

# Guido Gazzola

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Languages: IT | EN | FR



Global strategic business development executive with Rail&Logistics focus

International general management | AI-enabled business transformation | Strategic partnerships

## EXECUTIVE PROFILE

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- Senior executive with over 25 years of experience spanning rail freight, wagon leasing, intermodal and bulk asset management and business development, and international market expansion across Europe.
- Combines general management and P&L leadership with strategic partnerships, commercial development, AI-enabled business process enhancement, and KPI-driven performance improvement.
- Recognized industry representative with long-standing mandates in UIP, ASSOFERR, and Confrtrasporto, bridging corporate strategy. Brings together sector credibility, institutional dialogue, and cross-market stakeholder management to support growth, innovation, and long-term value creation.
- Author of the book '*Il limite dell'automazione*', with a strong interest in the strategic implications of artificial intelligence for industrial businesses and society.

## PROFESSIONAL EXPERIENCE

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### Senior Director, Global Strategic Business Development | VTG Europe

*Feb 2026 – Present*

- Leads global strategic business development initiatives with a focus on growth, market positioning, long-term value creation, and the application of AI to business development and commercial decision-making across international rail freight and logistics activities.
- Develops and implements strategies to increase market share and strengthen the company's competitive positioning in target markets.
- Identifies and establishes strategic partnerships to expand the company's service offering, including modular, AI-enabled, and value-added solutions.
- Manages relationships with key market players and industry leaders, while promoting the use of AI to enhance business processes, strategic development, and market responsiveness.

### Senior Director, Asset Segment Dry (Intermodal + Bulk) | VTG Europe

*Aug 2024 – Feb 2026*

- Led the Asset Segment Dry business across Intermodal and Bulk activities, with responsibility for fleet strategy, asset allocation, commercial steering, and performance optimization at European level.
- Directed budget, forecast, Capex prioritization, and KPI management to improve utilization, profitability, and portfolio quality across the dry wagon segments.
- Worked closely with market, sales, and operations teams to align fleet deployment with customer demand, market opportunities, and long-term asset strategy.
- Merge team Bulk and team Intermodal, leading the transformation of the biggest private conventional fleet in Europe (36.000+ wagons)

### Managing Director, Italian Branches | VTG Rail Europe GmbH / VTG Rail Logistics GmbH

*Jan 2016 – Aug 2024 | Italy*

- Held full management responsibility for the Italian market, including legal representation, sales, P&L, budgeting, forecasting, and risk management.
- Led a team of 30+ professionals across wagon leasing and rail logistics activities.
- Delivered revenue growth above EUR 40m while improving intermodal performance, commercial efficiency, and organizational cohesion.

#### **General Manager / Area Manager Italy | VTG Italia S.r.l.**

*Oct 2014 – Dec 2015*

- Managed all area responsibilities with direct accountability for sales, profit and loss, budget, forecast, and legal representation.
- Supported the integration and strengthening of VTG presence in the Italian rail freight market.

#### **Area Manager Italy | VTG Italia S.r.l.**

*Mar 2011 – Sep 2014*

- Oversaw commercial and operational activities for the Italian market, reporting to cluster management.
- Drove Italian market development, customer management, and business development in rail freight and wagon leasing.

#### **CEO / Managing Director & Shareholder | SOGETANK S.p.A.**

*Jul 2006 – Feb 2011*

- Managed the full business with responsibility for strategy, investment, commercial expansion, and corporate performance.
- Expanded activities into Germany, the Czech Republic, and Austria, supporting a clear growth trend in turnover and P&L.
- Successfully managed the sale of the business to VTG Aktiengesellschaft.

#### **Sales Manager | SOGETANK S.p.A.**

*Jan 2004 – Jun 2006*

- Led commercial development and marketing activities.

#### **IT Developer / Head of IT & Network Security | SOGETANK S.p.A.**

*Dec 1999 – Dec 2003*

- Built internal IT capabilities, database solutions, and network security systems.

#### **CEO / Managing Director & Shareholder | Loginformatica S.r.l.**

*Jan 2004 – Dec 2007*

- Developed software, web applications, database integration, and network security solutions for corporate clients.

### **INDUSTRY & ASSOCIATION LEADERSHIP**

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#### **Executive Board Member | UIP – International Union of Wagon Keepers**

*Feb 2013 – Present*

- Represents wagon keepers at EU level and engages with key rail freight stakeholders across Europe on market, technical, and regulatory matters.

#### **Vice President | Confraspporto**

*Sep 2022 – Present*

- Represents cargo and logistics interests in institutional and industry discussions at national level.

#### **President | ASSOFERR**

*Jun 2015 – Jun 2019*

- Led stakeholder relations in the Italian railway cargo sector and promoted initiatives such as the Forum di Pietrarsa.

#### **Vice President & Wagon Keeper Category Representative | ASSOFERR**

*Jun 2010 – Jun 2015; Jun 2019 – Present*

- Maintains ongoing relations with the Ministry of Transport, railway undertakings, and safety authorities.
- Public association sources continue to reference him among the vice-presidential roles within ASSOFERR and Confrtrasporto.

#### **Vice President | CONFETRA**

*May 2016 – Jun 2019*

- Contributed to national transport and logistics policy dialogue with institutional stakeholders.

### **EDUCATION**

- Economics and Business, University of Genoa | 1993 – 2000
- Liceo Classico Statale “G. Mazzini”, Genoa | High School Diploma | 1988 – 1993

### **PUBLICATIONS & THOUGHT LEADERSHIP**

- Author - 'Il limite dell'automazione' (published on Google Books).
- Focus areas: artificial intelligence, economic environment, automation limits, and the social implications of digital transformation.

### **CORE COMPETENCIES**

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|-------------------------------------|-----------------------------|-------------------------------------|
| General management & P&L            | Global business development | Rail freight & wagon leasing        |
| Asset strategy & portfolio steering | Strategic partnerships      | Institutional stakeholder relations |

### **TECHNICAL & LANGUAGE SKILLS**

- IT proficiency: databases, automation, AI-enabled workflows, Microsoft Office, web applications, and business systems.
- Languages: Italian (native), English (professional working proficiency), French (professional working proficiency).

### **SELECTED EXECUTIVE AND TRANSFORMATION HIGHLIGHTS**

- Held full responsibility for the Italian market at VTG, leading 30+ professionals across wagon leasing and rail logistics activities and supporting revenue growth above EUR 40m.
- Advanced from country leadership to European asset segment leadership and then to a global strategic business development role, combining commercial growth, portfolio steering, and strategic execution.
- Directed the Dry Asset Segment across Intermodal and Bulk, develops market expansion initiatives, strategic partnerships, and AI-enabled approaches to improve business processes, commercial responsiveness, and long-term value creation.
- Managed complex rail and logistics activities across intermodal and bulk segments, aligning assets, market demand, utilization, and profitability across multiple stakeholders and geographies.
- Represents the sector in national and European forums through leadership roles in UIP, ASSOFERR, and Confrtrasporto, strengthening institutional dialogue and industry positioning.