

A WORLD OF JOB OPPORTUNITIES.



**Introduction for position
ID**

Project Manager
11891

CURRICULUM VITAE

Place of Residence The UK (Italian citizen)

Profile

Dedicated professional with extensive experience of more than 20 years mainly in semiconductors, automotive, and energy & sustainability sectors gained in a multinational environment. He is specialized in program and change management with the ability to set goals, plan and effectively develop business. He possesses excellent communication skills in English, Italian, French and intermediate of the Spanish language. He is well experienced in B2B business development, project management. He made sure he provided excellent team support to the organization across several areas. In addition, his effective communication and negotiation skills have allowed him to develop a new & flexible APV system design tool based on addressing all stakeholders' needs. Moreover, his MBA qualification provides him with a unique skillset to effectively manage complex programs and multi-stakeholders' projects. He believes his expertise and experience position him as a perfect candidate for the role of Project Manager at previous company.

Skills & Competences

- Leadership;
- Effective Communication;
- Assertive & Adaptability;
- Systemic Approach;
- Creative & Strategic Thinker;
- Team Management;
- Negotiation & Persuasion;
- Problem Solver;
- Planning & Organizational;
- Results Oriented;
- Change management;
- Program & Project Management;
- Sustainable Development;
- Circular Economy;
- System Mapping;
- Business Intelligence;
- Product Development;
- Sales & Marketing.

Application Software

- MS Office (Word, Excel, Powerpoint, VBA programming);
- CRM tools (Salesforce and proprietary);
- Microsoft Project;
- Collaborative Tools (Slack, etc.).

Education

2019

**Beuth University of Applied Sciences, Berlin
Executive Master in Business Administration**

1996

**Polytechnic University of Milan
BSc Bachelor degree in Electronics Engineering**

Courses

2018 - Project Management (A five months course on project & program management aligned with PMP certifications from PMI) at Universität Bern;

2016 - Leadership (A powerful, experiential ten months leadership training guaranteed to identify and break through self-perceived limits and put people on the road to a deeper and richer expression of yourself as a leader) at CTI;

2015 - Coaching (Design of effective relationship alliances with others; Use of the CTI coaching model to enhance communication, Distinguish and use three levels of listening to deepen relationships) at CTI;

2015 - Sustainability (Fundamentals of Circular Economy and description of various circular loop models and business cases. Development of real Circular Economy business cases) at TU Delft.

Work experience

May 2017 – Present

Senior Consultant

Your tasks/responsibilities

- Definition and support in Change Management and Program Management;
- Definition of Sustainable Business Development strategies;
- Implemented ESG strategies generating value through top-line growth, cost reduction, regulatory and legal interventions, productivity uplift, investment and asset optimization.

Sep 2018 – Apr 2019

APV Program Mgmt. & Business Development

Your tasks/responsibilities

- Developed new & flexible system design tool based on addressing all stakeholders needs;
- Responsible for market analysis, positioning and strategy of AgroPhotoVoltaic (APV) systems;
- Designed and managed of a 15MW project in the Maharashtra state in India.

Oct 2011 – Apr 2017

Senior Regional Manager (EMEA)

Your tasks/responsibilities

- Senior Sales manager and EMEA region Account Manager of four American Global Key Accounts;
- Responsible to manage a team of 10 executives and \$100m+ revenues per year generated by direct and indirect sales channels;
- New business wins ensuring long term growth exceeding 20% CAGR over the period 2015-2020;
- Contributed in defining global objectives and strategies for each assigned account.

CURRICULUM VITAE

Dec 1999 – Sep 2011 **UK and France Area Manager**

Your tasks/responsibilities

- Manager of the UK and France area automotive segment composed by seven Tier1 customers with R&D and production locations distributed across various European countries;
- Generating revenues for \$70 million per annum in Europe and equivalent amount designed in Europe and produced in the U.S.A. and in Asia;
- Strategic business win in Semiconductor Microcontroller ensuring a 100% growth in three years at a key customer;
- Negotiation & implementation of consignment stock at three plants, instrumental to increase customer satisfaction and reach the preferred supplier status;
- Team restructuring and reorganization, redistribution of resources and competences over five countries aligned with the new business devt. strategy.

Jan 1998 – Nov 1999 **ASICs Program Manager**

Your tasks/responsibilities

- Lead the development of complex automotive ASIC programs;
- Worked in close contact with engineering and design teams as well as customers' development and management teams.

Apr 1996 – Dec 1997 **Industrial Engineering & Production Control**

Your tasks/responsibilities

- Calculating and managing the productivity of a semiconductor front-end fab;
- Definition of the quarterly and annual industrial and financial budget (capacity definition and identification of CAPEX investments required).

Languages

- English – Fluent;
- French – Fluent;
- Italian – Native;
- Spanish – Intermediate.

Hobbies

- Science and technology;
- Sailing;
- Jogging.