



## Personal Profile



**Carlo Pagan**

*Italy*

Vice-President, Marketing

Former Chairman

Federgioco

- CHAIRMAN VERVE (2012-2017): joint venture CASINÒ CAMPIONE D'ITALIA/ GAMENET in a retail gaming project
- CHIEF EXECUTIVE OFFICER CASINÒ CAMPIONE D'ITALIA (2010-2017): best market share into the Italian market place for the company/ leadership as sole location casino
- CHIEF EXECUTIVE OFFICER CASINÒ VENEZIA (2005-2010): best market share ever into the Italian market place
- CHIEF OPERATIVE OFFICER SIME (2000-2004): company internationalization
- CHIEF OPERATIVE OFFICER BRANDT-MOULINEX (1998-1999): re-launch brand Ocean
- INTERNATIONAL MARKETING DIRECTOR INDESIT COMPANY (1995-1998): launch of Ariston /Indesit into the Russian Federation market place
- MARKETING DIRECTOR ELECTROLUX (1992-1995): product innovation
- MARKETING DIRECTOR PANIERE VENETO (1991-1992): company start up
- MARKETING MANAGER STOCK ITALY (1990-1991): product innovation
- SALES AREA MANAGER DE LONGHI ITALY (1988-1989): sales management of a team

- MARKETING PROFESSOR UNIVERSITY OF TRENTO (2015 -PRESENT)
- INTERNATIONAL MARKETING PROFESSOR UNIVERSITY OF VENICE – CA'FOSCARI (2017-PRESENT)
- BUSINESS MANAGEMENT & MARKETING PROFESSOR UNIVERSITY of VENICE (CA' FOSCARI) (2007-2013)
- PROFESSOR MBA in MANAGEMENT of CULTURAL ASSETS and ACTIVITIES (MaBAC) – joint project of ECOLE SUPERIORE de COMMERCE de PARIS/ UNIVERSITY of VENICE (CA' FOSCARI) (2014-present)
- SPEAKER IN SEVERAL TRAINING COURSES (i.e University of Nevada in Europe, CUOA, University of Moscow, University of Astrachan)

- EXECUTIVE MASTER PROGRAMME UNIVERSITY of RENO – NEVADA (2008)
- EXECUTIVE MASTER PROGRAMME UNIVERSITY "BOCCONI" – MILAN (1992)
- MASTER CUOA – VICENZA (1988)
- LAW DEGREE – UNIVERSITY of BOLOGNA (1987)

- MEMBER of BOARD OF DIRECTORS EUROPEAN CASINO ASSOCIATION (2011-present)
- ECA VICE-PRESIDENT FOR MARKETING (2015 – present)
- CHAIRMAN FEDERGIOCO ITALY (2012 and 2016)

**European Casino Association**

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