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# LORENZO MARIANI

MBDA Executive Group Director Sales & Business Development  
and Managing Director MBDA Italia



## Current Assignment

Since 1<sup>st</sup> April 2025 Lorenzo Mariani is MBDA Executive Group Director Sales & Business Development and Managing Director of MBDA Italia. In his MBDA Group role, he leads an integrated multinational team responsible for generating the order intake to sustain MBDA's long-term performance and for the development of the most effective solutions to meet current and future operational requirements. In his national role, besides being the legal representative of the Group in Italy, he ensures smooth and effective relations with the Italian customers and end-users, as well as with the industrial community, and has the responsibility for the company operations in Italy

## Education

1990 Degree with honours in Electronic Engineering  
1991 Served as an Officer of the Italian Navy

## Previous Assignment

1992	Radar Systems Analyst, Design engineer of Multifunction Naval Radar and On Board Integrator at Alenia Difesa
1997	Sales Manager for South America at Alenia Difesa
1998	Sales Manager for Europe/NATO in the Land Systems Division at Alenia Marconi Systems
2002	Head Product Strategy at MBDA
2005	Strategic Planning and Technology Director at SELEX Sistemi Integrati
2007	Engineering Director at SELEX Sistemi Integrati
2010	Deputy Chief Operating Officer at SELEX Sistemi Integrati
2011	Chief Operating Officer at SELEX Sistemi Integrati
2013	Managing Director of the Land & Naval Defence Electronics Division at SELEX ES
2016	Managing Director of the Land & Naval Defence Electronics Division at Leonardo
2017	Chief Commercial Officer at Leonardo
2018	Chief Commercial Officer at Leonardo and Chief Executive Officer at Leonardo International
2020	Executive Group Director Sales & Business Development at MBDA and Managing Director MBDA Italia
2023	Co-General Manager and Director of Business Operations at Leonardo



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