

Giovanni Sanna

Executive Chairman at Clhub

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Esperienza

Chief Financial Officer presso Veranu

July 2016 - Present (3 months)

Veranu is a project that since 2012, has been working towards the creation of a new product that generates alternative energy, and has since become a reality.

Our idea aims to create an innovative technology that can be installed in any kind of floor, with the ability to generate clean electricity by simply walking on the smart tiles. The smart tiles are constructed with market available plastic materials available and are completely recyclable.

Our smart floor was conceived through innovative thinking through the perception of not seeing it as a passive object, but an active instrument capable of generate green energy. The materials used for its construction include polyethylene terephthalate (PET), the most common plastic material, particularly known for its use in bottling beverages.

Chief Executive Officer presso Aithalia

March 2016 - Present (7 months)

Aithalia, è la piattaforma che permette alle Micro Piccole Medie Imprese di avere un canale di vendita unificato per l'esportazione dei propri prodotti in tutto il mondo.

www.aithalia.com

Co Founder & Executive Chairman presso Clhub

October 2015 - Present (1 year)

Clhub è un venture incubator che ha come focus primario di investimento il Made in Italy, sia del settore digitale che dei settori classici quali food e design.

Con sede a Capoterra, a pochi passi dal mare e da Cagliari, e a Santa Monica (California), Clhub è l'unico incubatore italiano nato attraverso la partecipazione di investitori privati americani.

Clhub mira allo sviluppo qualificato delle startup sul territorio nazionale, per questo affianca le startup con un programma di incubazione che parte dall'idea e progetto fino alla costituzione aziendale e lancio sul mercato.

Il programma di incubazione prevede un investimento cash-on-hand e diversi servizi, tra cui spazi all'interno delle proprie strutture (oltre 400mq), mentorship, networking, fundraising e molto altro.

Principal Partner presso APO Group Inc.

January 2013 - Present (3 years 9 months)

APO Group Inc. is a multi-disciplinary consulting, advisory, and business development firm that focuses within the green energy, clean technology, and construction industries

Co-Founder and Director presso Il Poggio s.r.l.

October 2005 - Present (11 years)

Il Poggio, Founded in 2005, is an Italian company based in Cagliari Sardinia.

It's an investment and development company with a main focus on renewable energy (wind and solar), Real estate, Civil Works, private equity and venture capital.

The mission of the company in cleantech sector is providing full solutions to investors and partners.

The company has an important track record on large scale utility projects and at the moment several solar projects under development.

Consultant presso Strada Group International

December 2014 - July 2015 (8 months)

STRADA Group International, LLC is a client-focused construction management company providing leadership and problem solving for project owners. The company was founded by Ray Apodaca and brother's David and Steven Hawkins, and with each having over 35 years experience, collectively they bring invaluable construction experience to every project. Our services include Design Management, pre-construction Management, and Construction Management.

STRADA is committed to providing each of our clients with comprehensive professional services, strengthened by our technical and management expertise. The combination of our architecture, engineering and construction experience allows us to effectively respond to the budget and technical needs of our clients, from the inception of the project through to the completion of construction.

Through developing a detailed plan & approach for every project, STRADA is committed to providing our clients with team leadership delivered with honesty, transparency and integrity.

Partner, Financial and Investment Area presso Bags Consulting Srl

March 2014 - April 2015 (1 year 2 months)

Green Energy and International Business development Consultant presso Westport Construction Inc.

July 2013 - December 2014 (1 year 6 months)

Financial and Business Development Consultant presso Allinweb AG

November 2012 - September 2013 (11 months)

Allinweb is a Swiss consulting and IT services company. Allinweb supports its customers to gain market leadership using the most important resource: the know how.

Allinweb believes in the successful blend among IT professionals and Finance expertise, in such a way to offer cutting-edge integrated solutions to its customers.

Futures Trader presso Amplify Trading

January 2012 - June 2012 (6 months)

#Amplify trading is a financial futures trading company that utilises years of successful trading experience to develop professional traders. Based in a prominent trading floor in Canary Wharf, London, we continue to develop profitable traders by providing cutting edge technology and support to ensure our traders, be they # novice or professional, can achieve their targets.

- Innovative approach to trading. Continually generated new trading strategies to exploit opportunities throughout futures products.
- Extensive economic understanding and proven track record of successful economic analysis for the purpose of investment decisions.
- Ability to make fast, confident decisions under pressure.
- Employment of analytical tools such as Fibonacci levels, stochastic, Elliot Wave, Rsi and market depth, gaining deeper understanding of market moves and enhancing decision making process.
- Strong numerical ability, adapting size and weighting in rapid response to changing market conditions.
- Full understanding of front and back office operations required to trade at professional level.

