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OBJECTIVES

Lead customers to taste the flavour of change. Help them to create and run business, with the necessary blend of knowledge and personal insight, creativity, competence, vision, determination and a good dose of passion.

For me it means getting new challenging responsibilities/projects that stimulate my professional growth; and hone managerial and leadership skills, coaching technical departments.

PERSONAL SKILLS

- Leadership and Management skills, fast acting person with high energy and demonstrated ability to be persistent to reach objectives
- Enthusiastic leader who involve the key people to ease the change process needed, with strategic thinking capability
- Board level communication and strong interpersonal skills, able to network, at ease in different cultures and situations
- A customer focused individual, passionate about the business and her job, highly capable of motivating and leading people
- Polyhedral and very dynamic work experience, in very different market sectors, in multicultural environments, with a strong team working culture
- Available for business trips in Italy and abroad

PROFESSIONAL SKILLS

- Organization development (restructure and redesign organizations), Team development, Team building, technical scouting & training, Temporary Mgmt
- Change management projects, mainly in industrial, packaging and medical sectors, thanks to relevant experience in national and international organization
- Project Management Culture
- Developing the "Innovation Culture" (Product and Technology) with strategic Roadmap mid-long term (cost reduction, reduction of development lead time, market share regain) and Intellectual Property protection
- Use of open innovation and structured processes, grown in a cross-contaminated experience, from product-to-product, from process-to-process, from market-to-market
- New Product Development, Product/Process design & re-engineering (QFD, FMEA, DFMA)
- Design To Cost & Lean Development solutions
- Developing Outsourcing Projects (turnkey product development)

WORK EXPERIENCE

Since Feb 2009 CM Consulenze Manageriali, in Bologna

Innovation & Management Advisory

Support to companies to define strategic roadmap, to better reposition their products' offer and gain the right profit margin. Develop, promote and support the innovation, as well as the re-engineering of products/processes. Technical coach able to grow engineering department to propose the right changes to process and organization. Temporary Mgr for R&D and Technical Departments.

Well connected with a professionals' network of consultants with their own specific experience and vertical knowledge and methodologies

Some consulting projects:

- Industry, Design and Production of Medical Dialysis System (equipment and disposable)
Project: **Overall management of the Reliability Project for the new system on the market**
- Industry, Production of professional catering food
Project: **Creative thinking for Innovation**
- Industry, Design and production of drying pasta systems
Project: **Technical Department Reorganization and Project Management**
- Industry, Design and production of downstream equipment for extruded plastic pipes
Project: **Technical Department Reorganization, Project Management and Design To Cost**
- Industry sector, Design and manufacture of automatic machines for filling bottles
Project: **Mentoring to a Jr. Project Manager on project management methodologies and best practices**
- Non-profit organization (Cooperative) that pursues the community general interest
Project: **Project Management and further "Mentoring on the Job"**
- Industry, Design and production of automotive components
Project: **Design To Cost, training and mentoring**
- Industry, Design and production of machines for Dental Medicine
Project: **Project Experience**
- Industry, Design and production of machines for Nuclear Medicine
Project: **Optimization of the technical project, to achieve efficiency and effectiveness**
- Industry, Design and manufacture of automatic machines for filling bottles
Project: **Mentoring for women, to grow a female manager in technical environment**
- Services, Computer Banking
Project: **Course in Project Management and later "Mentoring on the Job"**
- Services, Communication and Advertising
Project: **Reorganization and re-engineering of business processes in LEAN philosophy**
- Services, Airlines Catering
Project: **Process analysis and training on Lean Development Lean Strategy**

TRAINING

- **Bologna Business School, Management Business School** in Bologna
Strategic Coordinator at Executive Master in Technology and Innovation Management (EMTIM) and in the Innovation and Technology Area
- **Alma Mater University of Bologna, MIEX** (Master in International Executive Management)
Contract professor at MIEX in Innovation and New Product Development
- **Industrial Associations and Chambers of Commerce' Training Schools**, in Emilia-Romagna and Lombardy, *Public & Private Companies* - Lecturer in courses dedicated to UT and R&D: Innovation Management, New Product Development, Project Management, Design Methodologies for the (Design To Cost, Lean Development, Robust Design, DFMA, Mass Customization ...)

