



Emmolo Francesco

General Manager and Sales Director

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Brief introduction

With 15 years' experience in the photovoltaic sectors, I have covered different roles working on business start-up, business development. My career has been focused mainly on sales and sales management, achieving important and measurable targets.

SOFTWARE

Excel	★ ★ ★ ★ ★
PowerPoint	★ ★ ★ ★ ★
Word	★ ★ ★ ★ ★
Salesforce	★ ★ ★ ★ ★

Language

- ✓ Italiano (mother tongue)
- ✓ English (business proficiency)
- ✓ Spanish (intermediate)

Work Experience

- From 19/09/2019 **Longi Solar**
Current
(Southern EU)
General Manager and Sales Director
Main Responsibilities:
Management of the local company of Longi including the strategy and target definition and development.
Direct management of the team and key account customers relationship.
- From 01/02/2018 to 15/09/2019 **Wuxi Suntech**
Sales Director
Southern EU
Main Responsibilities:
Management of the sales team for the area including the strategy and target definition and development.
Direct management of the key account customers relationship, including major utilities and PV investors
- From 02/05/2014 To 01/02/2018 **Officinae Verdi S.p.A.**
Join Venture UniCredit Bank and WWF
(Rome - Italy)
Head of Sales – Head of Business Development
Main Responsibilities:
Define the product and service portfolio, manage the sales team and open new business channel in the renewable and energy efficiency field.
- From 02/05/2014 To 01/02/2018 **Canadian Solar Inc. (Nasdaq CSIQ)**
(Rome - Italy)
Head of Sales Southern EU
Management of the sales team for the area including the strategy and target definition and development.

Awards :

Longi star award 2023 for best personal performance
Longi star award 2023 for best team performance