

Paolo Ciarlariello

Switzerland

Summary

Entrepreneur and Angel Investor focused on retail and luxury ventures with a strong tech and sustainability component.

Experience



Principal

Novastone Capital Advisors

Dec 2022 - Present (7 months)

Paolo is the founder and CEO of Monte Bianco Investment AG search fund launched in cooperation with Novastone Capital Advisors investing in the luxury sector in Italy, Switzerland and France.



Investor

AUM Investment (Family Office)

Jan 2022 - Present (1 year 6 months)

Private investments and advisory in luxury sector



Global Chief Commercial Officer TAG Heuer

LVMH

Sep 2020 - Dec 2021 (1 year 4 months)

In charge of retail, wholesale and omni-channel globally for the brand. Responsible of the supply-chain too.



Senior Vice President Asia-Pacific, Middle-East, Africa and Latin-America

Coty

Sep 2016 - Aug 2020 (4 years)

In charge of the ALMEA region for the luxury division of Coty Inc.



Chairman Of The Board Coty Middle-East

Coty

Oct 2016 - Mar 2020 (3 years 6 months)

Joint venture with Chalhoub Group to manage the all Coty portfolio in the Middle-East region.



Board Member Coty Korea

Coty

Oct 2016 - Mar 2020 (3 years 6 months)

Joint venture with LG Group to manage the Coty portfolio in Korea



Chairman Of The Board Coty South-East Asia

Coty

Oct 2016 - Dec 2019 (3 years 3 months)

Joint venture with Luxasia to manage the Coty portfolio in South East Asia.



President Greater China

Luxottica

Jan 2015 - Sep 2016 (1 year 9 months)

In charge of retail and wholesale business for Greater China



Asia Pacific Region Director

Luxottica

Jan 2011 - Jan 2015 (4 years 1 month)

In charge of Luxottica wholesale for Africa, Middle East, Asia and Australia



General Manager India

Luxottica

Feb 2007 - Jan 2011 (4 years)



General Manager Italy & Switzerland

BIC

Dec 2005 - Jan 2007 (1 year 2 months)



General Manager Nordic

BIC

Jul 2004 - Dec 2005 (1 year 6 months)



Sales Director Italy

BIC

Jan 2002 - Jul 2004 (2 years 7 months)



Business Development Manager Europe

BIC

Apr 1998 - Dec 2001 (3 years 9 months)



Consultant

Arthur Andersen & Co.

Jan 1996 - Mar 1998 (2 years 3 months)

Education



INSEAD

MBA, Business Administration and Management, General

Jan 2002 - Dec 2002



Institute for Mergers, Acquisitions and Alliances (IMAA)

International Mergers & Acquisitions Expert (IM&A) program, M&A Process, Deal

Types, Hostile Takeovers, Due Diligence, Valuation, Post Merger Integration

2022 - 2023



Harvard Business School

Executive Programme

2008 - 2008



Università Bocconi

Master of Science, Business Administration

1990 - 1994

Licenses & Certifications



Marketing in a Digital World (with Honors) - University of Illinois Urbana-Champaign

JJPF8LCRASHD



Digital Analytics for Marketing Professionals: Marketing Analytics in Theory (with Honors) - University of Illinois Urbana-Champaign

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Introduction to Blockchain Technologies - INSEAD

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Dottore Commercialista - Consiglio Nazionale dei Dottori Commercialisti e degli Esperti Contabili