

Glass Open Book



Pietro Agnetti

Company: BOTTERO
 Job title: Export manager
 Languages: English, Italian, Portuguese, Spanish
 Location: Italy

Contact information:

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Work experience

Company: WALTEC
 Job title: Senior Consultant
 Jan 2021 - Present (4 yrs 11 mos)
 Responsibilities: -Boosting company sales network.
 -Support during technical/economic approach to glass manufacturers

Company: Wedge Consulting by Pietro Agnetti
 Job title: Senior Consultant
 Jan 2021 - Present (4 yrs 11 mos)
 Responsibilities: Founder, Senior Consultant & temporary manager

Company: PEDRAZZOLI IBP
 Job title: Sales director
 Mar 2019 - Dec 2020 (1 yrs 9 mos)
 Responsibilities: -Managing the new sales organization at IBP Pedrazzoli

Company: BOTTERO
 Job title: Export manager
 Jan 2014 - Mar 2019 (5 yrs 2 mos)
 Responsibilities: -Managing the sales of machines for the production and handling of glass containers
 -Boosting the value proposition of the company

Company: BDF INDUSTRIES
 Job title: Export manager
 Jan 2010 - Dec 2013 (3 yrs 11 mos)
 Responsibilities: -Managing the sales of machines for the production and handling of glass containers
 -Boosting the sales in India and in Sub-Saharan Africa

Education

School: CUOA business School

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Description: MBA
2020 - 2022
graduated in business administration

School: University of Parma
bachelor, Economics
1987 - 1991

About me

Statement: Wedge Consulting support Hollow and Technical Glass Industry with consultancy and service to achieve HOT END PROCESS OPTIMIZATION. Our effort is focused on the glass process optimization in terms of Energy saving, Efficiency, Repeatability.