

Nizar Dakka, MBA

Strategy and Operations

Accomplished and results-oriented leader with comprehensive experience in International Business Development and Strategy across Industrial, Management Consulting and Energy sectors.

Proven track record of executive leadership in business management, strategy, key account growth, profit optimisation, and relationship development. Proficient at analysing industry prospects and Market competitive landscape as well as defining growth strategies. Expert in Team Leadership and organizational design. Bi-lingual with operational command over Italian and English.

Highlights of Expertise

- Project & Product Management
- General Management
- Strategic Planning & Execution
- Global Sales & Business Development
- Contract Development & Negotiations
- Project Governance & Control
- Startup & SME Growth
- Revenue & Profit Growth
- Organizational Design
- Team Leadership & Training

Career Experience

Trentino Sviluppo S.p.A., Italy

STRATEGY & OPERATIONS (From March 2022)

Deloitte Italy, Milan, Italy

SENIOR MANAGER STRATEGY & OPERATIONS – CLIENTS AND INDUSTRIES (2019 to 2022)

Development and execution of the company's market strategy in Italy. Leading strategic commercial projects and initiatives, facilitating the change process and stakeholders engagement. Guiding the evolution of commercial processes such as Business Planning, Clients Portfolio Management and specific programs for the management of strategic clients and the management of commercial investments for Key client segments. Management of the market roles performance evaluation system. Monitoring & Reporting to Executive Committees to support internal decision-making processes.

- ◆ Built up and lead a team of 9 strategy and operations consultants
- ◆ Deloitte EMEA NextGeneration EU Program Leadership
- ◆ Successfully established a fundraising team supporting Deloitte Network for commercial funding requests

Algorab, Trento, Italy

BUSINESS DEVELOPMENT (2019)

Developed strategic commercial partnership to drive business growth.

Bain & Company Italy Inc, Milan, Italy

MANAGEMENT CONSULTANT (2018 to 2019)

Collaborated with challenging clients in the industrials, aerospace/defence domains, and multifunctional teams by leading strategic-level consultancy projects. Created, delivered, and executed effective planning strategies within the organisation to increase business efficiency. Provided comprehensive and executive level support in leverage critical

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capabilities by identifying and creating effective strategies. Organised and spearheaded executive and operational meeting sessions as well as displayed company progress towards established goals. Developed and controlled model design and execution process for a leading player in aerospace and defence industry.

- ◆ Diagnosed, splashed, and resolved complex issues by delivering solutions fitting to client needs with strong problem-solving orientation.

Siemens Transformers S.p.A, Trento, Italy

BUSINESS DEVELOPMENT MANAGER (2009 to 2018)

Steered overall aspects of new international markets and business development activities in EMEA region. Reviewed market strategies, deal requirements, potential, and financials, assessed options, resolved internal priorities, and recommended actions to monitor potential business deals. Oversaw strategic business development, market and competitor intelligence, sales strategy development, as well as pricing and contract negotiation with EPC, utilities, and power companies. Developed and negotiated contracts integrating contract requirements with business operations to finalise new business deals. Contributed to several strategic projects, such as partnership development and benchmarking.

Education & Credentials

Global Investment Banking Programme – M&A Transaction Execution Certificate

Global Banking Training, London, UK, 2017

MBA Master of Business Administration

MIP Politecnico di Milano Graduate School of Business, Milano, Italy, 2014

Professional Master in International Finance Audit & Control

IFBL- PWC Academy, Luxembourg City, Luxembourg

Master of Science in Management Engineering

University of Bologna, Bologna, Italy

Bachelor of Science in Telecommunications Engineering

University of Trento, Trento, Italy

Technical Skills

- Financial Modelling | Excel | Power Point | Word