

PERSONAL INFORMATION

Luca Rossi



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🌐 www.ic-sm.com

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Gender Male | Date of birth 17/07/1973 | Nationality Italian

EDUCATION AND TRAINING

- Architectural Technical Institute for Surveyors.
- Executive Master in acquisitions by:
Faculty of Economics - Master of Science: Administration and Management
University of Parma - Italy

PROFESSIONAL EXPERIENCE

CURRENT ROLES

- President of **International Contracts srl**, the company of San Marino law, operating in the sector of International contract consultancy. www.ic-sm.com
- President of **Rossi Real Estate s.a.s.**, the company of Italian law operating in the sector of real estate brokerage www.rossi-re.com - www.immobiliamiaminewyork.it
- President of **San Martino srl**, the company of Italian law operating in the sector of clothing trade.
- President of **Champoluc srl**, the company of Italian law operating in the sector of Real Estate (acquisitions, estate planning and developments throughout the Italian territory).
- Stock holder of **Società Agricola Rossi s.a.s.**, the agricultural company of Italian law dealing with the development and marketing of agricultural products.

PREVIOUS EXPERIENCE

- Director of Purchasing Office of **Zoffoli s.r.l.**, the company of Italian law that produces and exports Italian furniture worldwide.
- President of **Best Wood srl**, the company of Italian law, which collaborated with the investee company **Crilio Due Exim srl** (the company of Romanian law dealing with the production of semi-finished products), in the marketing of products made in Romania throughout Italy.
- President of **T.G.L. Costruzioni s.r.l.**, the company of Italian law, which was constructing throughout Italy
- President of **Italprogetti Costruzioni s.r.l.**, the company of Italian law, which was constructing throughout Italy
- Stock holder of **Michelangelo Bud**, the company of Polish law, which was constructing buildings throughout Poland.
- President of **Immobiliare La Fonte s.r.l.**, the company of Italian law operating in the sector of Real Estate (acquisitions, estate planning and developments throughout the Italian territory).
- President of **Società Nella s.a.s.**, the company of Italian law operating in the sector of

management and marketing of business accommodation.

- President of **Santa Giustina s.a.s.**, the company of Italian law operating in the sector of hotel management.

COMPETENCE END CAPACITY

- Management of the company
- Competence and professionalism in the construction sector
- Thorough knowledge of Italian and International real estate market
- Ability to team training
- Market research
- Risk analysis and competition
- Brand Development, Concept and strategy to enter the market
- Negotiations with clients
- Participation in training courses in real estate
- Experience in the management of litigation in Italy
- Administration and Accounting
- Development of projects related to real financial
- Competence and professionalism in the development of Agricultural Projects
- Architectural Design (using Autocad)
- Competenxe in Civil Engineering
- Development of detailed plans
- Management of accommodation
- Negotiations with banks and investors
- Development of business plans, presentation and financial plan
- Skills in Processing and marketing of wood
- Deep knowledge of new building techniques and restoration

The key to my professional success has always been flexibility, transparency in relationships, the ability to develop innovative ideas and total dedication to my work. The satisfaction of my partners has always been my first goal.