

Eddy Fedele De Vita

Short profile

Manager dynamic, commercial oriented, I enjoy to develop and to expand business in a competitive environment. I'm a natural leader and a team builder. Ingredients of my leadership are: entrepreneurial culture, enthusiasm, energy, discipline, people recognition & motivation, trust. My managerial approach and style is based on a performance driven culture.

My business experiences have been developed through the years first in the Healthcare Logistics Sector, in Italy, leading the top logistic provider, and then in Europe, as CEO of Pharma Logistics Group, one of the key players in the European market.

I have developed a good experience in the private equity environment leading and managing negotiations and company acquisitions.

Moving to the position of Managing Director of Exel Italy, and since January 2006, as Managing Director of DHL Exel Supply Chain Italy, I have further enlarged my role, taking responsibility for different Industrial Sectors.

Member of European Board of DHL Exel Supply Chain until 2009

In January 2011 ,in addition to my role of MD for Italy ,I have been appointed MD for LS&HC Sector Mainland Europe and in January 2012 for the EMEA Region.

Summary of most recent significant achievements

2006 -today Managing Director

Primary purpose of the role includes: develop and deliver an effective strategy of growth and development of DHL Exel Supply Chain Italy; providing leadership to the business unit sector operations - Consumer, Technology , Fashion and Healthcare – in a post merger environment , total headcount of 1.380 and around 2.500 cooperatives workers, 70 main locations).

Achievements: restructuring of the organization(now 703 FTE), redesign of business model (business campus with 44 warehouses) . During restructuring continuously growth of market share, revenues and Ebit.

In particular Ebit has grown 50% per year in the last four years.

In 2011, Eddy finalized the acquisition of EuroDiFarm, the Italian market leader in temperature controlled transport for pharmaceutical, diagnostics products and medical devices for DHL Supply Chain.

Eddy also serves as Vice President on EALTH (European Association for Healthcare Logistics and transport), a not for profit organization founded to increase awareness of best practice and expertise across European healthcare logistics.

2005 - 2006	Managing Director	Development and growth of Exel CL Italy; providing an effective strategy to the business unit sector operations for Consumer Retail, Fashion and Home, Healthcare (revenues 123m euros, MOP of 13,580m euros, total headcount of 345 and around 700 cooperatives workers, 16 main locations).	Exel Italy
2003 - 2005	CEO	During this period, I have negotiated the Exel acquisition and led the transition of Pharma Logistics into a worldwide organisation, developing people talents and being proactive in facilitating effective communication processes in order to share experiences, knowledge and business opportunities. In the meantime, I have kept my managerial team focused on customers, business and operative performances, reaching excellent results and exceeding budget forecasts and expectations	Pharma Logistics Group Europe
2001 - 2002	Managing Director	Through the partnership with Investitori Associati, a private equity fund, I have acquired the leading Belgian provider. Thanks to this experience, I have gained an invaluable knowledge of integration processes, developing a consistent European organisation and running a business of more than 350m euros. During the years the business has been developed safely, establishing successful partnerships with key multinational customers, such as Pfizer, Sanofi-Aventis, Boehringer Ingelheim, Novartis, Wyeth, Roche, achieving an average annual growth of 15% with a good profitability (over 20% EBITDA).	Pharma Logistics Italy
1991 - 1999	Managing Director	<p>I started my career in Pharma Logistics, my family company, working in the commercial areas as well as in the operations. Appointed Managing Director in 1991, in this position, I have acquired two Italian competitors and integrated them (one of which was the second player for size), selecting the best talents, re-engineering the organisation and managing effective relations with Unions. Over the years, throughout the mentioned acquisitions and an accurate organic growth. I have led the company to become market leader in Italy; representing, with over 30% market share, the dominant third-party solution for Healthcare Industry</p> <p>In 1999, I founded EPL (Euro Pharma Logistics), a consortium of logistics providers operating in 8 different countries, with the aim to act as favoured partner for pharmaceutical industries offering integrated supply chain solutions across Europe. I led and coordinated</p>	Pharma Logistics Italy

EPL until 2003, building a consistent European commercial strategy and harmonizing quality standards

Education

International Bachelors at “International School”	Geneve, Switzerland
Three years of Economics	Cattolica University, Milan
Four years Pharmacy	Statale University, Milan
Member of Assolombarda	
Member of “Giovani Cavalieri del Lavoro”	
Various professional and management training courses	Italy and abroad

Languages

Italian Mother tongue	English Fluent	French Fluent	Spanish Intermediate
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Skills

Ability to influence and impact at all levels
Leadership, team spirit approach and a cross-functional working attitude
Strategic visioning and flexibility
Willingness to achieve challenging results through my team as well as through personal initiatives
Ability to anticipate new business opportunities in the market environment.
Negotiating (both sales and M&A)
Wide experience of developing people.
Strong decision making
Post merger integration

Hobbies

Playing tennis is my favourite sport, which I practice since I was a kid. I also enjoy skiing and soccer playing. I like travelling, reading, and spending holidays with my family