Financial and Business development - Energia Verde Srl presso Greentech Energy Systems A/S

November 2006 - July 2011 (4 years 9 months)

Energia Verde is a controlled company directly by Greentech Energy Systems A/S (Listed Danish company involved in development, management and construction of large renewable energy plants like Wind, solar and hydro). The company developed and operates a 21 Mw Windfarm located in the southern part of Italy (Cagliari, Sardinia).

- Analysis of energy market for energy and green certificates selling, hedging strategy, financial reporting on price and energy production using Scada software.

- In 2008 Directly involved in the structuring of a project financing with a German bank for the financing of a 21 Mw Wind Farm.

- In 2010 and 2011 I have worked on the development of the company. We have developed 30 Mw Solar project on the same area and also an extension of the previous Wind farm, adding other 24 Mw with a parent company.

Summer Analyst intern presso Korral Partners A/S

July 2008 - July 2008 (1 month)

Independent Merchant Banking operation focused on Scandinavia and UK, with additional activities across Europe and US. Member of the the independent Investment Banking network Concilio (www.concilionetwork.com). Sectors of particular interest include media and technology, renewables, real estate and medtech.

- Worked on a range of projects on corporate finance and private equity focus
- Industry and market analysis of the wind energy sector in United Kingdom
- Researched and presented acquisition targets for client companies in the healthcare market sector
- International acquisition targets for a large multinational software company

Competenze ed esperienze

Start-ups

Entrepreneurship

Venture Capital

Renewable Energy

Private Equity

Investments

Business Planning

Mergers & Acquisitions

Online Trading

Real Estate

Business Strategy

Solar Energy

Mergers

Project Finance

Solar

Electronic Trading Systems

Portfolio Management

Business Development

Strategy

Investment Banking

Corporate Finance
made in italy
internationalization
PR
Strategic consulting
Social media strategy
business incubator
Business funding
Management
Project Management
Finance
Leadership
Market Analysis
Strategic Planning
Consulting
Marketing
Marketing Strategy
Management Consulting
Public Relations
Social Media Marketing

Lingue

Italian	(Native or bilingual proficiency)
English	(Full professional proficiency)
French	(Limited working proficiency)

Formazione

Università degli Studi di Cagliari

Master, Business Management, 2008 - 2010

University of California, Los Angeles - The Anderson School of Management

Entrepreneurship, Entrepreneurship, 2009 - 2009

Università degli Studi di Cagliari

Bachelor of Business Administration (BBA), Economics, 2005 - 2008

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7 persone hanno segnalato Giovanni

"Mr. Sanna is a very professional partners. I am very pleased to work with him! Lorita"

— **Lorita Chen**, è stato/a consulente o collaboratore/trice a contratto di Giovanni

"I had the pleasure of working with Giovanni. He is a very skilled professional, always target-oriented, with the right spirit, proactive and highly focused on solving problems."

— **Domenico Pozzetti**, ha lavorato direttamente con Giovanni

"Giovanni is well educated, diligent and friendly and fit well withing the Korral team. He evaluated investment proposals and made recommendations for further analysis, project development and investment. Giovanni has a solid strategic outlook and awareness of interrelated events that impact investments."

— **Mike Kendon**, è stato superiore di Giovanni

"We had the pleasure of working with Giovanni during the summer of 2007. A real joy to work with where he provided research input, technical insight as well as a good knowledge of Italy and the Italian business environment."

— **Kjartan Rist**, è stato/a cliente di Giovanni

"Giovanni was a fantastic classmate. His inquisitive nature and ability to quickly learn and apply the lessons taught in class made him an ideal team member and a joy to work with. To this day, I am very impressed at the level of detail and hard work that Giovanni commits to any project that he takes on. He is a discerning thinker and a natural leader, and someone I can always trust to call upon for advice and an honest opinion on a variety of topics."

— **Rahul Nihalani**, ha studiato con Giovanni

"Givoanni was a student in the UCLA Anderson School of Management Summer Entrepreneurship Institute in 2009. I was the faculty director of that program. Giovanni was an exceptional student, very engaged in the class and made many contributions to the class discussion given his personal experience as an entrepreneur. He was a leader in his study group and an excellent team player. In 2011, I invited Giovanni as a guest

speaker in the 2011 Summer Entrepreneurship Program to discuss his experiences as an Entrepreneur in Italy. He was an engaging speaker who provided valuable insight to the students about how to succeed in your own business. It has been a pleasure to know Giovanni these last few years. He is an inspiring individual and a successful businessman."

— **Gonzalo Freixes**, ha insegnato Giovanni

"I had the pleasure of being in the same entrepreneurship program with Giovanni in the summer of 2009. A real pleasure to work with, Giovanni provided great insight in my group, allowing us to succeed with flying colors in the various MBA case studies we tackled together. His friendly and accommodating personality also helped enliven the entire class as a whole, which showcased his incredible networking abilities."

— **Truman Lam**, ha studiato con Giovanni

[Contatta Giovanni su LinkedIn](#)