

PERSONAL INFORMATION

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Sex: Male | Date of birth: 26/01/1978 | Nationality: Italian

JOB APPLIED FOR POSITION

I am looking for a job at executive level that allows me to participate in the definition and implementation of corporate strategies.

WORK EXPERIENCE

Since my degree in management and production engineering at Politecnico of Milan, I immediately started working in FNC S.p.a. (Via Maestri del lavoro N°79 Cislago, Varese) where I increased my know-how and responsibility. FNC is a middle size company with about 120 employees, 35 mln turnover in 2014/2015 and a quite big managerial complexity because it faces 3 main areas:

- Veripack Division – design, production and sale of packaging machines for food and medical products; main products: Thermoforming and Traysealer machines. One commercial subsidiary in India.
- Tank Protection Division - design, production and sale of emergency valves for chemical and petrochemical company; main products: Pressure valves and Flame arresters. Two commercial subsidiary in Benelux and in Kazakhstan.
- Turnkey Machines Division – co-design, production and test of complete machines for other companies operating in very different fields. The main customers are Tetra Pak (machines for carton box packaging, 11 bln turnover), Pirelli (transfer for tyres production, 5,2 bln turnover), Cryovac (machines for plastic packaging SealedAir group, 4 bln turnover), GDM (nappies/pads machines Coesia group, 1,8 bln turnover) and OMET (flexographic printing machine for labels and plastic films, 110 mln turnover).

Following this long experience I worked for the OMET Srl group (more than 500 employees worldwide and a turnover of more than 110 mln) managing OMET Machinery, one of their companies with the role of Plant Manager. I then took on the role of Operations Director at Controls Spa, a world leader in the production of machinery for testing materials such as concrete, cement and asphalt.

from June 2021 till now

Operations Director at Controls S.p.a.

- Reporting directly to the General Manager, I have responsibility for the Order Management, Planning, Purchasing, Quality, Production and Logistics departments for a total of around 70 people. The company was acquired at the end of 2019 by a US fund requiring a radical reorganization and optimization of processes to consolidate its premium price and support the strong growth targets they have set.

from Sept 2018 until Dec 2019

Plant Manager at OMET Machinery S.r.l. (OMET S.r.l. Group)

- Reporting directly to the owner and president of OMET group, I have total responsibility for the management of the company and all its functions such as Administration, Planning and Purchasing, Assembly, Machining and Quality Control as well as being directly involved in personnel selection, continuous improvement, management control and the development of new projects. After an initial organizational phase with SAP introduction, focus was then on recovering efficiency with the availability of materials for Assembly department moved from 65% to 98% and the consequent reduction of 28% of assembly time. I'm also working to produce internally the most expensive components now still produced externally from our suppliers.

from Jan 2018 until June 2018

General Manager at Veripack S.r.l. (a company of Poly-clip System GmbH Group)

- Following a purchase proposal for Veripack line by a German multinational (Poly-clip group with a turnover of 440 mln), as the future CEO of the new company, I began an activity of organizational reconstruction and review of strategic choices starting from the disposal of some products that were not very profitable and that also led to a large amount of resources being absorbed both in the design phase and in the assembly and testing phase. However, the acquisition was not successful.

from April 2016 until Jan 2019

President of Unionmeccanica Varese

- Within the CONFAPI associative context I was elected president of the metalworking category of the province of Varese. Following my designation, I became part of both the Board of Directors of CONFAPI Varese and the National Council of Unionmeccanica.

From 2003 to 2018 I worked in FNC S.p.a. in the following roles:

from Sept 2015 to Dec 2017

Chief of Strategic Procurement and integrated Logistic in FNC S.p.a.

- Definition of a transversal purchasing and logistic strategy between the different company's production lines with a strong focus on Quality and Service topics. Purchasing were more than 16 million.
- Development of the company Supplier Portal made to simplify the order management and to check suppliers performance.
- Stock reduction, obtained through agreements with suppliers who managed the material stocks and delivered when we needed, and the purchasing of complete pre-assembly groups which permitted to reduce the internal logistic efforts. These actions permitted to increase the delivery punctuality.
- Opening of new international supply sources from east Europe.
- In 2016 obtained a real cost saving of 495.000€ and in 2017 added other 235.000€.

from Jan 2014 to Dec 2018

Member of FNC Board of Directors in FNC S.p.a.

- Nominated member of the company Board of Directors following the loss of the Chairman and the consequent reorganisation of the Board of Directors.

from Oct 2011 to Jun 2012

General Production Manager for OMET machines production in FNC S.p.a.

- Due to the new collaboration to produce printing machines for labels and plastic films with flexographic technology, I accepted to follow the new line developing prototype, assembly line, purchasing and documentation. In the mean time I also continued my job in Veripack.
- At operating speed, turnover was 5,5 million per year with an operating margin of 22%. The manager continues to report directly to me.

from Jan 2009 to Sept 2015

General Manager for Veripack machines production in FNC S.p.a.

