





Vito Anelli

HEALTHCARE BUSINESS DEVELOPMENT

CONTATTO

 M +393482818994

 vitoanelh57@gmail.com

COMPETENZE

HEALTHCARE EXECUTIVE
Business Executive with Extensive Experience. Managing Sales Team to drive growth. Create Winning spirit, imagination and commitment within the team. Establish solid Sales Process. Resilient, passionate, energizing, good listener and focused.

LINGUE

Italiano - Madrelingua
Inglese - Advanced

REFERENZE

Disponibili su richiesta.

ESPERIENZE LAVORATIVE

From 2020 to now
Retirement

From June 2012 to 2020
Independent professional

- Thirty years of healthcare-industry experience.
- Significant Leadership experience in P&L Management.
- Strong expertise in the development of business plans, and finalize contract for third party.
- Accomplished extensive experience leading organization, building teams, improving and expanding healthcare programs.
- Expertise in negotiating and securing direct and indirect sales and distribution contracts, increasing operating revenues, and enhancing Service utilization

From May 2011 to May 2012
**President & CEO for Italy, Israel and Malta-
GE Medical Systems Italia SpA, GE Healthcare
Clinical Systems Srl, GE Healthcare Srl**

- Providing strategic and organizational leadership and direction for IMI Region
- Developing and implementing an integrated business plan for IMI Region that includes key strategies, tactics, financial objectives, budgets, channel structure (direct and indirect), resource deployment; analysing financial and operating performance against plan and take corrective actions as necessary
- Driving top to top relationships with government agencies at both national and local level
- Leading Zone Managers and Account Executive teams to obtain outstanding performance from the whole team
- Responsible for sales/marketing/operations strategy for all the Healthcare business of GE in Italy, Malta & Israel - revenues about \$550M / year
- Responsible for the direct and indirect personal (about 700 people)
- Maximizing Market Share and Customer Satisfaction

From February 2008 to 2011

President & CEO for Italy, Israel and Malta

GE Medical Systems Italia SpA,

- Definition of Sales strategy
- Responsible for sales/marketing/contract strategy for GE Medical Systems (Italy , Israel & Malta) – revenues about \$238M / year
- Managing overall Sales revenue, margin, base costs and orders goals
- Driving and implementing business initiatives to trigger growth
- Managing large experienced Sales team - direct and indirect distribution (about 300 people)
- Building long term relationships with customers
- Building a working environment which values teamwork to the overall benefit of customer satisfaction

From 2005 to 2008

Region Service Manager Italy, Greece, Israel

GE Medical Systems Italia SpA

- Responsible for Service sales and operations (about 330 people) revenues about \$180M
- Setting initiatives and culture at the highest levels in the Service organization to help ensure that employee and customer goals are met or exceeded
- Leads Service Delivery, which continuously meets customer expectations
- Six Sigma , certified Green Belt
- Driving financial accountability throughout the organization to ensure all targets for the organization are met
- Promoting a safe working environment and ensuring compliance with EHS policies and procedures
- Ensuring all the quality and compliance goals are met and that culture of Compliance is a pervasive throughout the organization.

From 1982 to 2005

Different roles

In General Electric Group

- 2001/2005 - Zone Sales Manager Central Italy
- 1996/2001 - Zone Service Manager Central Italy
- 1992/1996 - Area Service Manager South Italy
- 1987/1992 - Service Supervisor
- 1982/1987- Service Engineer