



**ANDREA SELLINI**



[Redacted email address]



+347 611 9686



[Redacted location]

## SKILLS

### TECHNICAL

- Contracting
- Legal knowledge
- Technical proficiency

### BUSINESS

- Business acumen
- Strategy Development
- Customer service

### BEHAVIOUR

- Leadership
- Influencing & advisory
- Communication
- Negotiation

## WORK EXPERIENCE

### General Counsel & Investor Relation Manager – Bialelli Industrie

#### 2021 - Present

- Appointed as General Counsel in June 2024.
- Appointed as (i) Investor Relations Manager in February 2023, (ii) member of ESG Committee in November 2023, (iii) member of Whistleblowing Committee in December 2023.
- Leading the Group Legal Department (2/3 people in-house and 2 external resources). Focus:
  - Manager of Corporate Affairs and Corporate Governance, in charge of coordinating and supervising the performance of all corporate governance, the management of corporate transactions of an extraordinary nature, as well as responsible for drafting and negotiating contracts and deeds of a corporate nature;
  - Full management of M&A processes (due diligence management, VDR, negotiation of contractual clauses and definition of pre/ post-transaction administrative and legal requirements);
  - Full management of foreign company incorporations (Bialelli Australia, Bialelli Japan);
  - Legal management of the disposal phase of strategic corporate assets;
  - Management of all corporate governance requirements: (i) internal - management and organization of committees and boards - and (ii) external (CONSOB);
  - Internal governance of the company's Management Models (Modello 231, GDPR Privacy Model, IOP);
  - Provided legal advice to all Internal departments regarding legal documentation, KYC, bank account opening, and credit legitimation;
  - Contractual consultancy (domestic, international, Inter-

### Legal Manager – Piscine Castiglione

#### March 2015 – May 2021

- Led the Legal, credit and Insurance Department (6 people). Focus:
  - M&A;
  - Making strategic decisions in support of the company's CFO and CEO;
  - Direct and operational management (from a legal/negotiation perspective of certain strategic orders);
  - Contractual consulting;
  - Credit management;
  - UNI negotiation;
  - Management and implementation of Modello 231;
  - Management and implementation of the Credit Policy;
  - Claim Policy management and implementation;
  - Decisions and choice of strategies regarding litigation management together with the appointed lawyer.

## Legal Specialist – Studio Legale Giovanni Santini

Jan 2008 – Oct 2013

- During university studies, I worked as an employee at Studio Legale Santini, in Brescia. Among the activities carried out, the focus was:
  - Civil, Family and Commercial Law;
  - International contracts EU, UK, USA, TR, ALB;
  - Law of associations, foundations and ecclesiastical entities;
  - Compensation for damages in contractual and non-contractual matters;
  - Real estate law;
  - IPR Law;
  - Management of all registry duties at the Court of Brescia;
  - Full management of the entire enforcement process (from the first notice to the final attachment).

## EDUCATION

Master: Corporate and Bankruptcy Law

2020/2021 – Brescia

Master: Bankruptcy and Business Crisis Reform

2019 – Brescia

Master: Business Contracts in the Application of Law

2017 – Brescia

Master: Corporate contracting and national and international Arbitration

2016 – Brescia

Post Graduate Course

2014 – Haifa, Israel

Law Degree

2013 – Brescia

Classical Lyceum

2006 – Brescia