

Giovanni Galimberti

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I'm a General Manager and Start Upper in the packaging market where I managed a recycling papermill with a new Valmet 2.6 mt machine producing 120.000 tons per year, managed 3,5 Billion square meters of corrugated sheets, 250 mln boxes, where I bought 2 mln tons of paper and managed the collection, selection and sales of millions of tons of waste. My experience covers all the positions in a Circular Economy.

My trouble shooting, problem solving, and risk-taking attitudes are emphasized in environments marked by uncertainty and lack of information both in family companies and multinational businesses. The strongest evidences are: the new organization in DS Smith Recycling with an immediate increase in market shares (+ 20%) and turn over (+25%); the two mergers of Imbalkart-Vivikart where, starting from a situation of losses of 80/100k € per month, the business became profitable in few months after a deep reorganization; the new organization in RedBox with a significant increase in orders processed per day (+100%); the successful management of Ondulati Galimberti after a big fire that destroyed the whole company where it took only 6 months to manage a second start up; last but not least the installation of a fully new paper machine Valmet in Cartonstrong.

Company loyalty, reliability and sense of duty always allowed me to reach costs reduction and productivity increase in every experience I was involved (Lean Thinking), starting from Cartonstrong (both in paper and corrugated departments) ending with DS Smith Recycling (+20% in volume and 25% in turnover) confirming my passion for growth and customer satisfaction.

Honesty and respect for everyone's work always drive me: the companies I managed never missed a payment. When I had to set a new organization in Imbalkart and Vivikart mergers I helped people to find new job.



Giovanni Galimberti

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WORK EXPERIENCE

April 2021- Today -Managing Director DS Smith Recycling Italy

Casarile (MI) – 75 People more than 100 mln turnover

DS Smith Recycling Italy manages more than 600.000 tons of waste a year suppling DS Paper Mill in Lucca and selling on the free market.

DS Smith Recycling has 4 depots where it collects, selects and sales waste giving them a new life. The circular economy starts and ends in our depots!

A new organization started and we can already see the results: higher presence on the field, new customers, a very on time service to DS Paper Mill and a significant increase in volume in our depots.

2018-2020 - Site Manager RedBox (partner of International Paper)

Mezzago (MB) – 30 people 7 mln turnover

Display and sheet plant. In charge to organize the new plant in Mezzago (the head office is in Rome). I created a profitable workflow with the orders of International Paper passing by 10 to 25 orders produced per day. I drove the company to new suppliers of raw material saving 25% of the cost (sheet and boxes). A new logistic system was implemented saving 30% of the cost and increasing by 10% the loads. I collaborated with important customers like Officine Panerai, Bayer, SanCarlo, Bolton Group, Ferrero, P&G and Bracco Pharmaceutical.

2014-2018 - General Manager Imbalkart and Vivikart

Imbalkart – Arcore (MB) – 30 people 7 mln turnover

Vivikart – Mezzago (MB) – 35 people 10 mln turnover

In charge to manage before the merger between Imballaggi AZ and Tecnocarton creating Imbalkart and then the merger between Imbalkart and Vivikart. Successful mergers with tangible results reached reducing the raw material cost by 15%, the financial cost by 30%,

logistic cost by 30% and optimizing the production with an increase in productivity by 7-10%. Business was delivering profit in few months, starting from a position of losses of 80 to 100.000€ per month. A very important job was done in motivating people after years of bad results.

2011-2014 – Area Manager Euroscatola

Bregnano (CO) – 50 people 30 mln turnover

I received a customer portfolio of 1 mln € to manage and increase. After three years I left the company with a portfolio of 3 mln € and new important customers like Dierre, Ferrarini, Vismara, Alessi, Liu Jo, Mondadori, FCA, Kiko.

2005-2011 - Start upper and CEO Ondulati Galimberti

Carnate (MB) – 40 people 33 mln turnover

Sheet feeder. CEO and Start Upper with my brother and my father. The company reached the breakeven production of 100 mln square meters of corrugating sheets in two shifts after 18 months with a turnover of 33 mln €. I also had a strong capability in managing tough situation when the company, entirely destroyed by a big fire with damages of more than 20 mln €, was rebuilt from scratch and made running in six months. During these six months we guaranteed the full salary to all the people employed.

