

Alberto Carlo Arnaud

Sales Account Manager presso SKF Group and IPO Representative to the United Nations office in Geneva (ECOSOC).



Objective

Dynamic and results-driven professional with a track record of exceeding sales targets and building strong client relationships seeking Sales Account Manager position at SKF Group.

Contact Information



alberto.arnaud@hotmail.com
Torino
Sep 25, 1977
Italian



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Experience

May 2023- Present, Geneva, Switzerland.

- **Consultative status ECOSOC IPO Ngo Delegate.**
United Nations

Experience in supporting international relations and diplomacy as Executive President's Assistant. Management of communications and correspondences with international partners. Coordination of networking activities and collaboration with diplomats and international representatives.

Nov 2021- Present, Milano, Italy.

- **Assistant to the Executive President for International & Diplomatic Relations**
International Police Organization (IPO NGO)

Experience in supporting international relations and diplomacy as Executive President's Assistant. Management of communications and correspondences with international partners. Coordination of networking activities and collaboration with diplomats and international representatives.

Mar 2008- Present, Airasca, Torino, Italy.

- **Sales Account Manager**
SKF Group

Experience as Sales Manager with a successful track record in customer management within industrial sectors. Proven skills in maintaining customer relationships and achieving sales targets. Ability to develop active sales strategies and negotiate contracts successfully. Experience in managing a sales team and organizing events to promote products.

Apr 2003- Mar 2008, Airasca, Torino, Italy.

- **Customer Service Representative**
SKF Group

Several years of experience as Customer Service Manager for a retail company. Excellent skills in managing phone calls and resolving customer issues. Collaboration with cross-functional teams to ensure high quality customer service. Pro client in CRM software to track customer issues and resolutions actively.

Sep 1999- Jul 2013, Grugliasco, Torino, Italy.

- **Environmental, Fishery and Hunting Guard with judicial police duties.**
U.N. Enal P.T.

Experience in management and coordination of judicial police activities. Ability to conduct investigations and gather evidence to support criminal investigations. Experience in writing reports and official documents for legal and judicial purposes. Hazardous waste. Environmental protection. Environmental law. Environmental police techniques.

May 2024- Present, Perugia, Italy.

- **Professional Computer Scientists**
AIP-ITCS

Cyber security.
Digital forensics.

Education

Jul 2024 - Oct 2024, Melissano, Lecce, Italy.

- **Specialized course in Intelligence e Sicurezza di Stato, Intelligence militare, generale Nato-Otan Ncage Au 741.**
PSICOFORM

Safety and risk.
State secret (national and international).
Security Psychology.
Information classification.
Management and analysis.
Osint, Imint, Sigint, Humint, Masint, Techint.
Strategic analysis, operational analysis.
The figure of the analyst (lateral thinking, problem solving).
Strategic negotiation (operational negotiation).
Manipulation.
Threats to national interests.
Terrorism and anti-terrorism.
Cyberjihad (communication, social and propaganda).
Counterintelligence.
Critical Thinking (produce intelligence).
Infiltration and extortion in conflict areas.

Dec 2023 - Sep 2024

- **Pekit Criminalistics IFCL (Investigative and Forensic Criminal Law Certification). Procedura di convalida prevista dalla norma UNI 11822:2021.**
P.E.K.I.T. CENTER

The professional figure certified with Pekit Criminalistics IFCL certifies the professional's skills in the field of technical-scientific investigations, according to the validation criteria referred to by law and the technical sector regulations.

2024 - 2024, Cagliari, Italy.

- **International Doctorate Degree in Political Science, International Relations and European Studies Honoris Causa.**
I.L.D.S.S. Polo Accademico Internazionale e Convenzionate.

2001 - 2006, Licata, Italy.

- **Accountant and Business Expert diploma.**
Luigi Pirandello.

1990 - 1996, Torino, Italy.

- **High School Diploma.**
Liceo Scientifico Max Planck.

Skills

- Account Management
- Relationship Building
- Negotiation
- Diplomacy
- Intelligence
- Terrorism and anti-terrorism.
- Cyber Security

Languages

English
Advanced. Advanced.
Language exam at the University of Turin.

Certifications & Courses

(United Nations) International Convention for the Suppression of Acts of Nuclear Terrorism (ICSANT).

(United Nations) Stakeholder Engagement for the Implementation of the UN Convention against Transnational Organized Crime.

(United Nations) Countering the Financing of Terrorism and proliferation of Weapons of Mass Destruction (WMDS) by non-State actors.

(United Nations) Advanced Anti-Corruption: Prevention of Corruption.

(IPO) Protection of the Children in School.

(IPO) Advanced Course in Criminology: Aspects of Forensic Sciences, Criminal Profiling, Juvenile Criminology, Cyber Criminology.

(IPO) Forensic Biology And Genetics.

(IPO) Criminal Investigation.

(IPO) Advanced Course in Criminology: Aspects of Forensic Sciences, Criminal Profiling, Juvenile Criminology, Cyber Criminology.

(SKF) Leadership development.

(SKF) Huthwaite Spin Selling Skills.

(SKF) Excellence in communication.

(SKF) Antitrust Law (287/1990).

(SKF) Time Management.

(SKF) TQA "Total Quality Advantage".