administration: international marketing

University of Turin, Italy

Languages Italian (Bilingual), French (Bilingual), English (Excellent), German (Intermediate)

Affiliations

Board member of Col d'Orcia (wine Brunello)
 Board member of Blimp (AI/Data for outdoor Advertising start-up)
 ex Investment Committee Member for e-novia (IoT-AI)
 ex Board member of SAGGAS (LNG terminal operator in Spain)
 ex Board Member of EXOR (listed holding company)
 ex Board Member of the Foundation Giovanni Agnelli

Military Service Accomplished as Officer