1995-2005 - General Manager Mondi Packaging Cartonstrong

Monza (MB) – 165 people 100 mln turnover

Paper Mill and Sheet Feeder. After graduation I joined the company starting as assistant of the managers production of the two departments: paper and corrugating. After one year I started working in logistic and commercial departments, after this in human resourcing and administration. At the end of 1996 I was appointed as General Manager of the corrugating department and in charge for a very important investment in the Papermill. We had to substitute the two old Over machines with a fully new Valmet 2.6 mt machine. After the start up I was also appointed to manage the development of the Papermill. In 2003 the company owned for the 90% by Bauernfeind Group was sold to Mondi Packaging. In these years we reached the best results in production, 265 mln square meters of corrugating sheets sold, 120.000 tons of paper produced such as in turnover reaching more than 100 mln €. During this experience I was also Board Member and Vice President of GIFCO (Italian Association of Corrugator Producers).

1994-1995 - Military service 2nd Police Helicopter Department

Malpensa Airport Milano

Responsible of the security of the barrack and of the Police helicopters hangars. I was always involved in the preparations to receive some Ministers of the Italian Republic during my stay.

EDUCATION

1982-1987 High School Liceo Scientifico Paolo Frisi – Monza

1988-1993 Graduated in **Business and Administration** Bergamo University

HOBBY AND SPORT

Golf player Hcp 3 - Member Golf Club Milano since 1976 - Past Board Member- 250 prizes won

Scuba diving advanced and deep license 40 meters - Red Sea lover

I love mountain for skiing in winter and walking in summer

Biographies of successful managers and entrepreneurs

Tv series based on real stories

Italian red wines from Tuscany (Sangiovese grapes) and Piemonte (Nebbiolo grapes)

Rum Agricole, Caroni is my favorite

Cigars, wet Toscano and Havana

Boat License over 12 miles

Board member of Melograno real estate. Private hospital for neurodegenerative diseases

Volunteer during the COVID pandemic



Ministero della Giustizia

Sistema Informativo del Casellario Certificato del Casellario Giudiziale (ART. 24 D.P.R. 14/11/2002 N.313)

CERTIFICATO NUMERO: 14742/2022/R

Al nome di:

Cognome **GALIMBERTI**
Nome **GIOVANNI ALESSANDRO**
Data di nascita **03/03/1968**
Luogo di Nascita **MONZA (MB) - ITALIA**
Sesso **M**

sulla richiesta di:
per uso:

INTERESSATO
RIDUZIONE DELLA META' DELL'IMPOSTA DI BOLLO E DIRITTI: PER ESSERE ESIBITO IN
OCCASIONE DI CANDIDATURA ELETTORALE (ART. 1 COMMA 14 LEGGE 3/2019)

Si attesta che nella Banca dati del Casellario giudiziale risulta:

NULLA

ESTRATTO DA: CASELLARIO GIUDIZIALE - PROCURA DELLA REPUBBLICA PRESSO IL TRIBUNALE DI MONZA

MONZA, 28/04/2022 10:21



IL RESPONSABILE DEL SERVIZIO CERTIFICATIVO

Il cancelliere esperto
MARCO CORONA

Il presente certificato non può essere prodotto agli organi della pubblica amministrazione o ai privati gestori di pubblici servizi della Repubblica Italiana (art. 40 D.P.R. 28 dicembre 2000, n. 445), fatta salva l'ipotesi in cui sia prodotto nei procedimenti disciplinati dalle norme sull'immigrazione (d.lgs. 25 luglio 1998, n. 286). Il certificato è valido se presentato alle autorità amministrative straniere.



**** AVVERTENZA ****

Certificato del casellario giudiziale - (ART. 24 D.P.R. 14/11/2002 N.313) - al nome di:

Cognome	Nome	Luogo di Nascita	Data di nascita	Sesso	Paternità	Codice Fiscale
GALIMBERTI	GIOVANNI ALESSANDRO	MONZA	03/03/1968	M		GLMGNN68C03F704T

Si attesta che nella Banca dati del Casellario Europeo NULLA risulta.

