

# Fabio Malfatto

Ceo at EQSG srl

Asti

## Summary

I founded my first company at the age of 16. I'm a world traveller both for business and for pleasure, I matured a very significant propensity to understand and develop the commercial aspects that govern the world around me. I've been always working in the family companies, initially taking care of Purchasing from Far East developing in years a portfolio of customers from all over the world, with an experience of more than 35 years of business trips to China and Far East.

I visited more than 350 Fairs and exhibited at more than 100.

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## Experience

Pronao srl

Ceo & Legal Representative

February 2018 - Present (2 years 10 months)

Asti, Italia

Pronao was creating by the fusion of two complementary souls : EQSG srl and KINGO srl with the aim to realize something new in the European distribution market with a unique and innovative commercial proposal in the world of retail, that allows to the store to stand out.

Visit our website [www.pronao.it](http://www.pronao.it)

Signature srl

Business Development Manager

February 2017 - Present (3 years 10 months)

Ravenna, Italia

Signature is a Pininfarina branded company that designs, produces and sells worldwide unique writing instruments and accessories. I'm not only one of the partner of this company, but also responsible for the development in foreign countries of the sales network, managing revenue and growth targets, profitability and building brewery partnership, brand image and market



## Contact

Frazione Sessant 238B

14100

Asti (AT)

Italy

0141218704 (Work)

[f.malfatto@eqsg.com](mailto:f.malfatto@eqsg.com)

[www.linkedin.com/in/fabio-malfatto-6674966](https://www.linkedin.com/in/fabio-malfatto-6674966) (LinkedIn)

[www.eqsg.com](http://www.eqsg.com) (Company)

[www.adfdistribution.com](http://www.adfdistribution.com)  
(Company)

[www.golfcittadiasti.it/](http://www.golfcittadiasti.it/) (Other)

## Top Skills

Marketing

Business development

Negotiation

## Languages

Italian (Native or Bilingual)

Inglese (Full Professional)

development; working collaboratively in the planning, development evaluation and implementation of strategic initiatives for the Export business; executing account strategies, goals and business plans in accordance with overall Annual Business Plans; monitoring and maintaining budgets for International Markets; overseeing ordering portal and order planning for Export Distributors in a close collaboration with the Sales Management Team conducting several meetings to ensure consistency with all marketing and sales activities as well as consistency with company policies and procedures.

### SAA S.c.ar.l. School of Management

Partner & Speaker

2017 - Present (3 years)

Torino, Italia

With other EQSG employees I participate in conferences and meetings as Partner Company

### Equipe Asia Ltd

Cofounder

April 2018 - Present (2 years 8 months)

Hong Kong

Supporting EQSG Italian site by researching new products and new suppliers, by developing the projects closely with the production sources and by supervising the production processes at suppliers' premises.

Among the offered services Equipe Asia can also consult for the direct importation from the suppliers' plants to customer's site, procedure that allows to reduce the purchasing costs thanks to the technical and logistic support of a company that has been working for more than 40 years in this field.

### EQSG

9 years 9 months

CEO & President

December 2017 - Present (3 years)

Sessant

EQSG srl is a leading import-export company with customers all over the world in the most important market segments.

As Ceo I'm developing high quality business strategies and plans ensuring their alignment with short-term and long-term objectives; leading and motivating subordinates to advance employee engagement develop a high performing team; overseeing all operations and business activities to ensure

they produce the desired results and are consistent with the overall strategy and mission.

### Sales, Marketing and Licensing Manager

March 2011 - Present (9 years 9 months)

Asti Area, Italy

Manage and maintain license agreements & contract negotiations

Develop and maintain existing partners to ensure continued business growth targets are achieved.

Maintain excellent relationships with all partners and communicate new product launches on a regular basis.

Facilitate license business meetings to showcase new product ideas, style guides and brand updates.

Support licensees and their sales teams, with structured selling stories for all brand product launches.

Investigate new opportunities to facilitate continued expansion of the brands through licensing.

Manage detailed records of individual licensee contracts, to include renewals, amendments, termination and financial reporting.

Support partners with events, sales meetings and staff training

### One More Life ONLUS

Founding Partner

2011 - Present (9 years)

Asti

ONE MORE LIFE is a voluntary associations founded by some friends, who decided to share all their personal experiences in Italy and abroad in order to maximize all their resources to help directly people where they need without costs and intermediaries.

“Onemorelife” is the evolution of a project started years ago intended to support cross-religious and non-religious Associations, that work in the social sector, above all helping locally the children and their families. The project is strongly based on the belief that people should not be uprooted from their territory, but they should be helped in developing the basic and minimal capabilities that every human person should build, called DIGNITY.

Circolo Golf Città di Asti

President

November 2009 - Present (11 years 1 month)

Asti Area, Italy

In this role I coordinate the activities of the Secretary and of the Sport Commission, I take care of the relationship with the Federation and personally participate in the prize-giving in golf competitions.

My intent is to keep high the level of the golf club improving the relationship at a local and National level, creating also new opportunities to maximize the visibility and the excellence of the Club

Assoprom

Member of Board

2004 - 2016 (12 years)

API Asti - Small and Medium Enterprises ASSOCIATION OF  
THE PROVINCE OF ASTI

Vice President

November 2013 - May 2015 (1 year 7 months)

Asti

The Association, member of the Confederazione Italiana delle Piccole e Medie Industrie "CONFIMI IMPRESA" (the Confederation of Italian SMEs) aims to protect the moral, industrial, economic interests of its Members.

ADF distribution srl

Cofounder

May 2009 - March 2014 (4 years 11 months)

Milano

Purchasing Manager and Co-Founder

Equipe Service Group srl

Owner and Principal

February 1980 - February 2011 (31 years 1 month)

Founder and Licensing Manager

Pronetwork

Associate Founder

2004 - 2008 (4 years)

## Education

Istituto Manzoni

Diploma, Ragioneria · (1980 - 1985)