

LUIGI CALCAGNILE

PROFESSIONAL SUMMARY

More than 15 years of work in Retail/Wholesale sectors, with strong finance and people management expertise.

Able to interact with all levels of the organization, with a sound understanding of commercial dynamics, operational drivers and financial impacts, thanks to the extensive experience in medium and multinational companies.

WORK EXPERIENCE

CARREFOUR ITALIA

Sep 2022 - Sep 2025 HEAD OF CORPORATE CONTROLLING ,FINANCIAL PLANNING , COSTS AND INVESTMENTS

In charge of Corporate Controlling activities, overseeing controlling cycles (Strategic Plan, Budget, Closing , Forecast), providing reliable financial information , analysis and ensuring strategic guidance.

Responsible of defining targets and piloting the performance of Labor Cost and OpEx

Member of Country Investment Committee , ensuring operational / financial quality of investment proposals and coordination of CapEx process .

METRO ITALIA CASH & CARRY

Sep 2018-Jul 2022 OPERATIONS CONTROLLING MANAGER

Strategic Planning, Budgeting, Forecasting, Closing with a focus on stores performance.

Commercial and operational KPI's analysis, FTE and Labor Cost planning, Performance benchmarking, Customers profitability analysis

Business cases for commercial initiatives and support in financial analysis.

Investment proposals process for store/depots openings and remodeling (consolidation of business cases for the evaluation of financial impacts and payback).

Jul 2016 – Sep 2018 REGIONAL CONTROLLER

Business partnership with Regional team and store managers in steering the business , providing insights and financial analysis related to:

- sales performance by customers, departments, products, channels
- commercial margin (customer and category mix, promo, 1to1 and 1-to-Many commercial tools)
- operational efficiency (stock management , logistic costs, FTE planning, store costs).I have been involved in the definition of business cases for remodeling / resizing of stores and implementation of recovery plans for non-performing stores, directly reporting the progress to the Board.

DORECA SpA

Dec 2011 – Jul 2016 BUSINESS CONTROLLER

Business controller for one of the main Italian players in Food Service distribution sector, focused on Food distribution platforms (3 warehouses, 100 Mil € Sales, 150 agents, 60% coverage of Italian market) with full responsibility for budgeting, forecasting, closing activities and performance analysis, such as:

- Sales and profitability by customer, channel, products, area, sales rep;
- Commercial (agents commissions) and logistics costs (handling and transportation);
- Net Working Capital management;
- Business cases (investments, potential M&A, sales force recruitment, logistic contracts)

WIND TELECOMUNICAZIONI SPA

Jan 2011 – Dec 2011 CONTROLLER

Support to Technology area in the control of OPEX and CAPEX cycle related to all Group's technology platforms.

Main activities : definition of budgets, monthly closing , analysis by request of top management

CONFAP

2008 - 2010 CONTROLLER

Process optimization, implementation and go-live of new ERP

Budgeting, Forecasting, Reporting, and Accounting Team Support

CCH TAGETIK

2006 - 2008 CONSULTANT

As part of the Software House consulting team, I have been involved in the implementation of Tagetik CPM software (budget and financial planning) in different companies from Media (Fininvest SpA, Mediaset SpA, AC Milan SpA), Retail (Unicoop Tirreno) and Real Estate (Risanamento SpA) sectors

OTHER INFORMATION

EDUCATION

Metro Next Gen Finance Program 2018 –Metro AG Training Center Dusseldorf, Haniel Akademie Duisburg, ESMT Berlin

Attended a one-year program in Germany dedicated to future leaders of Finance Department

Bocconi University - Milan, 2005

Master's degree in Business Administration

LANGUAGES

English : excellent level , daily professional use

French : basic knowledge

IT SKILLS

MS Suite (Excel, Word, Power Point), SAP (FI-CO), AS400, QlikView, Tagetik CPM, Cognos Planning, Zucchetti , SPSS