

# Massimo Bottini

+41 (0) 79 444 19 78  
massimo.bottini@bluewin.ch

## Chief Executive Officer (CEO) – Business Consultant – Sales Director

<http://www.linkedin.com/pub/massimo-bottini/14/9b3/604>

I am involved in international negotiations and manage projects concerning the economic, technical, and logistical feasibility of constructing facilities in the industrial minerals sector. I manage subsidiaries for large groups during both the startup and acquisition phases including providing commercial, fiscal and administrative consulting, as well as implementing management policies in compliance with the parent company. I have both national and international experience having worked in German-speaking Switzerland, Italy, and about fifty other countries for many years.

### Professional Experiences

02/2013 – present <b>MBC Consulting Sagl</b> Locarno (CH) (www.massimo-bottini-consulting.ch)	<b>Managing Director</b>	
	<b><u>Consulting for</u></b>	
	<ul style="list-style-type: none"><li>• New acquisitions, restructuring</li><li>• Penetrating new markets and opening new market segments</li><li>• Change management</li><li>• Managing transitions towards more sustainable production systems</li><li>• A more agile approach to organizational and production processes</li><li>• Securing state subsidies and tax benefits</li><li>• Implementing legal directives regarding compliance and transfer pricing</li></ul>	
	<b><u>Specialist in</u></b>	
	<ul style="list-style-type: none"><li>• Engaging in negotiations with individuals from diverse countries and cultures.</li></ul>	
<b><u>Professionally active in</u></b>		
<ul style="list-style-type: none"><li>• Switzerland, Italy, Germany, France, Belgium, North Africa, Asia, Australia, Brazil, Guatemala, Persian Gulf, India.</li></ul>		
<b>Board of Directors appointments</b>		
Italy	Euromin Srl Poviglio Reggio Emilia, Dutto Spa Cuneo; Maffei Sarda Silicati Spa, Florinas, Italsafin Spa, Milano, Sibelco Italia Spa Milano, Teknoquarz Spa Castellarano	Chairman Member
Switzerland	Sihelco AG Birsfelden <b>IGK</b> (Schweizer Interessengemeinschaft Keramik), Patronale Fürsorgestiftung der Sihelco AG	Member Member Member

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	<b>External appointments as General Manager-business development coach</b>		
Australia 2024 - today	Mineral Resources	Greenfield project: I support investors in strategic choices and commercial policy.	
Saudi Arabia 2014 -2023	Adwan Chemicals Riyadh	Various stays in Saudi Arabia and Algeria to follow different development projects. Coaching and strategic and commercial consulting.	
South Korea 2016- 2023	HPF Minerals Ltd HPF Minerals Tech Ltd Quarzwerke Group	Greenfield project: Company establishment, hiring staff, constructing facilities, sales to customers.	
Turkey 2019 -2021	Quarztech Gruppo Minerali	Responsible for strategy and business development.	
Brazil, Guatemala, Tunisia, Scotland, Jordan, Iran, Egypt.	Minerali Group & other clients	Business development & coaching	
09/2013- 02/2014 <b>Republic of Ticino</b>	<b><u>Docente</u></b>		
Bellinzona	Marketing	Higher Specialized School of Tourism (SSSAT)	
Locarno	Macro- and microeconomics	Cantonal School of Commerce	
08/1993 – 02//2013 <b>SCR-Sibelco NV</b> Anversa (B)	<b>Managing Director – Sales Director</b>		
Switzerland 2005-2013	Managing Director	I had full responsibility for the income statement and balance sheet.	
Egypt 2008-2013	Managing Director	I had full responsibility for the balance sheet and the commercial development of the group throughout the North African and Middle East regions.	
Italy 2000-2004	Sales Director	Responsible for strategy and sales for the Sibelco Group in Italy.	
Egypt 2005- 2007	Integration Officer of Z Overseas Minerals	Supervisor of integration processes following the acquisition of Z Overseas by Sibelco.	

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	Belgium 1997-2000	Member of various task forces (sales, IT, procurement) for the reorganization of the group.	Extensive assignments at headquarters in Antwerp, England, Spain, and the Netherlands.	
	USA 03-08 1996	Intern at Unimin Corporation in New Canaan.	All-rounder in various departments.	
	Svizzera Basilea	CEO's Assistant	Training period	
1992-1993 Helvetia Insurance	St. Gallen, Legal Service, Major Claims Department.			
1990-1991 St. Gallen Kantonalbank	St. Gallen, cashier at the main branch counter.			

## Training/Advanced Training

2006 - 2021	Northwestern University Chicago, Kellogg School of Management	Diverse business management courses.
2005 - 2006	University of Basel	Marketing & Business Administration - MBA
1986 - 1992	HSG, University of St. Gallen	Lic. Iur HSG
1981 - 1986	Higher School of Commerce	High school diploma in business studies

## Languages

Italian	Mother tongue
German	Proficient
French	Proficient
English	Proficient
Spanish	Basic/conversational