

STEFANO DOMENICALI

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EXECUTIVE SUMMARY

Results-oriented Chief Executive Officer and Vice President with more than 30 years of leadership experience in power electronics and renewable energy.

Visionary strategist with a proven record in building successful start-ups, driving multinational business expansion, and delivering large-scale innovation programs.

Founder of **Ingeteam Italy**, where between 2009 and 2012 he led its transformation into one of the world's top three photovoltaic inverter manufacturers. Actively engaged in major European renewable associations and recognized as a pioneer in advanced energy-storage and marine-electrification technologies.

LANGUAGES

- Italian (Native)
- English (Professional)
- Spanish (Professional)

PROFESSIONAL EXPERIENCE**CEO & Vice President | Ingeteam S.r.l.**

Castel Bolognese (RA), Italy | May 2008 – Present

Founded and developed **Ingeteam Italy** from the ground up, starting with four employees and scaling to more than 70. Achieved average annual turnover of **€50 million**, peaking at **€100 million**, for a cumulative revenue of nearly **€ 0.6 billion** since inception. Permanent member of Ingeteam's **Global Energy Division Board**, responsible for international product development and strategic planning.

Business Achievements

- Grew the Energy Division turnover from **€30M to €100M (2008–2010)**, with 80% generated by Ingeteam Italy.

- Drove Ingeteam's recognition as the **third-largest PV inverter manufacturer worldwide (2010)**.
- From 2013 onward, directed strategic expansion across **MENA and East/Southern Europe**, supervising operations and market penetration.
- Personally negotiated and signed the landmark contract for **Noor Abu Dhabi (Sweihan, UAE, 1.17 GWp, 2017)** — at the time, the world's largest single-site solar plant — establishing Ingeteam's leadership in the Middle East.
- Founded and managed Ingeteam's **UAE subsidiary**, achieving regional leadership through projects in UAE, Jordan, and Egypt (>2 GW installed capacity).
- Oversaw major international contracts across **Italy, Greece, Finland, Romania, Portugal, UK, UAE, Egypt, South Africa, Australia and Brazil**.

Industrial and Organizational Development

- Implemented the **SAP enterprise management system**, introducing corporate digitalization that was later adopted company-wide.
- Established a robust **governance and quality framework**, achieving **ISO 9001, 14001, and 45001 certification**, and ensured **compliance with NIS-based cybersecurity standards**.
- Formed a dedicated **engineering team** for the design and configuration of **Shelter, Container, and Skid systems** for Utility-Scale PV and BESS projects.
- Organized outsourced manufacturing, **assembly and test lines** for high-power systems, ensuring local flexibility and quality assurance.
- Established **specialized Pre Sales, After Sales, Safety and Quality divisions**, designed to ensure long term technical service, product reliability, and operational excellence through the following initiatives:
 - **Pre Sales:** created a technical support unit to assist customers in defining tailored solutions for projects and tenders, providing engineering expertise and precise product specifications to strengthen Ingeteam's position in complex applications.
 - **After Sales:** developed an internal team of highly qualified technicians and organized a network of external service partners to deliver prompt and efficient maintenance services, both under warranty and post warranty, guaranteeing high customer satisfaction and generating profitable returns.
 - **Safety:** implemented the highest safety standards through comprehensive training programs, continuous monitoring, and rigorous audits, fostering a culture of prevention and full regulatory compliance.

- **Quality:** established a robust system for supplier evaluation and production control, optimizing outsourced assembly and testing processes to ensure top reliability and continuous improvement.
- Introduced a **corporate welfare and employee wellbeing program**, strengthening retention, motivation, and organizational culture.

BESS Division Leadership

- In 2020, Ingeteam established an autonomous **Battery Energy Storage Systems (BESS) Division**, previously integrated within the PV business line. Together with the newly appointed Division Director, I led the development of the global **Utility-Scale storage market** through a strategic partnership with Italy's leading utility company. Concurrently, I personally oversee the growth of the **Residential and C&I hybrid product portfolio**, positioning the **Italian market as the pilot area** for these innovative storage and renewable integration solutions..
- Designed and delivered flagship projects, including:
 - **La Casella BESS (Italy, 2022)** – 70 MW / 340 MWh.
 - **Udine BESS (Italy, 2023-24)** – 200 MW / 800 MWh.
 - Framework agreements exceeding **1 GW power through 2028**.
- Developed the **Residential All-in-One** hybrid inverter, designed by Ingeteam Italy and developed in partnership with *Bertone Design*, it combines electrical efficiency and engineering optimization with an industrial architecture that is both aesthetic and functional, transforming a technological product into a design object and a refined furnishing element.

