

Built on Structure, Powered by People

Eurocom Looks to Europe

From in-house logistics to long-standing brand relationships, CEO Giacomo Benedettini shares how Eurocom's strength lies in structure - and the people behind it.

With over 40 years of experience in consumer electronics, Eurocom DLE S.p.A has grown from a local cooperative into one of Italy's most structured and trusted B2B distributors. From white goods and mobile phones to small appliances and accessories, their operations span nearly every major consumer tech category - supported by a 20,000 m² logistics centre and longstanding partnerships with brands like LG, Bosch, Philips and Samsung.

Ahead of his visit to ITC Malta 2025, CEO Giacomo Benedettini speaks candidly about where the company is heading, what makes its internal model

so resilient, and why collaboration - with suppliers, staff, and new European partners - is at the heart of everything they do.

Turning up to build out

ITC Malta 2024 marked Eurocom's first appearance at the event, and for Benedettini, it was a calculated, deliberate move.

"We're a company in constant growth," he explains. "We saw the event as an opportunity to meet potential partners and expand our business on a broader, European scale."

While their current market coverage in Italy is close to 100%, the vision doesn't stop at national borders. "We believe the market is no longer just Italian - it's European. And we're here to grow alongside partners who see it the same way."

Scale is only an asset when it's built on structure

Eurocom's product range spans more than 10,000 models - an impressive breadth that might overwhelm some operations. But for a business rooted in retail, it's second nature.

"We were born in a retail context, where a wide range is essential," says Benedettini. "That mindset laid the foundation for how we operate now."



“Le persone fanno la differenza.”

“We found excellent organisation and real collaboration during our first year. In 2025, we’re looking forward to continuing those conversations - and starting new ones.”

The backbone of that offer is a fully integrated internal logistics model, with all fulfilment managed by Eurocom’s own team inside its 20,000 m² warehouse. This setup brings precision, speed, and adaptability together - three traits their customers rely on.

“Being organised internally gives us flexibility externally. We can respond quickly whilst keeping service quality high.”

Long-term relationships don’t happen overnight

Eurocom has cultivated deep, resilient partnerships with top manufacturers over decades - not just through volume, but through values.

“Our relationships are based on fairness and loyalty. That’s how we’ve built solid foundations with key players in the market,” he says.

It’s not flashy, but it’s consistent. That ethos is echoed throughout the company’s approach to growth. Trust and reliability shape every deal - whether with global giants or independent retailers.

Technology supports, but it’s people who move things forward

Asked what drives Eurocom’s ongoing evolution, Benedettini doesn’t hesitate: “Le persone fanno la differenza,” - Being organised internally gives us flexibility externally.

He explains that while the company is investing in AI-enhanced logistics and digital infrastructure, the real edge comes from within.

“Every step forward we’ve made - new projects, new business lines - comes down to the commitment of our team. We look for people who bring that proactive energy every day.”

It’s a principle that runs deep across the organisation: people-first, tech-enabled.

Looking to 2025 with open doors

As Eurocom prepares for its second appearance at ITC Malta, Benedettini is clear about the value of the event.

ITC Malta is one step in Eurocom’s ongoing mission to connect with the wider European market - bringing speed, clarity, and trusted supply to the businesses that need it.

With near-complete market coverage across Italy and a growing appetite for international collaboration, Eurocom brings structure, scale, and sincerity to every business relationship. Their approach is measured, human, and deeply rooted in experience. For distributors, retailers, or suppliers looking for a reliable European partner, Benedettini and his team are ready to talk.

Learn more

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