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 (5 yrs 10 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 (5 yrs 10 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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	MBA
	2020 - 2022
Description:	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, Repeatibility.