

# Glass Open Book



## Pietro Agnetti

Company: BOTTERO  
 Job title: Export manager  
 Languages: English, Italian, Portuguese, Spanish  
 Location: Italy

### Contact information:

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### Work experience

Company: WALTEC  
 Job title: Senior Consultant  
 Jan 2021 - Present (5 yrs 3 mos)  
 Responsibilities: -Boosting company sales network.  
 -Support during technical/economic approach to glass manufacturers

Company: Wedge Consulting by Pietro Agnetti  
 Job title: Senior Consultant  
 Jan 2021 - Present (5 yrs 3 mos)  
 Responsibilities: Founder, Senior Consultant & temporary manager

Company: PEDRAZZOLI IBP  
 Job title: Sales director  
 Mar 2019 - Dec 2020 (1 yrs 9 mos)  
 Responsibilities: -Managing the new sales organization at IBP Pedrazzoli

Company: BOTTERO  
 Job title: Export manager  
 Jan 2014 - Mar 2019 (5 yrs 2 mos)  
 Responsibilities: -Managing the sales of machines for the production and handling of glass containers  
 -Boosting the value proposition of the company

Company: BDF INDUSTRIES  
 Job title: Export manager  
 Jan 2010 - Dec 2013 (3 yrs 11 mos)  
 Responsibilities: -Managing the sales of machines for the production and handling of glass containers  
 -Boosting the sales in India and in Sub-Saharan Africa

### Education

School: CUOA business School

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Description: MBA  
2020 - 2022  
graduated in business administration

School: University of Parma  
bachelor, Economics  
1987 - 1991

## About me

Statement: Wedge Consulting support Hollow and Technical Glass Industry with consultancy and service to achieve HOT END PROCESS OPTIMIZATION. Our effort is focused on the glass process optimization in terms of Energy saving, Efficiency, Repeatability.