

# DAVIDE MONTALDO BAKER

Head of Global Market Segment Management Energy

## Senior Energy & Industrial Connectivity Executive

Strategic growth, electrification, automation, industrial connectivity and energy-transition partnerships across international and MEA markets.

**Professional positioning:** technical credibility, product and portfolio direction, customer and application insight, standards awareness, market development and cross-functional execution.



### EXECUTIVE SUMMARY

Energy and Industrial Connectivity leader with 35+ years across technical-commercial roles, product lifecycle management, certification and standards environments, global portfolio strategy, key-account cooperation, market development and senior stakeholder alignment. Current global Energy segment responsibility at HARTING Technology Group, supported by long-term Weidmuller strategic portfolio ownership, Cabur product and standards depth, and Lavazza international technical-commercial training experience.

<b>Current mandate</b> Global Energy segment responsibility at HARTING Technology Group, inside a public company context reporting approximately EUR 1.1bn sales in FY 2024/2025.	<b>Portfolio scale</b> Weidmuller portfolio strategy and roadmap responsibility with turnover worth hundreds of millions of euros, in a Group that crossed the EUR 1bn turnover mark.
<b>Product and standards depth</b> Cabur chapter includes product lines with tens of millions of euros in yearly turnover, ATEX and IECEx responsibility, and 20 years of certification experience.	<b>Market impact</b> UK sales doubled in one year, Oil & Gas accounts exceeded the million-euro threshold, and training averaged 20 courses per year in multiple languages.

### CORE OPERATING VALUE

<b>Segment Strategy &amp; Growth</b> Energy, renewables, oil & gas, transportation, rail, industrial automation and industrial connectivity translated into market focus and growth logic.	<b>Portfolio &amp; Lifecycle Direction</b> Roadmaps, product lifecycle, certification constraints, pricing, contribution-margin awareness and product-value priorities read together.
<b>Customer, Application &amp; Key Accounts</b> Customer needs, installation contexts and application problems converted into product understanding, relevance and action.	<b>Standards, Compliance &amp; Industrial Trust</b> ATEX, IECEx, IEC, UL, CSA, LR, RINA, CEI, DKE and safety-critical certification environments handled with technical and business awareness.
<b>Cross-Functional Execution</b> Engineering, product management, sales, marketing, operations, suppliers and customer-facing stakeholders aligned around practical market priorities.	<b>International Communication</b> English-Italian polyglot profile, with German, French and Spanish used across international industrial and business contexts.

## PROFESSIONAL EXPERIENCE

### December 2024 to Present

Head of Global Market Segment Management Energy

#### HARTING Technology Group

- Current global Energy segment responsibility focused on sustainable market strategy, growth areas, cross-divisional collaboration, solution and service offering, key-account cooperation and official representation in relevant committees and organisations.
- Development and implementation of sustainable global market strategy, additional growth areas and tailored go-to-market approaches.
- Leadership of a global team of Industry Segment Managers, direct and indirect, with collaboration beyond departments and geographical regions.
- Cooperation with Key Account Management to improve in-house share and market/application-specific communication measures.

### December 2012 to November 2024

#### Senior Global Strategic Product Manager

##### Weidmuller Interface GmbH & Co. KG

- Design, development and responsibility for product portfolio strategy and roadmap with turnover worth hundreds of millions of euros.
- Global responsibility for industry-specific roadmaps involving Global Key Account and Industry Management.
- Cross-divisional mid-spec product guideline adopted at corporate level, with portfolio filling and extension projects across functions and countries.
- Lifecycle management of mature product lines, including global pricing structure, discontinuation processes and packages for distribution and direct customers.
- Business cases, planning horizons and rollout of flagship new product development projects with multi-million euro turnover potential.

### February 1992 to November 2012, standards activity continuing from December 2014 onwards

#### Product Manager, Certification Project Manager and Standards Expert

##### Cabur S.r.l.

- Product lifecycle management, certification, standards, customer training, international sales support and market development in electrical connectivity sectors.
- Management of cash-cow and core product lines, with direct responsibility for tens of millions of euros in yearly turnover.
- Pivot role between engineering, commercial department and ownership to optimise capital expenditure and product direction.
- Customer servicing, sales-force training and product presentations worldwide, with courses held in Italian, English, French and Spanish.
- UK sales doubled in one year; Oil & Gas accounts involving ATEX and IECEx products exceeded the million-euro yearly threshold.
- Twenty years of product certification experience across IEC, UL, CSA, LR, RINA and specific sectors including geothermal and nuclear power plants.

### April 1991 to February 1992

#### Technical and Commercial Consultant

##### Lavazza S.p.A., Coffee Training Centre, Turin

- Technical and commercial consulting, training and updating courses for Italian and foreign salespeople and customers.
- Support to Italian and foreign sales networks in the catering sector, especially Northern Italy, the UK and European markets.
- Activity in fairs, exhibitions, competitions, professional meetings and new-blend introduction processes.

## EDUCATION AND QUALIFICATIONS

<b>2010-2014</b>	<b>Warwick Business School</b> Executive MBA, Merit level, with several Distinction-level modules, including Innovation Management linked to the Mannheim Business School exchange.
<b>2008</b>	<b>University of Genoa</b> MA in Political Sciences, Politics and Economics, 110 cum laude. Thesis/research on the copper market with publication right.
<b>1987</b>	<b>I.T.I.S. G. Ferraris, Savona</b> HND / Technical Surveyor Diploma in Electrotechnics. Current institutional reference: ISS / ITIS Ferraris-Pancaldo.
<b>Earlier</b>	<b>Early engineering studies</b> Technical-academic foundation that complements later field-proven work in industrial products, compliance environments and energy applications.

## STANDARDS, ASSOCIATIONS AND TECHNICAL ENVIRONMENTS

ATEX, IECEX, IEC, UL, CSA, LR, RINA, CEI and DKE standardisation/certification contexts. Energy associations and industrial ecosystem references include EIC and GWEC. The value is practical: safety, certification, reliability and market-access trust are part of the commercial and product conversation.

## SELECTED PUBLIC AND PROFESSIONAL EVIDENCE

- HARTING Energy product communication and Hannover Messe industry visibility in battery systems and energy-storage contexts.
- Product and application communication for professional readers, with technical substance behind public-facing explanation.
- Training background across Lavazza, Cabur, Weidmuller and HARTING, connecting product reality, commercial relevance and international stakeholder communication.
- Professional inquiries should be routed through the website contact form.

This executive CV is designed as a concise, downloadable summary. The website contains the wider evidence layer, including corporate references, education context, standards environments, media evidence and visual proof assets.