



Marco Trobbiani

Director, Trade Finance

Marco Trobbiani is a Director at Banca Zarattini & Co., where he joined in 2018 with responsibility for the Trade Finance Division.

He brings more than forty years of banking experience gained at leading financial institutions in Lugano and Geneva.

Throughout his career, he has developed extensive expertise in structuring international trade transactions.

He specializes in documentary credits, international guarantees, and credit risk management in complex cross-border environments.

At Banca Zarattini & Co., he contributed to the creation and development of the Trade Finance Department, defining its operating framework and growth strategies.

He previously held senior positions at institutions including BSI (now EFG), Banque Cramer & Cie, Banca Commerciale Lugano, Banque de Commerce et de Placements, and BNP (Suisse).

Throughout his career, he has managed relationships with international corporate clients and developed an extensive network of correspondent banks.

He has served as a speaker at training programs and industry events, particularly on topics related to risk mitigation and documentary trade instruments.

He has completed specialized programs in Trade Finance and international trade in cooperation with the International Chamber of Commerce (ICC), Paris.