

# Lorenzo Bargagli

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## Personal info

Date of Birth: May 28th 1971 in Florence, ITALY  
Residence: Strada Noce 5 Tavarnelle VP Florence  
Marital status: Single  
Phone: +39 0558074222  
Mobile: +39 3391257225  
E-mail: [dartagnan6@yahoo.com](mailto:dartagnan6@yahoo.com)  
Skype: lorenzobargagli



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## Education

Master in Renewable Energies and Environmental Policies  
Obtained at IUSC, University of Barcelona (Spain).  
Technical High School degree  
Took at ITP high school "Elsa Morante" in Florence (Italy).

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## Languages

Italian: mother tongue  
Spanish: fluent, both written and spoken  
English: working level, both written and spoken  
Catalan: working level, both written and spoken

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## Computer knowledge

At ease with the entire Microsoft Office package and with major engineering programs (AutoCAD, etc), and with mayor photovoltaic configurations tools (PV-SOL, PV-SYS, CENSOL 5.0, etc)  
Some knowledge of SAP and AS400

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## Professional trainings

2006: Professional qualification for solar, thermal and photovoltaic installations (released by Research and Training Center CENSOLAR in Sevilla (Spain))  
2009: Professional qualification for AutoCAD (released by Academia IFES) Barcelona Spain  
2010: Electrical professional degree at Escola D'Offici de Catalunya, Barcelona (Spain)

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## Strengths

High sense of commitment and responsibility. Team player. Able to build and maintain good relationships with colleagues, at all hierarchical levels and with costumers. Well goal oriented. Creative and proactive, always ready to explore new chances and opportunities. Reflexive person. Positive attitude in conflictive situations.

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## Additional info

- Handball player and trainer of young teams for 7 years
- Boy scout leader for 3 years
- Active Scouting member for 10 years.

Through these experiences developed team resource management, team working and leadership skills and goal-oriented attitude. Also improved goal-setting abilities.

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### Work history

*APR 2011 - OCT 2014: Sale and Area Manager* at Tritec-Trisun SRL

Responsible for sales in Tuscany, Umbria and the south of Sardinia. In progress as Area Manager with the restructuring process of sale net in the north of Italy. In charge also of negotiations with some new suppliers, (Power-One, Cuantum solar, Motech, Centrosolar for Stand Alone products, and Suniva).

*Aug 2008 – Feb 2011: Sales and Business development Manager* at Centrosolar Fotovoltaico España SL

Responsible for sales of stand alone systems, and thin film products for Spanish and Portuguese markets. Obtained outstanding results in 2009 and 2010 with triple-digits growth. Rewarded by top management. Responsible for benchmarking and market research for Sales Department, Investigated emerging markets. Those investigations have been crucial to develop new business contacts and leads, to diversify geographically in new markets as the Portugal and to develop new business options like the solar lamppost market and the solar carport market. Implemented a new data base to save, maintain and manage all accounts and leads on a daily basis. Main responsible for this geographical and business diversification. Project manager for coordination of training to employees and customers.

*Aug 2007 – July 2008: Technical Manager* at Centrosolar Fotovoltaico España

Responsible for all technical support to customers and account managers. Been often decisive in the sales made by account managers. Responsible of Complains and Quality Management within the Spanish brand, and to achieve quality auditory. Main link for technical and quality issues between our branch and the headquarter Technical and Complains Department. Decisive for developing the emerging thin film department in this company, above all triple junction technology. Supported on-site installation of thin film plants in Spain. Responsible for the project coordination of important PV-installations like the famous Barcelona's New Trade Fair with 2MW. Contributed decisively to implement a quality management and technical assistance standards in the Spanish branch. Gained management and customer's trust in relevant business and technical issues.

*March 2005 – July 2007: Shift manager in a Rent a Car station* at AVIS

Responsible of a group of 4 Rent a Car agents in an AVIS station. Co manager of hotel service. Rewarded twice by top management.

*Feb 2002 – Feb 2005: Booking Office Manager* at AVIS Contact Centre

Team leader of 12 booking agents in the AVIS Reservations Centre. Rewarded by top management.

*Before:*

Many experiences as waiter, barman, and metre in many different restaurants in Italy, Germany, Spain and USA.

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### References

**Gerson Castillo:** former Main Director of Centrosolar España, now owner and General Manager of system integrator ALPHAOMEGA SOLAR. Mail: [g.castillo@gmx.de](mailto:g.castillo@gmx.de) mobile: 0034 628726224

**Rafael Del Granado:** former Vice President of Centrosolar AG, now Head of Sales Solar EMEA at Hilti. Mail: [RdelGranado@aol.com](mailto:RdelGranado@aol.com)