Launched **Ingeteam Marine Division (2025)**, securing nearly all cold-ironing projects in Southern Italy, valued at several millions of euros.

Sales Director & Chief Marketing Officer | ELETTRONICA SANTERNO S.p.A.

Imola (BO), Italy | 1990 – April 2008

Italian leader in power and control electronics for industrial drives and renewable-energy conversion.

During the acquisition by **Busi Impianti (1994–1998)**, served as **Marketing Manager for Santerno** and **Italian Sales Director for Busi's Automation Division**.

Career Highlights

- 1990–1994: Product Manager for Drives and Automation Systems.

- 1994–1998: Marketing Manager (Santerno) and Sales Director Italy (Busi Impianti Automation Division).
 - 1998–2002: Returned to Santerno as Sales & Marketing Manager for the Drives Area.
 - 2003–2008: Promoted to **Sales Director & CMO**, with full responsibility for foreign subsidiaries in **Brazil and Russia**, both created from scratch.
 - Built the complete **distribution network across Central–South America and Australia**, achieving significant market growth.
 - Drove sustained financial acceleration, growing turnover tenfold (from **€6M to €60M**) and improving EBIT margins **from 0% to an average of 20%** over the period 2003–2008.
 - Positioned Santerno as a **European leader in renewable power conversion**, recognized in 2008 among the fastest-growing inverter manufacturers in the region.
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ASSOCIATION & BOARD INVOLVEMENT

- **Board Member**, ANIE Rinnovabili (2022–Present)
 - **Board Member**, ANEST (2012–2014)
 - **Board Member**, ASSOSOLARE (2011–2012)
 - **Energy Working Group Member**, Cámara Oficial de Comercio de España en Italia (2023–Present)
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EDUCATION

- **Degree in Power Electronics and Controls**, IIS Pascal Comandini – Cesena (1987)
 - **Sales Area Management**, API – Bologna (1997)
 - **Communication Methods & Techniques**, CTC – Bologna (1999)
 - **Sales Psychology & Communication**, CTC – Bologna (1999)
 - **Advanced English & Leadership Courses**, COFIMP – Bologna (2000–2001)
 - **Coaching and Talent Development, Having Career Conversations with Your Team, Giving and Receiving Feedback, Active Listening The Secret to Effective Communication, How to Have Productive OneonOne Meetings**, NASBA (2025)
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CORE SKILLS & CAPABILITIES

- Executive leadership, start-up and transformation management

- Global market development (Europe, LATAM, MENA, Oceania)
 - Deep knowledge of renewable technologies: PV, BESS, EV charging, Marine, Transmission & Distribution
 - Large PV&BESS Utility Scale projects negotiation with Tier 1 industry players
 - Innovation management and strategic product roadmaps
 - Deep technical expertise in power electronic conversion and grid integration
 - Human-capital development, multicultural management and governance
 - Team coaching, multicultural engagement, and corporate governance
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GLOBAL IMPACT

- Managed and executed renewable-energy projects exceeding **€1 billion total contract value** across Europe, MENA, LATAM, and Oceania.
- Directed flagship installations:
 - **Noor Abu Dhabi (UAE)** – 1.17 GWp, world's largest single-site PV project.
 - **Baynouna (Jordan)** – 200 MW.
 - **Solara 4 (Portugal)** – 219 MW.
 - **Kiamal (Australia)** – 244 MW.
 - **São Gonçalo III (Brazil)** – 220 MW.
 - **La Casella BESS (Italy)** – 70 MW / 340 MWh.
 - **Udine BESS (Italy)** – 200 MW / 800 MWh.
 - **USA projects** – 400 MW / 800 MWh energy storage.
- Delivered cumulatively over **5 GW PV** and **1.5 GWh BESS** systems since 2008, shaping Ingeteam's position among the global leaders in renewable energy technology.