



Riccardo Pavanato

Associate

As a consultant and project team lead, Riccardo guides corporate leaders throughout Italy and globally in applying the lean system principles, techniques, methods, and tools. He has significantly transformed operational areas, such as Development, Process Reengineering, Supply Chain Management, Industrialisation, Project Management, HR training, and Industrial Investment Assessment by avoiding the “tried and true” and instead forging new ground that creates measurable results.

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Riccardo is a Partner and CEO of Auxiell, a consultancy dedicated to transforming companies into exceptional organizations in every way using a systematic approach. Through the lean approach, Riccardo has seen companies increase customer service and response time, reduce energy costs, and streamline production time from weeks to hours. His partnership with ValueSelling Associates enables him to apply the same lean principles to the sales process in 3 different languages. He is certified to facilitate in English, Spanish and Italian.

Although Riccardo has not followed a traditional sales career, he has successfully sold millions of euros of business-to-business services, one of the most difficult “products” to sell. He shares his real-world experience and process-oriented sales approach as a guest lecturer at renown institutions and business schools in Italy, including CUOA Business School, INFOR Business Academy and the Lean Experience Factory of Pordenone. He is also a professional speaker at international conferences held in Italy and around the world.

Riccardo graduated with a degree in engineering from the University of Padua, and is a certified industrial engineer registered at the Engineers College of Venice, Italy.

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In qualità di coordinatore di team e progetti, Riccardo opera in realtà industriali italiane ed estere applicando principi, tecniche, metodi e strumenti del lean system. Ha trasformato in modo significativo aree operative quali Development, Process Reengineering, Supply Chain Management, Industrialisation, Project Management, HR training, and Industrial Investment Assessment forgiando un nuovo terreno capace di creare risultati misurabili attraverso un approccio sistematico.

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Riccardo è Partner & CEO di auxiell, una società di consulenza dedicata a trasformare imprese ed organizzazioni in lean organization eccellenti in tutti i processi applicando principi, tecniche e metodi, strumenti del lean system. Attraverso l'approccio lean, Riccardo ha visto le aziende migliorare il servizio clienti e il tempo di risposta, ridurre i costi e il tempo di produzione da settimane a ore. La sua collaborazione con ValueSelling Associates gli consente di applicare gli stessi principi lean al processo di vendita.

Anche se Riccardo non ha seguito una carriera tradizionale di vendita, ha venduto con successo milioni di euro di servizi business-to-business, uno dei "prodotti" più difficili da vendere. Egli condivide la sua esperienza nel genba e l'approccio di vendita orientato ai processi essendo spesso invitato come relatore a conferenze internazionali, in Italia e in tutto il mondo, presso rinomate istituzioni quali CUOA Business School, INFOR Business Academy, Bologna Business School, ADERIAC Messico, ecc.

Laureato in Ingegneria Gestionale presso l'Università degli Studi di Padova, è anche iscritto all'Albo degli Ingegneri della Provincia di Venezia.

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En calidad de coordinador de equipos y proyectos, Riccardo trabaja en empresas industriales italianas y extranjeras aplicando principios, técnicas, métodos y herramientas del sistema lean. Ha transformado de manera significativa áreas operativas tales como Desarrollo, Reingeniería de procesos, Gestión de la cadena de suministro, Industrialización, Gestión de proyectos, Formación de recursos humanos y Evaluación de inversiones industriales, forjando un nuevo camino para crear resultados mensurables a través de un enfoque sistémico.

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Riccardo es Partner y CEO de auxiell, una empresa de consultoría dedicada a la transformación de empresas y organismos en organizaciones lean excelentes en todos los procesos, aplicando principios, técnicas y métodos y herramientas del sistema lean. A través del enfoque lean, Riccardo ha visto que las empresas han mejorado el servicio al cliente y el tiempo de respuesta, reducido los costes y el tiempo de producción de semanas a horas. Su colaboración con ValueSelling Associates le permite aplicar los mismos principios lean para el proceso de venta.

Aunque Riccardo no haya seguido una carrera de ventas tradicional, ha vendido con éxito millones de euros de servicios business-to-business, uno de los "productos" más difíciles de vender. Él comparte su experiencia en el genba y el enfoque de venta orientado a los procesos, siendo invitado a menudo como ponente en conferencias internacionales, en Italia y en todo el mundo, en instituciones importantes como CUOA Business School, INFOR Business Academy, Bologna Business School, ADERIAC México, etc.

Graduado en Ingeniería de Gestión en la Universidad de Padua, también está inscrito en el Colegio de Ingenieros de la Provincia de Venecia.

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