

# Massimiliano de Feo

Roma, Italy

+39 3488531067

Personal Details: born 1972 • Italian • Male • Married



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## Senior Legal Manager – Business Lawyer

I am a more than 20 years experienced in-house lawyer acting as a legal risk manager, my mission is to identify and legally minimize all the risks associated with corporate deals in hi-complexity frameworks aiming at a successful business.

Highly analytical and detail-oriented professional with extensive experience in legal and corporate operations management across the regulated and retail/wholesale sectors. Skilled in overseeing legal affairs, uncovering/mitigating risks related to corporate deals and identifying/resolving critical legal issues. Knowledgeable in laws, court procedures, government regulations and agency rules. Excellent communicator with remarkable efficiency in understanding and meeting legal and corporate requirements; build and maintain robust relationships at all corporate levels.

### SOFT SKILLS:

- resiliency
- lateral thinking
- team building
- empathic leadership
- entrepreneurship
- maximum ethical/confidentiality commitment

### HARD SKILLS:

- ability to identify business oriented priorities
- knowledge of complex corporate and business processes
- excellent drafting and negotiation skills
- experienced in selecting and managing advisors and consultants
- habit of operating under pressure and in the presence of critical issues – very hard worker

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## Professional Experience

Acea SpA, Roma, Italy – listed at Euronext Milan

### **Business Law Senior Manager (2010 – current) - Business Law Counsel (2004-2010)**

- Directly reporting to the Group General Counsel, I supervise 5 lawyers whose task is to setting up, drafting and negotiating from conception to completion, for all the ~ 100 group's companies, under time and budget:
  - the extraordinary corporate deals (M&A, Joint Venture, shareholders' agreements)
  - the financing transactions (debt capital market, intra-group loans, factoring and securitization, issuance of bonds and notes according to EMIR Directive)
  - the commercial contractual activities in Italy and abroad (sales, real estate, supply, renewable energy)
  - the intellectual property-involved transactions (patents, copyright, license) and all the corporate innovation projects (blockchain, smart contracts)
  - the corporate duties related thereto (BoD/Shareholders' meeting/internal committees calls, resolutions and minutes; PoA; press releases)
- I am deeply skilled in:
  - complex M&A transactions, also cross-border, involving financial and governmental entities
  - financial aspects of the legal deals (accounting principles)
  - antitrust rules for commercial deals and merger control
- Last deals mentioned me on the social media:
  - <https://inhousecommunity.it/acea-lacquisto-quota-meg/>
  - <https://inhousecommunity.it/acea-suez-partnership-digitalizzazione-sistema-idrico/>

- <https://inhousecommunity.it/gas-naturale-gli-in-house-nella-concessione-del-servizio-di-distribuzione-per-157mila-utenti/>
- <https://inhousecommunity.it/ok-della-commissione-ue-alla-jv-suez-acea-gli-in-house/>
- <https://inhousecommunity.it/acea-acquisisce-il-70-di-tecnoservizi-i-legali/>
- <https://legalcommunity.it/legance-con-acea-per-il-project-finance-del-termovalorizzatore-a-roma/>

Ernst & Young Studio Legale - Enel Trade SpA

**Junior Legal Counsel (1999 - 2004)**

Milano Assicurazioni

**Sales Agent (1996-1999)**

### **Education, Credentials & Publications**

<b>Post-Degree Master</b>	Law and Management of the Public Services   LUMSA University – Roma
<b>Law Degree</b>	la Sapienza University – Roma “ <i>Giurisprudenza</i> ” - 103/110
<b>High-School</b>	Liceo Classico Orazio – Roma – 50/60
<b>Languages</b>	Italian (Native)   English (C2)   Spanish (A1)
<b>Technical proficiencies</b>	Office Applications and SAP Environment
<b>Academics:</b>	<i>“Liability involved in the operation of the Vessel Traffic Service” (Profili di responsabilità nell’esercizio del Vessel Traffic Service) the Italian Institute for maritime law studies, Cagliari, 2002.</i>