ROBERTO CESARINI

Sales and Business Development Manager

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Availability for new professional opportunities and business partnerships

Dear Hiring Team,

I would like to introduce my sales and business development background, built over more than 35 years in the electronic components industry with international manufacturers and pan-European distributors.

Following my early technical sales experience at Rotork Controls, I developed Mediterranean export markets at Murata and established a business unit and distribution channels for Primex International Marketing in Australia. I subsequently held sales management, account management and business development roles at Elitalia, Special-Ind and Sirio Elettronica. I am currently Sales Account Manager for DSPM TLC and a sales consultant to TECHBOARD GROUP and ALUTHERM.

My expertise includes B2B sales, key account development, manufacturer and supplier relations, budget management, sales network coordination and team training. I support design engineers and purchasing teams in selecting active and passive components, embedded solutions and displays, RF products, PCBs and PCBA, and thermal management solutions. Based in Milan, I primarily cover Lombardy, Emilia-Romagna and Marche, with over 200 active customers and full professional proficiency in English.

I am open to exploring additional business partnerships, consulting and sales representation assignments, as well as employed positions in sales management, key account management and business development. I offer technical and commercial experience, knowledge of the local market and an established network of professional relationships.

I would welcome an introductory meeting to discuss your business needs and potential opportunities to work together.

Kind regards,

Roberto Cesarini