

ANDREA SELLINI

GROUP LEGAL MANAGER

 Born in Brescia (Italy) on Dec 15th, 1987

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 Brescia Area: Via delle Grazie 3, 25122 - Brescia (BS)

ELEVATOR SPEECH

Skilled transactional In-house legal with excellent education credentials and balanced experience in law firms and in-house corporate legal departments. Highly committed, passionate and with a team-player orientation complete the profile.

EXPERIENCE

Group Legal Manager

 June 2021 - Present



▪ Leading the Group Legal Department (2/3 people in-house and 2 external resources). Focus:

- ✦ 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 (Bialetti Australia, Bialetti Japan);
- ✦ Legal management of the disposal phase of strategic corporate assets;
- ✦ 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-company, lease and/or rental agreements for Bialetti Store);

Legal Manager

 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

 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

📅 2020/21 - 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 - ROMA



Post Graduate Course

📅 2014 - Haifa, Israel



Law Degree

📅 2013 - BRESCIA



Classical Lyceum

📅 2006 - BRESCIA

SKILLS

TECHNICAL

Contracting
Legal knowledge
Technical proficiency

BUSINESS

Business acumen
Strategy Development
Customer service

BEHAVIOUR

Leadership
Influencing & advisory
Communication
Negotiation

MY LIFE PHILOSOPHY

"Value yourself. Without internal resources, you have nothing." — Marcela Serrano

PASSIONS

Sports
Other

LANGUAGES

●●●●●●●● Mother tongue
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