

LUISI PAOLO

Born in Trieste (Italy) on 5th Oct. 1948

Professional experience

From July 1st,2015 up today

President and Founding Partner

Organizer and coordinator

TRIESTE RECUPERA Onlus - Trieste

The Onlus fights waste and distributes foodstuff to poor people. In 3 years of activity it recovered more than 300 000 kg of fruits and vegetables, various foodstuff . It reaches more than 500 families, involving more than 1.500 persons.

From April 1st,1983 - up today

President and CEO

VATTA SPA, then **LUISI SPA**, then **LUISI SRL** , 2 Foro Ulpiano ,34123 - Trieste

Import of raw cotton and linen fabrics mainly effected from 3 countries: ex-Yugoslavia, Russia and China. Distribution in Italy realized from warehouses in Prato and Busto Arsizio. Export of textiles developed with Greece, Turkey, France, Germany and Spain. Export of consumer goods , particularly clothing and household items , addressed to ex-Yugoslavia, Russia and Ukraine .

Joint-venture in Moscow created for the distribution of gift articles and household items.

Joint-venture in Istanbul created for the distribution of articles directed to Gross Market Distribution (papery and sanitary).

Production of garments and jeans (with the brand ZERO DEFECT) in Turkey, Algeria and Italy , aimed to approach wholesales and retailers in Italy and Europe.

With the same trademark, new textile lines produced in China addressed to hospital and medical use.

2011 - 2013

Organizer and coordinator

LUISI ART & SPACE - 4 San Nicolò S - Trieste

The family property palace put at disposal for temporary and permanent exhibitions of local, national and international Art.

1995 - 2015

President and CEO

SANTIAGO IMMOBILIARE SPA - 4 San Nicolò St., 34121, Trieste

Building activity in coordination with architects, technicians, building contractors and sub-contractors. Marketing of various housing projects in cooperation with real estate agencies.

Renovation of historical buildings in the old town and construction of villas in the countryside of Trieste

1994 – 2008

Partner

L'INTRIGO SNC - 4 San Nicolò St.,34123 Trieste.

The antiquity shop formerly active in Trieste, since 1994, then in Milan from 2001 to 2008. Besides various antiquities, antique carpets and nineteenth century furniture the shop was highly specialized in old Flemish paintings

June 1st, 1980 - March 31st, 1983

Export Manager

PILOSIO SPA – Udine

Scaffolding, moulds and integrated building system production.

Following and developing the markets of Greece, Turkey, Algeria and ex-Yugoslavia, the M.O countries (Egypt, Saudi Arabia, Dubai, Kuwait, Siria) and some Black Africa countries (Nigeria and Ethiopia). During the first 12 months he brings the turnover from 200 million Italian Lire up to 2 billion Italian Lire, and then it stabilizes the volume of sales between 3 and 4 billions Italian Lire.

January 1st, 1979 – May 31st, 1980

Export Manager for M.O. (Egypt, Sudan, Saudi Arabia, Kuwait, Iraq, Jordan and Lebanon)

FRIULGIULIA SPA – Trieste.

Regional Consortium for export development

Promotion and exportation of FVG member companies.

June 1st, 1978 – December 31st, 1978

Area Manager of

FRIULGIULIA

TEHERAN: FVG Representation Office

Branch-office of the Consortium in Iran to promote the presence and on-site sales of FVG Companies.

September 1st, 1977 – December 31st, 1977

Sales and administration assistance

COCA COLA SPA - Trieste

Bottling and distribution of beverages

I.S.D.E.E. Institute of Studies on Eastern Europe.

Researcher

Focus on Hungary and on infrastructural issues.

January 1st, 1971 - April 30th, 1972

Military officer cadet course, assault infantry, sergeant, licenced with the lieutenant degree.

Instruction and formation

March 1973

University of Trieste

Degree in **Economics and Business** 103/110 Argument of thesis: "The agrarian reform in developing countries".

July 1967

High school diploma with 7/10 – the final exam

High School "Petrarca", Trieste.