



SZ Stefano Zanutelli

SWISS-ITALIAN ENTREPRENEUR
& BUSINESS CONSULTANT

Entrepreneur based in Milan, Paris and Lugano, with extensive experience in developing and managing businesses. Skilled in sales strategy and operations, team leadership and international business development. Described as positive, kind, determined, and reliable. Currently advising companies seeking to expand and manage their sales network.



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LANGUAGES

Italian: Mother Tongue

English: Upper-Intermediate

Spanish: Upper-Intermediate

French: Upper-Intermediate

German: School Level

TECHNICAL SKILLS

Sales, accounting and administrative software (Power BI, Excel)

INTEREST

Art, Culture & Travel (51 countries visited),
Running / Cycling / Swimming

EDUCATION

2025 **Ecole du Louvre**, Paris (FR)
Course in Contemporary Art

2022 **Kellogg School of Management**,
Chicago (US)
Digital Marketing Strategies Executive
Certificate

2009 **Chamber of Commerce**,
Trento (IT) Real Estate Agent Certificate

1993 **Tecnico-Commercial Institute**
A. Tambosi, Trento (IT)
Business Administration & Management

WORK EXPERIENCE

- **2024 – Present | Nota-Bene Sagl**, Lugano/Agno (CH)
Owner – BD & Sales Support Consultancy
 - Advising international companies on sales network expansion
 - Business development strategies and implementation
- **2013 – 2024 | Plastart Suisse Sagl**, Lugano/Vezia (CH)
Co-Owner & CEO – Design Furniture Retail
 - Managed all operations (front-office and back-office)
 - People management of retail sales teams
- **2008 – 2013 | Openspace Immobili**
Desenzano del Garda (IT)
Owner & Manager – Real Estate
 - Real estate transactions, client relationship management
 - Marketing and business development
- **2007 – 2008 | Jofrè Luxury Store**, Barcelona (ES)
Customer Advisor – Fashion Retail
- **2001 – 2006 | Ex Boutique**, Trento (IT)
Owner & Manager – Fashion Retail
 - Managed luxury fashion brands: Paul Smith, Dolce & Gabbana, Dsquared2, Vivienne Westwood, Etro, Yohji Yamamoto
- **1995 – 2001 | Il 37**, Trento (IT)
Owner/Buyer/Visual Merchandiser – Fashion Retail
 - Selected and managed luxury brands: Fay, Tod's, Etro, Roberto Cavalli, Versace, D&G