



## Damiano Sabatino International Business Partners

### Areas of Expertise

- Leadership of business growth in International Markets
- Consulting for staff recruitment and assessment
- Sales Management
- Major Account Strategy
- Major Bid Strategy
- Contract Negotiation
- IT and business process outsourcing
- People and Organization Development
- Professional Service Development
- Business Management

### Our Value Proposition

We provide, on a global basis senior General Management Executives on short-term consultancy, medium term interim management, or long term business development.

### Biography

Damiano is a founder member of International Business Partners and has over 18 years international experience in the telecommunications and consulting industries.

In his last engagement as Vice President Southern & Eastern Europe with SITA, Damiano has successfully managed the turn around of the contractual relationships with several major accounts such as Air France, Alitalia and Aeroflot, achieving a win-win situation for SITA and its customers. He has also revamped the business in Eastern Europe and led the contractual negotiations for the closure of highly strategic businesses in both outsourcing and professional services areas.

Prior to SITA, Damiano has spent six years with Motorola INC, Communication Division, in various technical and sales positions. He has also held senior sales roles with Telecom Italia Mobile. Damiano has also developed a significant background in HR consulting serving as the Managing Director of the Italian subsidiary of Korn Ferry Futurestep.

Damiano is an Electronic Engineer (University of Rome); he is fluent in English, French and Italian and has been an active participant with IMD International Business School located in Switzerland.