

Andriy Podolskyy - Curriculum Vitae

B2B Export Sales & Business Development Italy · Ukraine · Europe
Italian Commercial Agent · P.IVA 02394370429 · Senigallia (AN), Italy
✉ ap@andriy-podolskyy.com | andriy-podolskyy.com | [LinkedIn](#)



Professional Profile

B2B sales and export business development professional based in Italy, with 15+ years of experience in international commercial relations, market development and cross-border partnerships. I work with industrial, HoReCa, food-service, beverage and beer companies, helping them identify qualified opportunities, build distributor and client networks, and manage commercial negotiations across Italy, Ukraine and wider European markets.

My profile combines commercial agency experience, practical understanding of industrial equipment, multilingual negotiation in four languages and the ability to connect suppliers, distributors, investors and end clients in complex multicultural contexts.

Professional Experience

Export Sales Consultant

BKR – Modular Furnishings | Italy | *Consulting mandate · P.IVA* | 2024 – 2025

- International business development for modular furnishing solutions for restaurants, food-retail chains and HoReCa operators.
- Identified prospects, managed commercial communication, supported negotiations and participated in trade fair activities.
- Positioned the company toward international distributors, key clients and project-based opportunities.

Independent Commercial Agent & Business Development Consultant

Self-employed | Italy | *P.IVA 02394370429* | 2008 – Present

- Worked with multiple companies across HoReCa, food-service, beverage, industrial equipment and related sectors, supporting sales development, partner search and international commercial communication.
- Developed opportunities for Italian and European companies in foreign markets, with focus on Ukraine, Italy and wider Europe.
- Managed B2B outreach, lead qualification, partner search, trade fair follow-up, client meetings, commercial proposals and negotiation support.
- Acted as a bridge between manufacturers, distributors, end clients and technical teams in multilingual and multicultural contexts.

Project Director – Brewery Setup & Launch

Evivamak Brewery | Italy | 2014 – 2015

- Led the full development and launch of a craft brewery in Italy, from concept to operational stage.
- Coordinated company registration, legal setup, production site identification, equipment sourcing, procurement and installation.
- Managed licensing and regulatory approval with Italian authorities, suppliers and contractors.
- **Successfully brought the brewery to operational status and first production.**

Export Manager

Best Cold s.r.l. | Talacchio, Italy | 2010 – 2011

- Export sales for refrigerated showcases and furnishing solutions for bars, gelaterias, cafés and food-service operators.
- Developed international clients and provided commercial and after-sales support for food-service projects.
- Contributed to the launch of a new gelateria chain for an international client.

Area Export Manager

Bocchini S.p.A. | Monsano, Italy | 2004 – 2010

- Managed international sales of complete and modular furnishings for bars, pastry shops, gelaterias and HoReCa environments.
- Developed official dealer networks in foreign markets and managed long-term client relationships and project follow-up.
- Participated in international trade fairs; collaborated with designers and architects on turnkey hospitality projects.
- **Achieved 100% sales growth in a newly assigned international territory.**

Banquets Department

Hyatt Regency Dead Sea Resort & Spa | Israel | 1999 – 2001

- Food & beverage service in the banquets department of a luxury international resort.
- Recognised as Employee of the Month for service quality, reliability and teamwork.

Education

- **Bachelor's Degree in Agrarian Economics**
Odesa Agricultural Institute, Ukraine | 1995
- **Higher Technical Certificate – Business Information Systems**
ITIS Merloni, Fabriano, Italy | 2004

Languages

- **Ukrainian** – Native
- **Italian** – Fluent
- **English** – Professional working proficiency
- **Russian** – Fluent

Core Expertise

Export sales · Business development · Commercial agency · Market entry · Distributor search · B2B negotiation · HoReCa & Foodservice · Beer & Beverage · Industrial equipment · Cross-cultural sales · Trade fairs · Partner development · Project coordination · Technical and commercial translation · Client relationship management

Tools & Technology

CRM & web-based tools · Microsoft Office Suite · Canva · AI tools · WordPress · SEO basics · macOS

Certifications

EU Driving License (Class B) · Yachtmaster Offshore Certificate

Civic & International Engagement

President – Insieme Per Ucraina – IPU (ODV)

Leading humanitarian, cultural and civic initiatives in support of Ukraine. Active in institutional dialogue, public communication and community coordination in Italy.

Treasurer & Co-founder – NAU – Network Associazioni per l'Ucraina

National network connecting Ukrainian and Italian organizations for coordinated representation and action. Strengthens experience in leadership, fundraising and international relationship-building.

Professional Positioning

Available for selected B2B collaborations, export sales projects and business development assignments between Italy, Ukraine and Europe. Particularly effective where companies need a trusted bridge between Italian or European suppliers and Ukrainian or Eastern European markets.

andriy-podolskyy.com · ap@andriy-podolskyy.com · +39 347 619 1721

I authorise the processing of personal data in accordance with Regulation (EU) 2016/679 (GDPR). References available upon request.