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Alessandro Faorlin

Associate

Alessandro Faorlin brings extensive experience as a Lean Champion, coaching executives, and teams to successfully transform their organizations through process improvements. For over 10 years, he has implemented countless Lean Transformation projects, providing expert counsel to executives in production, logistics, manufacturing and healthcare sectors.

Concurrent to his Account Relationship Leader role with Auxiell, srl., a consultancy based in Italy, Alessandro's partnership with ValueSelling Associates allows him to deliver the ValueSelling Framework® as a pragmatic approach to drive effective sales results. ValueSelling's methodology complements his clear objective to help clients strategically enhance performance and become a beacon of light in any industry. He is certified to facilitate ValueSelling in English and Italian.

Alessandro began his professional career in technical sales at the age of 20, while simultaneously starting his first company. Subsequently, he held various management roles for Irsap-Rhoss, a leader in the heating and air conditioning sector. Alessandro gained significant experience in marketing, sales, and management while leading operations in design, manufacturing, and installation of environmental solutions, including chillers, heat pumps, air handling units, radiant heating, throughout Europe.

He is a member of several organizations including CUOA Master in Lean Management, INFOR-ELEA Lean Academy, and Lean Experience Factory, and holds Project Management certification at ISIPM. In his free time, he soars in the world of flying: dynamic model aircraft, microlight flight and parachuting.

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