

Curriculum Vitae

PERSONAL INFORMATION



Salvatore Grizzanti

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Sex Male | Date of birth 11 Mar 1987 | Nationality Italian

WORK EXPERIENCE

03/2017–Present

Business Development & Franchising Director

FoodBrand SpA
Via G. A. Amadeo, 59, 20134 Milan (Italy)
www.foodbrand.com

Participation in corporate strategic decisions and management of the Development and Franchising department including the following functions:

- Purchasing and logistics management (food and non-food supplier selections, supply agreements, identification of the most efficient logistics solutions);
- franchising management (research and selection of franchisees in Italy and abroad, commercial affiliation agreements, set of franchising standards and policies, participation to international franchise expo like New York and Paris)
- real estate development management (search and selection of locations, analysis of the characteristic locations, relationships with properties and commercialization, participation to international meeting like MAPIC, MAPIC Italy and MAPIC F&B);
- quality control management (standard creation and food safety procedures, audit implementation);
- technical area management and maintenance;
- ICT direction.

OPENINGS: DOPPIO MALTO Scalo Milano; DOPPIO MALTO Verona; DOPPIO MALTO Dormelletto; DOPPIO MALTO Venice Marcon; DOPPIO MALTO Rome Trevi; DOPPIO MALTO Bologna; DOPPIO MALTO Como Casnate; DOPPIO MALTO Erbusco; DOPPIO MALTO Bari; BOVE LOVER Monza; BANCO Sassari; DOPPIO MALTO Vigevano; BANCO Scalo Milano; DOPPIO MALTO Asti; DOPPIO MALTO Napoli La Birreria

Business or sector Fast Casual Restaurants

11/2016–02/2017

Franchise & Operations Manager

Foodbrand SpA
Via Mecenate, 13, 20138 Milano (Italy)
www.foodbrand.com

- Control and sales development of the Doppio Malto and Bove Lover stores;
- Monitoring of the store P&L;
- Implementation of procedures and operating routines;
- Support for ICT system development.

Business or sector Fast Casual Restaurants

02/2016–09/2016

Area Coach

KFC Italy
Via Fogazzaro, 19, 20135 Milan (Italy)
www.kfc.it

Support the achievement of sales and productivity targets of the KFC stores, managed in Franchising, throughout the country, ensuring the achievement of the maximum level of customer satisfaction, according to the operational standards set by KFC and Yum! Brands

OPENINGS: KFC Chieti Megalò, KFC Brescia Frecciarossa,
KFC Arese Il Centro, KFC Milan Bicocca and KFC Reggio Emilia I Petali.

Business or sector Quick Service Restaurants

05/2014–01/2016 **Head of Operations and Development**

Sezak Catering srl (KFC Franchising Partner)
Via della Fontana, 2, 14100 Asti (Italy)

Following a 4 month training in Marseille, France, and the process of accrediting the company as a KFC franchisee by the Yum! Brands, directly followed by me, I supervised the opening of one of the first two restaurants in Italy: KFC Turin Lingotto. Subsequently I was responsible for the supervision of the activity (analysis of sales volumes, administration of human resources, control of costs, training of people, supervision of compliance with the brand standards, relations with suppliers, marketing) and evaluation of new opportunities development (location evaluation, real estate).

OPENINGS: KFC Turin Lingotto, KFC Genoa Fiumara

Business or sector Quick Service Restaurants

11/2012–05/2014 **Executive Assistant**

Sezak srl
Via della Fontana, 2, 14100 Asti (Italy)
www.sezak.it

- Bargaining and practices related to food import / export
- relations with Italian and foreign suppliers
- relations with large retail chains customers
- development of online marketing tools
- management of work safety practices, health and legal obligations of various kinds
- search for new buying and selling opportunities in national and international channels in the import / export, large retail chains , HoReCa sectors

Business or sector Food Trading

02/2014–04/2014 **Business Consultant**

One O One General Trading LLC
Tecom, Dubai (United Arab Emirates)
www.101trading.ae

Staff training for the start-up of a food trade company importing and distributing food and beverage products from Europe, in particular regarding the use of ERP management system, order management, customer management, health policies. Supporting the management during the presentation and sale of products to buyers and local purchasing managers. Relations with European supplier companies. Among the brands treated: Parmalat, Santal, Yoram, Ozyorem, Destan.

01/2006–07/2012 **Bartender**

Novecento SAS di Di Sarno Brigida & C.
Via Ospedale, 14, 14100 Asti (Italy)

EDUCATION AND TRAINING

2007–2011	Political Science Degree University of Turin Via Giuseppe Verdi, 8, Turin (Italy) www.unito.it	EQF level 6
2003–2007	Foreign languages high school diploma Istituto Statale "A. Monti" Piazza Umberto Cagni, 2, 14100 Asti (Italy) www.istitutostatalemonti.com	EQF level 4

PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	B2	B1	B1	B2
	PET certificate (2006)				
	DELF B2 (2007)				
French	B2	B2	B2	B2	B2
Spanish	B2	B2	B2	B2	B2
	DELE intermedio (2007)				

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
[Common European Framework of Reference for Languages](#)

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem solving
Proficient user	Proficient user	Independent user	Proficient user	Proficient user

[Digital skills - Self-assessment grid](#)

Driving licence B

ADDITIONAL INFORMATION

Honours and awards

- KFC The Running Extra Mile (giugno 2015)

Courses

- Scuola Estiva Luca Coscioni, Associazione Luca Coscioni (2009)
- Scuola di Liberalismo di Torino, Centro Einaudi (2011)
- Social Media Marketing, Ninja Academy (2012)
- Team Working Excellence, Accredited Skills (2016)
- Decision Making Excellence, Accredited Skills (2016)

- Certifications**
- PET certificate, University of Cambridge, Licenza 0015720616 (2006)
 - DELF B2, Ministère de l'éducation nationale (2007)
 - DELE Intermedio, Instituto Cervantes, Licenza A098323 (2007)
 - Gestione del Ristorante, KFC France (2014)
 - Gestione del Servizio, KFC France (2014)
 - Champion Restaurant, KFC France (2014)
 - Assessing to Develop Excellence, Studio Coaching Growing (2015)

- Memberships**
- AVIS, Associazione Volontari Italiani Sangue
 - Associazione Luca Coscioni
 - Save The Children