

# Ottaviano Ciabatti

Country Manager

London, UK

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## Languages

Italian (Native)

English (Work Proficiency)

Spanish (Basic)

## About

International business experience and entrepreneurial approach gained through previous personal enterprises. Solid sales management and interior design skills. Open and advanced thinking. Passionate about art and design with a healthy and sporty lifestyle.

### BRANDS WORKED WITH

Alfredo Salvatori Srl

Jod Home

Ottaviano Design Studio

Salvatori UK Ltd

Simplex Design China

## Experience

### ● Asia Pacific Sales Manager

Alfredo Salvatori Srl | Nov 2017 - Jan 2023

Flagship open in Shanghai and new showrooms open in Taipei, Hong Kong, Chennai, Beijing. Market analysis through the creation of a local network.

Liaise with authorised dealers to support sale growth and check their alignment with the Company sale policies. Participate to local events to generate new business opportunities. Brand and collections presentation at local key accounts. Update of customer data base and activities in the Company CRM. Periodic training of local sales Team to enhance their Brand knowledge.

### ● Milan Show-room Manager

Alfredo Salvatori Srl | Jul 2017 - Dec 2019

### ● Founder

Ottaviano Design Studio | Jan 2002 - Jan 2017

Interior design for residential and retail projects.

Concept and mood board. Drafting and project presentation. Site supervision and coordination.

### ● Founder

Jod Home | Jan 2001 - Jan 2004

Import of Indian ethnic furniture and accessories

Set up of a showroom. Client sales. Full operations management.

Previously I had worked with various Italian agro-trading companies.

### ● UK Country Manager

Salvatori UK Ltd | Nov 2020 - Now

### ● Hospitality Design Director

Simplex Design China | Jan 2012

Interior design for hospitality projects.

Concept and mood board. Drafting and project presentation. Managing, coaching and mentoring the interior design Team.

## Education & Training

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- 2016 ● **Poli.Design Milano.**  
Course of Hotel Design,
- 2006 ● **European Institute of Design**  
Freehand Drawing,
- 2004 ● **European Institute of Design Milan**  
Course in Interior Design of Commercial Spaces,
- 1989 ● **University of Milan**  
Degree with honours in Agricultural Sciences,