



# JOSH FUNARO

FOUNDER & CEO | INTERNATIONAL BUSINESS STRATEGIST

## PROFESSIONAL JOURNEY

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### PROFILE

Accomplished executive with over 30 years of vast professional and personal experience, leveraging a unique blend of business acumen and human insight. At 55 years old, I bring extensive international expertise in business development, operations, and marketing strategy. Proven track record in leading teams to achieve strategic goals across diverse sectors including telecommunications, renewable energy, and real estate. Skilled in high-stakes negotiations, cross-cultural leadership, and managing complex business transformations. Active member of the **International Trade Council's AI Business Council and Capitalimprese**, the Italian Association of Industrial Enterprises.

### CONTACT

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**Website**

1402celsius.com  
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### Capitalimprese

*Head of International Business | 2022 – Present*

- Leads international business development for **Capitalimprese**, representing over 70,000 associates, with a mission to foster growth and innovation among Italy's small and medium-sized enterprises (SMEs).
- Spearheaded the collaboration with the **ADAMftd** project, opening new opportunities for members to access international markets and expand their businesses.
- Implemented a streamlined process for member sign-ups, ensuring efficient platform access through a custom link, and overseeing the integration of innovative solutions for growth.
- Actively drives partnerships and resources aimed at supporting SMEs in navigating global business opportunities, enhancing their competitiveness on the international stage.

### 1402 Celsius Ltd

*Founder & CEO | 2008 – Present*

- Built and led a successful trading and procurement company with operations in Spain, the UK, and Bulgaria, driving significant growth and market presence.
- Led market entry strategies for Ukrainian agricultural products into the EU, achieving over €10M in trading volumes despite geopolitical challenges.
- Acquired and integrated **Funaro & Partners SL** and **Sitges Media Factory SL**, enhancing business development, marketing, and operational efficiency.
- Managed consultancy projects across Europe, delivering strong results in marketing, business planning, and systems integration during the **Funaro & Partners SL** period.
- Transformed **Sitges Media Factory**, driving a 30% growth in revenue within a year through strategic changes to its business model and marketing.
- Directed operations at **BLUEMAR FERRIES SL** (2016-2017), improving profitability and operational performance.
- Currently leading **Mari e Trulli International S.R.L.** (2023-Present), transforming historic properties into luxury accommodations and fostering local partnerships.

### Euphony Ltd

*Chief Commercial Officer | 2007 – 2008*

- Managed marketing strategy for six countries, achieving a combined P&L target of over €200M.

### Tele2 UK

*Chief Operating Officer, Prepaid services | 2002 – 2007*

- Grew prepaid group sales from €70M to €120M and increased EBITDA to €5M within three years.

### Dynegy Europe Communication

*European Sales Director & Managing Director | Negotiated over \$15M in fibre optics investments and \$30M+ in long-term bandwidth deals across Southern*

Europe. As GM of the Italian subsidiary I led business expansion in trading gas and electricity, establishing Dynegy as a key player in the Italian market.

#### **Telegroup Italia Srl**

**Country Manager** | Managed 1,000 independent agents with \$100M in sales, securing market growth and direct interconnect agreements.

#### **AT&T Communications (UK) Ltd**

**Business Development Manager, Wholesale** | Expanded AT&T's wholesale telecommunications services, leading business development initiatives across the UK.

#### **C&W Mercury Communications**

**International Marketing Executive** Developed and executed international marketing strategies, enhancing market share and brand recognition.

#### **Olivetti**

**IT Consultant** | Provided IT consulting services, facilitating technology integration in telecommunications.

### **EDUCATION**

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#### **School of Management, London**

**Executive Education & Professional Development** | 2012 – 2018

- Completed a series of advanced courses including:
  - *Corporate Finance & Strategic Investment*: In-depth understanding of financial analysis, investment strategies, and corporate finance.
  - *Sales & Marketing Management*: Techniques for strategic market positioning, brand development, and sales optimization.
  - *Operations & Supply Chain Management*: Best practices in optimizing operational efficiency, logistics, and supply chain performance.
  - *Legal & Regulatory Frameworks*: Comprehensive knowledge of legal issues affecting business operations, mergers and acquisitions, and compliance.
  - *Leadership & Organizational Behavior*: Leadership theories and practices, team dynamics, and change management.
  - *Cross-Cultural Management & Negotiation*: Effective strategies for managing and negotiating in multicultural and diverse business environments.
  - *Human Resources & Organizational Development*: Strategies for talent management, organizational growth, and HR practices.

#### **Institute of Technology, Milan, Italy**

**Italian High National Diploma in IT & Telecommunications** | 1985 – 1989

### **SKILLS**

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