PARTNERSHIP

- **Contino & Partners, Management Consulting company** in Bologna
Associate and vertical Expert in Innovation & Lean Development
- **EmiliaIN & ModenaIN**, non-profit association and official LinkedIn Club within ClubIN federation
"Project Area" Manager and Board Member

2005 – 2009 Gambro Dasco SpA, in Mirandola (MO)

Design and Manufacturing of dialysis systems for chronic and intensive care
R&D Director and before R&D Engineering Manager

2003 – 2005 AWAX Ricerca e Progettazione, in Vignola (MO)

Production of Automatic Machines for food packaging and extensible PVC/PE film
Mechanical Team Manager in Research and Development within GruppoFabbri

2001 – 2003 CISCO SYSTEM, Photonics Business Unit, R&D, in Monza

Production of equipment for Fibre Optics Telecommunication

Project Manager in the Mechanical Team & Coordinator at start-up of a new multi-department Product Dev Process

1997 – 2001 Tetra Pak, Business Unit Tetra Brik, R&D, in Modena

Production of Automatic Machines for food packaging and related plastic closure systems

Project Manager in the Opening Systems Department

1995 – 1997 Sasib Tobacco Research and Development, in Bologna

Production of Automatic Machines for cigarette packaging

Cam Mechanisms Designer

1990 – 1995 Occasional work as baby sitter and as private teacher in Mathematics

EDUCATION

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| July 1995 | Professional examination and association to Bologna's Engineers List |
| 1988 – 1994 | Mechanical Engineering Degree at Bologna University in February '95, mark 98/100 Team experience and related thesis for a project on "gear pumps" Final project "District heating and Cogeneration" cooperating with "FOCHI S.p.A." |
| 1993 – 1994 | Term experience as an ERASMUS student in Glasgow, at "Strathclyde University" |
| 1983 – 1988 | High School Diploma, marks 58/60, Liceo Scientifico Statale, Andria (BT) |

COMPUTING & CAD

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| Operative Systems: | MS-Dos, Microsoft, Unix |
| Office automation: | Microsoft Office, Microsoft Project, Outlook, Netscape, "imaging" Software |
| CAD Systems: | Windchill-PDMLink, ProIntralink, Pe2, Co Create suite, Pro/Engineer Wildfire, Pro/Cabling, Pro/Piping, Pro/Mold, EUCLID3, Solid Works, Solid Designer, ME10, Autocad 1x |
| Analysis and simulation software: | ADAMS, faBEST (mold flow analysis), Flotherm (Systems thermal analysis), Pro/Mechanica and structural analysis, MoldFlow, Amesim |
| Managing: | SAP R/3 v4.5, ARKA (suitable for SME), Paprika (suitable for Communication Agencies) |
| Programming: | Fortran, MATHEMATICA |

FOREIGN LANGUAGES

Very good written and spoken English, daily used in working life, face to face, conference calls and video-conferencing.
Annual courses.
Beginners' French.

LEISURE AND SPORT

Motorcycling: ordinary maintenance on my Suzuki SV650S, reading specialized magazines, Ducati's SBK Team fan.
Trekking: trips to the Dolomites; belonged to an excursionist group since 1995.
Skiing, swimming and volleyball are among my favourite sports.
Organizing big conference & social events (100+ guests, with live-music and external catering service).
Arranging team trips.

OTHERS

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| Up to January 2001 | Patents on the projects I worked upon in Tetra Pak |
| October 1999 | Association to APRI, Italian Association Rapid Prototyping |
| Since Feb 2009 | Project Management Institute (non-profit organization): Volunteer @ Branch EmiliaRomagnaMarche |

REFERENCES

Available upon request