

## **GIORGIO DALLA ROSA**

**Via I. Nievo 1d  
37128 VERONA  
ITALY  
[gdr@oneiros-italia.com](mailto:gdr@oneiros-italia.com)  
tel. +39 347 6939580**

**BORN 04 July 1961  
Married, no children  
Italian Citizen  
Vietnam Resident  
+84 90 8771367**

### **PROFESSIONAL EXPERIENCES 1986-2020**

My professional career started within the Fabric Division of W.L. Gore & Associates (owner of the brand Gore-Tex®), a multinational company where an extremely dynamic and innovative environment. This opportunity gave me specific knowledge of textiles and garment manufacturing combined with a broad approach to marketing and sales disciplines. My experience with W.L. Gore & Associates and the following professional experiences as well the long time working abroad in different cultural environments gave me the chance to accomplish several diverse and unrelated roles. The principle of self development provided me with the challenge and self-motivation to develop theoretical and professional skills required to accomplish a variety of different tasks in different situations. These situations required use of intuitive skills, adaptability and creativity, developing an aptitude for analysis, organization and result oriented action planning.

**2004-today** my activity as **independent consultant** spread in several direction of company support and operations, some of them of very long term. I took care of several customers in the largest variety of size and business. Maintaining a strong link with the garment industry, I act as Operation Manager for several clients, organizing and controlling their production and quality assurance process, mainly for far east production. My job is not limited in consultancy for the garment manufacturing but I also support in corporate organization and strategic thinking for marketing and sales. In some occasions I held trainings for team building and problem solving. In addition to this, as a personal challenge, I past years I created and developed a complete line of motorcycling apparel (MOTOinfinito), starting from the brand and product concept.

**1999-2004** I have been working as **Production Manger** for well known brands in the sportswear industry. I have been responsible for production of about 500.000 garments per year, of which I organized the total supply of raw materials both for the external manufacturers as well as for the owned production facilities based in Romania or Poland. During these periods, in addition at the optimization of the logistic chain, I was also focused on the organization and modernization of the factories, where I was introducing modern management and human resource management concepts.

**1994-99** in the last four years within W.L. Gore & Associates I held the role of **European Coordinator for Product Support**. This function focused on the organization of regional teams throughout Europe and allowed me to have contact with customers and manufacturers, with specific responsibility for solving their problems in Gore-tex° application and manufacturing. With my activity I contributed to the creation of testing and standardization procedures, as well as the improvement of the customer service. In my long permanence in the company I had responsibility for some key customers with whom I developed marketing strategies, sales forecast and target, budget for promotional actions and advertising. I also cooperated with Product Specialists and the R&D department to develop new products and applications.

**Education: Maturità Scientifica** (some exams in Economia e Commercio and several Individual or limited groups Professional Courses in Marketing, Problem Solving, Negotiation etc.)  
Military service accomplished as Artillery Officer.

**Hobbies and general interests**, include a love of flying, photography, travel, motorcycling, reading and skiing. I posses single engine and glider's pilot license. A large part of my vacation is taken up with photography, combined with long motorcycle journeys.