

MATTIA MARTINO

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VISA: E2 (transferable to Italian company)

PROFESSIONAL SUMMARY

Dynamic and results-oriented Vice President – Sales Manager with international experience across hospitality, restauration, and business development in the U.S., Europe, and Africa. Proven record of driving revenue growth, building client partnerships, and leading multicultural teams. Skilled in strategic sales management, vendor negotiation, hospitality consulting, and event operations. Passionate about premium brands, customer experience, and cross-border market expansion.

KEY SKILLS

- International Sales & Market Expansion
 - Hospitality & Restauration Consulting
 - Strategic Procurement & Vendor Relations
 - Business Development & Negotiation
 - Client Relationship Management
 - Event Management & Trade Shows
 - Team Leadership & Cross-Cultural Communication
 - CRM & Microsoft Office / Google Workspace
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PROFESSIONAL EXPERIENCE

Wine Country Closures - part of Battistella Closures

June 2025 – Present

- Developing new business opportunities with a strong focus on sparkling wine producers, expanding the company's customer base in both domestic and international markets.
- Managing the full sales cycle, from lead generation and technical consulting to quoting, negotiation, and post-sales support.
- Acting as a technical-commercial liaison, supporting clients in closure selection, application optimization, and performance troubleshooting.

- Leading marketing and communication initiatives, including website content, product positioning, and coordination with the corporate brand strategy.
 - Representing the company at trade fairs, industry events, and client meetings, strengthening market presence and brand visibility.
 - Collaborating closely with production, R&D, and headquarters teams to align customer needs with manufacturing capabilities.
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Vice President – Sales Manager | Intercap USA Inc. | Santa Rosa, CA

July 2022 – May 2025

- Directed U.S. market expansion, increasing turnover from near-zero to multi-million revenue within two years.
 - Managed full sales cycle — prospecting, project design, quoting, fulfillment, and post-sale service.
 - Strengthened operations through direct collaboration with accounting and legal teams, improving compliance and reporting.
 - Represented the company at major trade fairs and hospitality exhibitions, enhancing brand recognition across North America.
 - Achieved a 40% year-over-year increase in returning clients through strong relationship management.
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Purchasing Manager | Pistacchio S.p.A. | Farigliano, Italy

Oct 2021 – Jul 2022

- Managed procurement for premium Italian and international nuts, overseeing contracts exceeding €2M annually.
 - Negotiated supplier agreements reducing raw material costs by up to 10% while maintaining quality standards.
 - Built and managed supplier relationships in Italy, Turkey, and California to ensure supply continuity.
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Purchasing Manager | La Gentile S.r.l. | Cortemilia, Italy

Feb 2021 – Oct 2021

- Led purchasing and market price analysis for high-quality Piedmontese hazelnuts.
- Partnered with R&D on product innovation and new product development initiatives.
- Improved supplier performance, increasing delivery reliability by **15%**.

Founder & Project Manager | “A Hazelnut for All” Initiative

Jan 2021 – Present

- Created and launched a sustainable agro-tourism project in partnership with the Confraternita della Nocciola Tonda e Gentile di Langa.
- Designed a hazelnut tree adoption model generating over 100 sponsorships in the first year.
- Promoted regional heritage through marketing collaborations and international events.

Restaurant Opening Consultant | Addis Ababa, Ethiopia

Nov 2020 – Jan 2021

- Directed comprehensive hospitality start-up consulting for three restaurant projects, covering supplier sourcing, kitchen layout, equipment procurement, staff recruitment, and operational setup.
- Delivered successful restaurant openings, personally training front- and back-of-house teams and implementing service workflows aligned with luxury positioning.
- Negotiated supplier and service contracts, generating ~15% budget optimization without compromising quality or service standards.
- Oversaw logistics, installations, and pre-opening operations on-site.
- Project scope was successfully completed and formally concluded due to Covid-19 restrictions, requiring return to Italy after handover and staff training.

Hospitality & Event Consultant | Italy / International

Jun 2019 – Oct 2020

- Delivered consulting services in hospitality, restauration, and event planning for private and corporate clients in Italy and abroad.
- Coordinated teams for high-end dining experiences and luxury events serving up to 500+ guests.
- Advised restaurants and start-ups on menu design, supplier selection, and operational setup.
- Optimized cost structures and service quality through detailed planning and supplier negotiation.
- Collaborated with chefs and event organizers to execute flawless gastronomic and cultural experiences.

Event Manager | Italian Embassy | Addis Ababa, Ethiopia

May 2019 – Jun 2019

- Planned and executed high-profile institutional events, including the Italian National Day celebrations (approximately 800 guests) and an official ambassadorial dinner (150 guests).
- Coordinated procurement, logistics, security, and hospitality teams, ensuring full compliance with diplomatic protocol and flawless execution.
- Liaised with embassy officials, external suppliers, and service providers to maintain high standards of representation and service quality.
- Received formal recognition and commendation for the successful organization of the events from the President of the Italian Republic Sergio Mattarella and from the President of the Piedmont Region.

Hospitality & Events Coordinator | Chef Carlo Zarri Collaborations

2016 – 2019 (Multiple International Projects)

- Supported the “Truffles and Hazelnuts Tour” across 10 U.S. states, delivering 20 promotional Italian dinners.
- Assisted with Expo Milano 2015 (USA Pavilion) and Olympic Games hospitality operations.
- Contributed to diplomatic events in Tunis.
- Honored by the President of the Italian Republic and President of Piemonte Region for excellence in diplomatic events.

EDUCATION & TRAINING

MITx (Massachusetts Institute of Technology) – *Becoming an Entrepreneur, Business & Management Online Program*(2025)

Diploma in Tourism & Hospitality Management – Istituto Alberghiero di Acqui Terme, Italy (2016)

English Certifications (B2 Intermediate Level) – Manhattan College, Hope International University, Keiser University

LANGUAGES

- **English:** Professional working proficiency (B2)
 - **French:** Basic working proficiency
 - **Italian:** Native
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TECHNICAL SKILLS

Microsoft Office | Google Workspace | Apple Software | CRM Tools | Vendor Management Systems

ADDITIONAL INFORMATION

- **Hobbies:** Mountain Biking, Tennis, Golf, Clay Pigeon Shooting
- **Driver's License:** AM, A2, B