

Mario Sabelli

PROFESSIONAL EXPERIENCE

- April 2024-
Today **FINCANTIERI S.p.A.**
Group Head of Cash Funding and Trade Finance
Responsible for all the Credit lines / Export Finance / Trade finance products, as well as the relationship with the Banks, Financial Institution (likewise Cassa Depositi e Prestiti for example), Insurances and Export Credit Agencies working with the group. Managing a team of 9 people (3 on Export Finance, 2 on Cash funding and 4 on pure trade finance project). Direct reporting to the Head of group treasury.
- May 2011 -
March 2024 **SMBC EMEA – Milan Branch**
DIRECTOR (since 2021)
Business Promotion Dept – Global Trade Finance & Working Capital.
Supply Chain & Working Capital Sales and Structurer for Italian, Spanish, Portuguese Market (plus support to Netherlands and Nordics).
Export Finance support: origination and structuring of Buyers / Suppliers credit, both under “consensus” tied products and untied products (such as “Supporto Italia” or Sace Push strategy).
Double hat FI Coverage for Italy and Spain. Corporate Banking Coverage support for Japanese customer.
Performance Rating always excellent / Budget constantly exceeded (over 110% achievement) and distributed as follows: 45% conventional trade; 30% Supply Chain and Factoring, 25% FIG (Bilateral, Bridge to bond, Syndicated loan) and JCorp Banking. Managing team of 4 people (1 AVP Front office, 2 Middle office, 1 Intern).

Vice President (VP and SVP later, since 2014)
Business Promotion Dept -Global Trade Finance Dept.
Despite the product function, originated 4 new to bank relationships with Italian Corporates (automotive, Agricultural Machineries, FI) by delivering Coverage lead.

Assistant Vice President (since joining in 2011)
Global Trade Finance Dept. Started in a newly formed Dept, and immediately supporting growth of business with the delivery of 2 new relationships. 5x increase in revenue in 2 years-. Main responsibility of structuring Trade Finance products (Guarantees, LCs, SBLCs, Supply Chain Finance, Account Receivable Purchase, ECA covered financing – including both buyer’s credit and untied facilities and acting both as participant and Agent for SACE covered transactions, Def payment LC post financing and discount).
- Jan 2008 –
April 2011 **Europe Arab Bank plc. – Milan Branch**
Associate Relationship Manager, Corporate Banking
In charge of managing portfolio of customer both in cooperation with the relationship directors and on a stand alone basis. Key responsibility of FI business, holding correspondent banking relationship with main Italian regional banks.
- Nov 2006 –
Jan 2008 **Duferco S.A., steel industry – Lugano, Switzerland**
Assistant to the Corporate Finance Director. Organization of syndicated loan, merger and acquisition, structured finance in general. The team was awarded with a Deal of the Year 2007 by “Trade & Forfaiting Review” for an Italian Structured Finance transaction.
- Jan 2006 –
Apr 2006 **Italian Chamber of Commerce – Montreal, QC, Canada**
Four-month internship in the chamber as assistant to the “Fiera Milano” line.
- Sept 2002 –
Mar 2004 **Bocconi Comunicazione – Team Orientamento, Milan**
Member of the official team for the University’s brand promotion (conferences, public presentations, fairs, etc.)
- Aug 2003 –
Oct 2004 **Wind Telecomunicazioni S.p.a. – Roma, Italy**
Two months internship in the Marketing Business / B2B.

EDUCATION

- May 2012 – **MIRAI Program – Internal Master for SMBC Talents**
May 2013
The program is structured to develop managers to meet future strategic and market business challenges. The development initiative aimed at a core of AVP / VP level employees within the EMEA Region.
Focus on three key training elements: Core Financial, Core Interpersonal, Elective Financial skills.
- Oct 2004 – **Università Commerciale Luigi Bocconi, Milan**
Oct 2006
Master of Science in General Management.
Major: Corporate Finance. Graduation date: October 2006.
Title of final work: “The Performance of I.P.O. of family owned business on the Italian Stock Exchange”.
Final grade: 104/110
- Sept 2001 – **Università Commerciale Luigi Bocconi, Milan**
Sept 2004
Bachelor Degree in General Management (CLEA – Corso di Laurea in Economia Aziendale).
Title of final work: “The Knowledge Management System: Enel S.p.A.”.
Final grade: 97/110
- June 2001 **Liceo scientifico “A. Romita”, Campobasso**
High school Diploma.
Final grade: 85/100 with special mention on mathematics and problem solving

OTHER EXPERIENCES

- 1998 March **European Exchange Program for high school (Pikkio, Finland)**
One month exchange in Finland, studying at the local high school.
- 1996 – 1999 **Phlogas Basket Team, Campobasso (Italian Third league)**
Member of the team.
- 1996 February **European Exchange Program for high school (Tarragona, Cataluña, Spain)**
Member of the program exchanging for one month with a student from Spain.

OTHER SKILLS AND INTERESTS

Languages: English: Very Fluent - Italian: Mother Tongue – Spanish: perfect reading, sufficient conversation
French: intermediate

Computer: all usual Microsoft office tools, Loan IQ, Salesforce

Other interests: Trail Running (Hyper Marathon Bologna-Florence in 2020); Bootcamp training, ski (former FISU level 1 trainer), cooking.

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