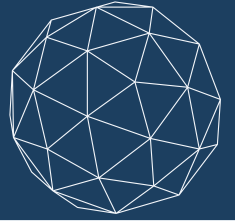




# Gianluca Dominici

Business Developer Manager



## Summary

My role is to identify and develop new business opportunities for your Company, seeking to increase its revenue, EBITDA, and growth in every sector.

I will handle the creation and management of relationships with suppliers and clients, both potential and existing, identifying new opportunities for collaboration and development, through the creation and management of a close-knit team that is always motivated by the company vision.



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<https://www.linkedin.com/in/gianluca-dominici-14aa7242/>

## Languages

- Italiano madrelingua
- Inglese (B1)
- Francese (B2)
- Rumeno (C1)

## Technical Skills

- Pacchetto Office liv. av.
- CRM: Sales Force
- Management and ERP: DocFinance  
- AdHoc Enterprise - PowerBI -  
Enerp - BlueCRM - Speedy
- WorkSpace and presentations:  
Google Workspace - Canva

## About Me:

Consider myself a Manager skilled in defining common goals and in guiding, influencing, and motivating a team towards their achievement. I do not like to give orders, but rather to inspire and involve others, creating an environment where everyone feels involved and valued.

My leadership ability is effective because it is based on specific skills:

- Vision and strategy (Vision)
- Effective communication
- Decision Making
- Problem solving
- Adaptability and flexibility
- Integrity

My collaborators define me as a charismatic leader, capable of attracting, fascinating, and influencing people, and above all, creating a deep and emotional connection with the team. To achieve these abilities, I decided to draw inspiration from behaviors and attitudes such as:

- Passion and conviction
- Presence
- Trust and competence

My strategy for guiding a team to success is based on a few non-negotiable points:

- Establish a clear vision and S.M.A.R.T. goals
- Create an environment of trust and respect
- Promote open communication
- Delegate and empower
- Motivate and inspire
- Manage conflicts

I have developed and applied these skills in the energy sector, a sector always in rapid evolution, acquiring vast experience in strategic marketing, sales channel development, and key account management. But leadership and charisma alone are not enough to define a successful leader; they require continuous training and skill expansion.

This is why I continue to dedicate myself to studying, acquiring certifications and advanced qualifications, such as those in Energy Management, Energy Trading & Risk Management, and Sustainability Management. This combination of skills qualifies me as an invaluable resource for organizations aiming to navigate the energy transition and capitalize on "sustainable" business opportunities.

My profile certainly goes beyond the typical role of a BDM. It is not just about expanding market share, but about steering it towards solid and sustainable models. This characteristic positions me as a "future-proof BDM," capable of identifying and developing revenue streams aligned with global sustainability mandates and the growing demands for ecological solutions from consumers and companies. In a market increasingly influenced by ESG factors and climate objectives, a BDM with this specific hybrid expertise can guarantee a competitive advantage in the medium and long term.



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The ability to unlock new market segments, drive product innovation, such as energy efficiency solutions, and ensure regulatory compliance, all while maintaining a focus on profit generation—these are probably the qualities that make me a key professional for the future of the sector.

## Experience:

### Role: Development Director

- **Company:** Gruppo Forini Spa
- **City:** Bastia Umbra (PG)
- **Period:** Nov 2021 - Oct 2024

### Role: District Manager

- **Company:** Etruria Luce e Gas Spa
- **City:** Florence
- **Period:** Oct 2020 - Oct 2021

### Role: Gas Area Management - KAM

- **Company:** EcoTrade Srl
- **City:** Arezzo
- **Period:** Oct 2016 - Sep 2020

### Role: Sales Manager

- **Company:** Unogas Umbria Srl
- **City:** Tergiano
- **Period:** Jan 2006 - Sep 2016

### RRole: Public Entities Treasury Management

- **Company:** Gruppo Unicredit
- **City:** Perugia
- **Period:** May 2003 - Dec 2005

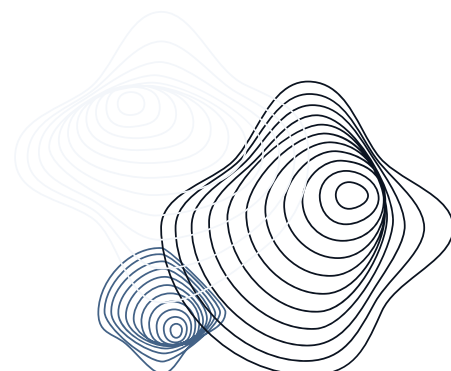
- **Responsibilities:** Strategic Marketing - Drafting business plans - Development of sales channels and networks - Product development - Supply chain management - Pricing and Risk Management activities - Organization and Management of Operations - Structuring, Selection, and Management of human and instrumental resources.

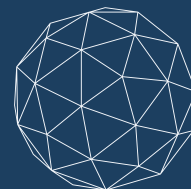
- **Responsibilities:** Acquisition and management of large clients - Development of conventions and Tenders - Intermediation between large clients and the Company - Management of promotion and sales processes - Development of long-term relationships - Contract processing - Marketing and development of sales networks.

- **Responsibilities:** Responsible for acquiring and managing large clients nationwide. Coordination of the logistics and natural gas marketing office.

- **Responsibilities:** Coordination of company resources, development and implementation of commercial strategies. Definition of growth and development objectives, budget definition and management of the sales network.

- **Responsibilities:** Financial and insurance activities for Local Entities - Management of Local Entity Treasuries.





## Education and Training

[31/08/1995 - 21/11/2002]

**Degree in Political Science -  
International Politics (Old  
System)**

- University: University of Perugia
- City: Perugia
- Country: Italy
- Context: Analysis and understanding of the mechanisms of political and social life and the socio-economic logics that regulate contemporary society and the international community.

[[31/12/2002 - 30/05/2003]

**Specialization Diploma in Web  
Master**

- Institution: Zefiro Sistemi Formativi
- City: Assisi
- Country: Italy
- Context: PHP programming and other languages for the creation and development of dynamic websites.

**Specialization Diploma in Web  
Designer**

- (Institution: Zefiro Sistemi Formativi)
- (City: Assisi)
- (Country: Italy)
- Context: Vector and three-dimensional graphics for building dynamic websites.

[01/11/2022 - 31/03/2023]

**Advanced Training Master in  
Energy Management**

- Institution: Alma Laboris Business School
- City: Rome
- Country: Italy
- Titles Obtained:
  - Certificate of Designer and Consultant - SGE (Energy Management Systems)
  - Certificate with "Internal Auditor" Certification - SGE
  - Energy Auditor Certificate
  - "Expert in Energy Management" Certificate

[01/09/2023 - 31/03/2024]

**Master in Energy Trading and  
Risk Management**

- Institution: Il Sole 24 Ore - Business School
- City: E-Learning
- Country: Italy
- Titles Obtained:
  - Master Certificate in Energy Trading and Risk Management
  -

[01/12/2024 - 28/02/2025]

**Master in Configuration and  
Management of RECs  
(Renewable Energy  
Communities)**

- Institution: Community - CER
- City: E-Learning
- Country: Italy
- Titles Obtained:
  - Master Certificate in Manager for the Configuration and Management of Renewable Energy Communities

[ 01/03/2025 - 31/07/2025 ]

**Level II Master in  
Sustainability Manager**

- Institution: ISTUM Managerial Training Institute
- City: E-Learning
- Country: Italy
- Titles Obtained:
  - Master Certificate in Sustainability Manager

