

GIUSEPPE FUNARO

Chief Executive · Commercial Leader · Builder & Scaler

Go-to-Market · Zero-to-Scale Revenue · International Expansion



CONTACT

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Location Barcelona, Spain

Eligibility EU · UK

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AVAILABILITY

- Barcelona-based
- Open to relocation
- Open to travel

CORE STRENGTHS

- ▶ Go-to-Market & Commercial Scaling
- ▶ Zero-to-Scale Venture Building
- ▶ Revenue Growth & P&L Ownership
- ▶ International Market Entry
- ▶ Strategic & Institutional Partnerships
- ▶ Multi-Country Operations
- ▶ Government & Regulatory Affairs
- ▶ Team Building & Leadership
- ▶ Cross-Cultural Leadership

KEY NUMBERS

€200M+ P&L managed

€70M → €220M revenue (3x)

18 countries simultaneously

\$30M+ deals negotiated

30+ years at C-level

LANGUAGES

English Fluent

Italian Mother tongue

Spanish Fluent

PROFILE

Chief executive and Managing Director with more than 30 years of international commercial leadership, building and scaling service- and technology-led businesses across Europe, the UK and the US. Barcelona-based and ready to build. Proven at taking ventures from a standing start to scale: grew a prepaid division from €70M to €220M, owned a P&L exceeding €200M across 18 countries, and built a certified PPE supply operation from zero during COVID-19. Operates with extreme ownership and pace, opening markets, forging high-value partnerships, and turning bold bets into revenue. A builder and scaler at heart, equally at home opening a new market, restructuring a P&L, or standing up an operation from nothing.

PROFESSIONAL EXPERIENCE

Chief Executive Officer

Nov 2025 – Present

ADAMf/d / ICTTM · Global Trade Intelligence · 200+ Countries

- Lead commercialisation of a global trade-intelligence platform serving banks, governments and international SMEs.
- Build institutional partnerships with trade bodies, regulatory agencies and multilateral organisations across Europe, North America and emerging markets.
- Operate within a governance structure chaired by a serving senator, engaging at board and policy level.

Managing Director & Portfolio Leader

Jan 2008 – Present

1402 Celsius Ltd · London · Barcelona · Sofia

- Own and lead a diversified cross-border portfolio across trading, procurement, media and real estate, with full P&L accountability.
- Built the 'Blue Glove' PPE brand from zero via INTCO Medical, managing the full end-to-end supply chain under COVID-19 emergency conditions.
- Acquired and turned around Sitges Media Factory SL, delivering 30% revenue growth in one year; generated €10M+ trade volume with Ukraine through the disruption of 2022.

Chief Commercial Officer

Jun 2007 – Dec 2008

Euphony Ltd · Pan-European Telecommunications · 18 Countries · €200M+ P&L

- Full P&L accountability for commercial performance across 18 European markets.
- Directed Country Managers across sales, marketing and channel development in a complex multinational matrix.

Chief Operating Officer, Prepaid

2002 – 2007

Tele2 UK (CCC Alpha Telecommunications) · Europe & United States

- Transformed the prepaid division: revenue scaled from €70M to €220M, a 3x increase in five years.
- Directed 15 Country Managers across Europe and the US; led new product development and market expansion.

European Sales Director & MD Italy

1998 – 2002

Dynegy Europe / IAXIS Ltd · London · Milan

- Negotiated \$15M+ in fibre-optic infrastructure investment and \$30M+ in long-term bandwidth agreements across Southern Europe.
- Led Italian market entry for gas and electricity trading, managing regulatory, commercial and operational workstreams.

Early Career (1989–1998): Country Manager, Telegroup Italia (\$100M sales, 1,000 agents) · Business Development, AT&T UK · International Marketing, Cable & Wireless Mercury · IT Consultant, Olivetti.

WHAT I BRING

- **Builder, not caretaker.** A career of starting from zero and scaling fast, from a 3x revenue transformation to a supply chain stood up under crisis.
- **Commercial engine for growth.** Turns capability and product into markets, partnerships and revenue across countries and cultures.
- **Owner's mindset.** Operates with extreme ownership and pace, thriving in ambiguous, fast-moving environments.

EDUCATION & DEVELOPMENT

Executive Management Development

1991 – 2008

AT&T · Cable & Wireless · Tele2 · Euphony, corporate programmes in strategy, finance, operations and sales leadership.

Higher National Diploma, IT & Telecommunications

1985 – 1989

Institute of Technology, Milan.