

CURRICULUM VITAE

Alessia POLI

WORKING EXPERIENCES.

From September 2022 - Current: GENERAL COUNSEL IVECO DEFENCE AND ASTRA INDUSTRIAL VEHICLES BU AND EXPORT CONTROL MANAGER <https://www.ivecodefencevehicles.com/> / <https://www.iveco-astra.com/it/>. Specialty vehicles perimeter of Iveco Group. Headquarters in Bolzano and Piacenza, subsidiaries: USA, UK, Germany, France, Spain, and Brazil. Export Control responsibility for headquarters and foreign subsidiaries.

From September 2020 - Current: GENERAL COUNSEL IVECO DEFENCE AND ASTRA INDUSTRIAL VEHICLES BU <https://www.ivecodefencevehicles.com/> / <https://www.iveco-astra.com/it/>. Specialty vehicles perimeter of Iveco Group. Headquarters in Bolzano and Piacenza.

From September 2018 - Current: GENERAL COUNSEL IVECO DV <https://www.ivecodefencevehicles.com/> Industrial Group with Headquarter in Bolzano (Italy) – belonging to CNH Industrial Group. Defence vehicles perimeter of Iveco Group. Headquarter in Bolzano and subsidiaries: Germany, France, Spain, and Brazil. Export Control responsibility for headquarters and foreign subsidiaries

Activities and Responsibilities:

1. Corporate.

- M&A operations (mergers, demergers, closures, relocations, sales, purchase of shareholdings, joint ventures, partnerships) as the legal reference person or coordinating external team, from negotiation phase to closing;
- Secretary of the Board of Directors and General Meetings for Head Quarters and Subsidiaries.

2. Compliance

- Ensuring compliance with Italian and foreign export control regulations for controlled goods and sponsoring policies and procedures related to export controls and research security.

3. Contracts.

- Responsible for the management of local and international tenders with Ministries of Defense;
- Supporting negotiation and drafting of national and international commercial agreements (such as with BAE System);
- Supporting negotiation and drafting of national and international franchise agreements, agency agreements, service agreements;
- Supporting negotiation and drafting of agreements relating to the development/co-development of new products/processes with third parties and drafting of licensing agreements;

4. Intellectual Property.

- Management of intellectual property (trademarks and patents) ensuring compliance with Group Policies;
- Improvement of intellectual property policies.

5. Litigation.

- Coordinate external lawyers in civil and criminal proceedings, both nation and international.

6. Roles.

- Member of the Management Team;
- Member of the Compliance Supervisory Body.
- Officer IDV USA Inc.
- Member of the Board of Director of Consorzio Iveco Oto Melara

From September 2011 – August 2018: **GENERAL COUNSEL MARANGONI GROUP** (www.marangoni.com)
Industrial Group with Headquarter in Rovereto – TN (Italy).

Activities and Responsibilities:

1. Corporate.

- M&A operations (mergers, demergers, closures, relocations, sales, purchase of shareholdings, joint ventures, partnerships) as the legal reference person or coordinating external team, from negotiation phase to closing;
- Secretary of the Board of Directors and General Meetings;

2. Contracts.

- Supporting negotiation and drafting of national and international commercial agreements relating to tires and large machineries for manufacturing of new and retreaded tyres;
- Supporting negotiation and drafting of national and international franchise agreements, agency agreements;
- Responsible for the management of public tenders for all Group companies (Italian and foreign) for the supply of tires, machineries and services, management and supervision of legal proceedings;
- Supporting negotiation and drafting of financing agreement (financing contracts, factoring, cash pooling, bonds etc.) and supporting negotiation of debt restructuring operations;
- Supporting negotiation and drafting of agreements relating to the development/co-development of new products/processes with third parties and drafting of licensing agreements;
- Management and supervision of Group Insurance Policies (Property; Liability, Surety Bonds; Credit Insurance);

3. Intellectual Property.

- Management of intellectual property (trademarks and patents) ensuring compliance with Group Policies;
- Improvement of intellectual property policies.

4. Litigation.

- Coordinate external lawyers in civil and criminal proceedings, both nation and international.

5. Roles.

- Member of the Management Team;
- Member of the Compliance Supervisory Body.
- Chairman of the Regulatory Affairs Committee (together with R& D Director, Quality Director and Chief Innovation Officer);
- Member of the Board of Directors of the company Fedi Gomme S.r.l.;

From January 2006 – to September 2011: GENERAL COUNSEL
(www.zobe.com) Industrial Group with Headquarter in Trento (Italy).

Activities and Responsibilities:

1. Corporate.

- Supporting M&A operations (mergers, demergers, closures, relocations, sales, purchase of shareholdings, joint ventures,

partnerships) as the legal reference person or coordinating external team, from negotiation phase to closing ;

- Secretary of the Board of Directors and General Meetings of the Holding Company and of the Italian companies of the Group;

2. Contracts.

- Supporting negotiation and drafting of national and international commercial agreements with the major player of the household sectors such as Reckitt Benckiser, Procter & Gamble, SC Johnson;

- Supporting negotiation and drafting of national and international franchise agreements, agency agreements;

- Supporting negotiation and drafting of financing agreement (financing contracts, factoring, cash pooling, etc.) and supporting negotiation of debt restructuring operations (senior loans);

- Supporting negotiation and drafting of agreements relating to the development/co-development of new products/processes with third parties and drafting of licensing agreements;

- Management and supervision of Group Insurance Policies (Property; Liability, Surety Bonds; Credit Insurance);

3. Intellectual Property.

- Management of intellectual property (trademarks and patents) ensuring compliance with Group Policies.

4. Litigation.

- Chose and coordinate external lawyers in civil and criminal proceedings.

5. Roles.

- Member of the Management Team;

- Member of the Compliance Supervisory Body.

- Chairman of the Regulatory Affairs Committee (together with R& D Director, Quality Director and Chief Innovation Officer);

- Member of the Board of Directors of the company Zobebe España.

From May 2005 – to September 2006: **COLLABORATION WITH JUAN RUIZ GARCIA AVOCADO (BARCELONA).**

Advice on corporate and commercial law to international clients; drafting and negotiation of international agreements in English and Spanish; advice on IP law.

From September 2003 - to May 2005 **COLLABORATION WITH CERIANI & ASSOCIATES STUDIO LEGALE (MILAN).**

Advice on corporate and commercial law to national international clients, advice on IP law.

OTHER WORK EXPERIENCE

- Years 2002/2003 - **Research Assistant:** University of California Berkeley, Boalt Hall School of Law (Berkeley) : M. Dan Cohen, Professor of Law / University of California Hastings College of Law (San Francisco) and Ugo Mattei, Alfred and Anna Fromm Professor of International and Comparative Law

ACADEMICS.

Law Degree, University of Trento (2002).

LLM - Master Degree UC Hastings College of the Law – California (2003)

LANGUAGES

- English spoken and written: excellent
- Spanish spoken and written: excellent
- French written good, spoken scholastic
- Portuguese written good, spoken scholastic.

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