- Organization of Commercial department, Design department, Purchasing department, Assembly department, After sale department and R&D department.
- Development of a new generation of Thermoforming machines based on modularity and standardization concepts. This project has allowed us to reduce one third the stock, to reduce of 80% the documentation costs (modular documents), to make training of both technical and commercial staff easier and to create interchangeability in personnel.
- Introduction of the new Industry 4.0 concepts in our production and in our machines.
- Management of about 42 people divided in 5 department with a turnover of about 10 million in 2014.

from Jul 2006 to Dec 2008

General Production Manager for GIDUE machines production in FNC S.p.a.

- Production of different model of printing machines for labels for the new customer GIDUE.
- Creation of this production line from zero, included the managing of the relationship with the different customer departments and hierarchical level and the creation and organization of the documentation, the purchase department, the assembly line and the final test of the machines.
- Management of 14 people with 6 million turnover per year obtaining an operating margin of 33%.

from Jan 2006 to Jun 2006

Training in Tool Machines workshop of FNC S.p.a.

- Six months training in the Tool Machine department to better understand how people, job and set up were organized in order to increase this department performances. I learned a lot about the different technologies we had in the company and also in the suppliers workshop because Supply Chain was a strategic element for FNC.

from Jan 2004 to Sept 2008

World Class Manufacturing Coordinator in FNC S.p.a.

- WCM Coordinator after 25 days training done by EFESO which is one of the best consulting group in this area. In the mean time I maintain my role in Tetra Pak line.
- Management of all the improvement activities done in every company department developing Spaghetti charts, 5S, 5Why analysis, ECRM system, Visual management, KPI, Assembly time reduction, Cost reduction, etc..
- Opening of a lot of projects and with my teams we obtained a big reduction of the space engaged (about 25% in the toll machines workshop), we defined clear rules of order, cleanliness and maintenance for departments and machinery (structured weekly and monthly audits), we reduced the production Lead Time for some machines (from 8 to 5 weeks of delivery for Thermoforming machines, from 8 to 2 weeks of delivery for Tetra Pak groups), we reduced up to 55% the assembly time of some machines, we reduced costs up to 40% of some machine involving suppliers and Design Department, we redesign the material flow in the workshop and the complete company layout, etc..

from Nov 2003 to Dec 2005

Manager for Tetra Pak modules production in FNC S.p.a.

- Under the General Production Manager of the line, I reorganized the Purchasing Department moving from a manual to an automatic system to create purchase orders for the suppliers and reducing this job from 2 weeks to 2 days each time.
- Management of the relationship with the Sweden customers Headquarter due to my good knowledge of the English language.
- Support to the prototype team, the test simulator team and the production team.
- Implementation of a defect mode analysis to halve the assembly errors in one year achieving the target. Reducing the assembly time of 45% (from 120 hours to 65 hours) and implementation of a strong activity of cost reduction of one kind of machine.

EDUCATION AND TRAINING

from Oct 2020 to July 2021

Executive Program in Digital Transformation

MIP Politecnico di Milano

- Main topic: Enabling technologies, Digital Business Strategy, Digital Transformation, New Business Models, Open Innovation, Development Process.

from Sept 2016 to Dec 2016

Executive Program in General Manager for PMI

SDA Bocconi of Milan

- This Executive Program was divided in four different sessions: Strategy, Marketing, Business management and Leadership.

from Sept 2015 to Nov 2015

Executive Program in Procurement and Supply Chain management

SDA Bocconi of Milan

- Main topic: Supply chain strategy, Strategic fit, Supply chain design, Risk management

from May 2015 to Jul 2015

Warehouse excellence

Festo Consulting

- Main topic: Internal and external logistic

from Sept 2012 to Dec 2012

Finance for non finance manager

Festo Consulting

- Main topic: Company finance, Company KPI, Statements

from Jan 2004 to May 2004

WCM Coordinator course

Efeso Consulting

Jul 2003

Degree in Management and Production Engineering

Five years course at Politecnico University of Milan graduated with 85/100

- Thesis topic: New purchasing ways – the electronic auctions

PERSONAL SKILLS

Mother tongue Italian

Other language Fluent English

Communication skills I managed several teams in several different working environment. I almost always achieve the targets trying to involve people and not only to impose my ideas and decisions.

Organisational / managerial skills My degree and the big job done with WCM concepts help me to work with method starting from detailed analysis, and not only from feeling, and developing activities using action plan with clear responsibility, dead line and KPI. I always tried to explain my method to my team to share my experience and my way of thinking.

Digital competence I have good skills in all Office suite (in particular Excel and Power Point).
I'm used to use management software as T&M, for the production control and purchasing, and Arca Evolution, for administrative issue. Knowledge and use also of SAP, on which I developed OMET Machinery following the rules defined from OMET head quarter.
I developed the Supplier Portal idea and I follow the implementation using two programmers.

Other interest Traveling, Music, Skiing, Diving, Trekking, Football, Cars
I read Management books and biography books

Driving licence Car Licence B

Acconsento al trattamento dei miei dati personali ai sensi del GDPR 2016/679.