

PRIMO BONACINA

A long-standing manager & consultant in the IT/Digital sector

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- Milano - Iseo (Brescia), Italy



WORK EXPERIENCE

Founder & Managing Partner

PBS - Primo Bonacina Services

2014 – ongoing, Iseo (BS, Italy)

PBS is «The Digital, Actionable, Measurable» consultancy firm

- Adding value to enterprises/IT/Digital/B2B players by providing hands-on, no-risk, flexible, affordable, measurable support to their initiatives
- Wide range of business development, sales, marketing, HR/social recruiting, operations, management services

BU Manager, B2B/Commercial & Display solutions, Italy & Israel

Acer

2013, Milan

Acer is a top IT vendor

- In charge of all B2B product lines (Notebooks, Desktops, Servers, Storage, Services) plus Monitors & Projectors (B2B & B2C)
- Addressing the Enterprise, Commercial, SMB channels & end-user markets
- Leading a team of Vertical Account Managers, Product Managers & Technical Specialists

Sales & Marketing Director (Country Leader), Italy

Black Box Network Services

2012, Milan

Black Box was a global vendor of enterprise IT solutions, selling to end-users & value channels

- As the subsidiary was a loss-maker, I was called in to replace the former leader and to lead a business & organization turnaround

Consultancy assignments in the IT/Digital sector, Italy

Interim Manager

2010 – 2011, Milan

- **Sales & Marketing Director for DocuBox**, a system house launching storage, business continuity, document management solutions
- **Sales & Marketing Director for GCI (Gruppo Consulenza Innovazione)**, a system integrator focused on business intelligence, infrastructure, vertical solutions (enterprise software, business intelligence, advanced professional services), addressing enterprises
- **Vodafone Business Unit Director for NetArtis**, providing phone & connectivity solutions to small businesses

ACHIEVEMENTS

- **As Founder & Managing Partner of PBS**
 - 2016: €173k consultancy revenue,
 - **2017 forecast: €210k+**
 - **90 customers in 11 countries**
 - Dozens of words of appreciations
 - Keynote speaker/chairman in many conferences (Company Innovation, Software-Defined IT, Social recruiting, Security, IOT, Cybersecurity, Data Center),
 - Columnist for the SOIEL “ValuePoint” monthly press feature on channel & management trends (2016-2017)
- **As Business Unit Manager, B2B/Commercial & Display solutions, Italy & Israel of Acer**
 - **Business Unit profitability: 2.9% Operating Income** on €19M quarterly revenue (Q4CY13)
 - **Market share growth across most segments** (sources: Context, GFK, PMA)
 - Managed large tenders in the finance/public sectors (Banca Intesa, Lombardia Informatica, Consip)
 - Entered MediaWorld retailer with B2C monitors
 - Sizeable company/personal presence on the press & social networks
- **As Managing Director, Italy of Magirus (now part of AZLAN/Tech Data)**
 - Reshaped the subsidiary sales & marketing teams, revamped the company’s commercial & communication strategies, set a plan in order to make it profitable
 - Broken all sales, profit, number of active customers records, several-times-increase in market share: **Sales in 2005 got to €57M (5-times increase in 3 years)**
 - Invited to join (2005) a **strategic steering committee for Magirus International**, to lead a new approach focused on value-added distribution: storage, hi-end software, services became the main profit contributors;
 - Grew the professional services (academy, turn-key installation, consultancy) business in Italy from zero to almost €1M/year;
 - Acquired **Allasso** (2006), a leading multinational distributor specialized in security & networking solutions (**Juniper, Check Point/Nokia, Nortel, Websense, Ironport/Cisco**); Named **Managing Director of Allasso Italy**

WORK EXPERIENCE

Director of SMB & 2-tier channels, Italy

Microsoft

2009, Milan

In charge of sales & marketing to all distribution channels:

- The role was created when I joined and it was aimed at grouping in a single function several areas of responsibility:
 - Towards distribution & midmarket channels
 - For all mainstream software products
 - In any licensing form factor
 - Towards all end-user audiences
- Managing the vast majority of top resellers (700 out of the top-800)
- Responsible for Sales & Marketing to the SMB (5-250 PCs) sector

Managing Director/Amministratore Delegato, Italy/Greece/Malta/Cyprus

Magirus (now part of AZLAN/Tech Data)

2002 – 2009, Milan

Magirus was a pan-EMEA Value-Added Distributor of data center & enterprise solutions (servers, storage, software, security, networking, services)

- As the subsidiary was a loss-maker, I was called in to replace the two former co-MDs, to initiate a turnaround and to grow the subsidiary business

Managing Director Sales & Marketing, Italy

Tech Data

2000 – 2002, Milan

Tech Data is a top worldwide broadband IT distributor

- Leading a 130-person team in 10 business units (PC, Software, Networking, Components, Peripherals, Supplies ...), 3 focused sales teams (enterprise, midmarket, B2C/retail) and 2 global teams (marketing, e-business) for a business of €480M/year
- As the company was losing market share, I was called in to replace the former Commercial MD and to lead a turnaround

Director of Global Marketing & SalesSupport, EMEA

Anixter

1997 – 2000, Milan/London

Anixter was the #1 worldwide Value-Added Distributor of connectivity & infrastructure solutions

- Leading a 25-person team (Milan, London) in charge of 6 business areas for \$500M+ yearly sales
- Responsible for Internet-based business tools for Latin America & Australia, leading the fitting of the European strategy over there
- Business with their major networking vendor (Nortel, \$60M+ sales)
- Identifying new opportunities in the networking-telephony convergence
- Prior to the EMEA role: **Marketing, Business & Technology Director, Mediterranean Area, Switzerland, Middle East (1997-1998)**

Marketing Director, Southern Europe

3Com (now part of HPE)

1988 - 1997, Milan/Madrid/Paris

3Com was the 2nd-largest networking vendor

Prior to the Southern Europe role (1995-1997):

- **Marketing Director, Mediterranean Area (1992-1995)**
- **Iberia System Integrators Sales Director (1993-1994)**
- **Marketing Director Italy & Greece (1989-1992)**
- **Technical Director, Italy (1988-1989)**

Product Manager, Midrange Software, Italy

Olivetti

1984 - 1988, Milan

Olivetti was a top IT vendor

- Selecting products & commercial partners, coordinating the porting of applications
- Prior to that, **Sales Engineer, PC and midrange software (1984-87)** responsible for the evaluation of software solutions in the emerging Windows and UNIX platforms

LANGUAGES

Italian

Native



English

Proficient



French, Spanish

Fluent Reading, Basic conversation



EDUCATION

Laurea in Scienze dell'Informazione

Università degli Studi di Milano

110 & lode / 110

1980 - 1984

PERSONAL INTERESTS

- Semiprofessional photographer (street, wildlife, music, events)
- Traveling, wildlife
- Digital trends