

FINANCE – MANAGEMENT

CAREER PROFILE

10 years' managing energy / mechanical area, involving multiple disciplines and maintaining a constant track record to meet project goals, projects dates, budget requirements and customer needs / objectives. Extensive project / program conceptualization, strategic planning, negotiations, budget development / control, sales and marketing. Strategic in people management, within diversified environments and on a global scale. A proven leader with well developed written / oral communication skills and results-oriented problem solving abilities; promotes alternative point of view and open to ideas from anywhere - "can do attitude". Green Belt and Bloomberg certified. Bilingual Italian (mother tongue).

PROFESSIONAL EXPERIENCE

<p>TSBA Controls, Inc. <u>Position</u> <i>Job Scope</i></p> <p><i>Achievements</i></p>	<p>New York, NY <u>Project Manager</u></p> <ul style="list-style-type: none"> • Customer assistance, claims, order status and documents review. HVAC datasheets and controls design according to contract specs. Budget control, invoicing. DDC control logic and web interface design. • Enhanced people handling, interpersonal skills, and customer relations. Improved verbal and written communication's skills. Broaden HVAC concepts, standards (including N.E.M.A.) and controls programming/selection for systems integration. 	<p>2008-Present</p>
<p>Savino del Bene USA, Inc. <u>Position</u> <i>Job Scope</i></p> <p><i>Achievements</i></p>	<p>New York, NY <u>Export Department handling the customer GE</u></p> <ul style="list-style-type: none"> • Transportation and shipment handling. Expediting, material quality control, shipping inspection, and control. Customer's daily queries, claims, and order fulfillment. Flight booking, quotations, and billing. • Improved logistic skills, achieved familiarity with geographical areas, and acquired IATA regulations knowledge (IACSSP-TSA certificate), airline system schedules / services, domestic movements (LCL shipments). Intensified ability to work in multitasking, and ameliorated teamwork abilities. Negotiated fares with trucking companies, and airlines for shipments of items valued over \$1.5 million all over the world. 	<p>2005-2007</p>
<p>Nuovo Pignone – G.E. Energy <u>Position</u> <i>Job Scope</i></p> <p><i>Achievements</i></p>	<p>Florence, Italy <u>Project Manager Spare Parts (area Saudi Arabia)</u></p> <ul style="list-style-type: none"> • Items inspection, performance, and guaranteed values. Expediting, material quality control, shipping inspection and control. Customer queries, claims, order fulfillment. Area portfolio management / monitoring, business review. • Daily customer satisfaction and fulfillment, handled projects of \$1.5 million with participation of general managers and business area leaders. Accomplished team projects from the order inquiry to the delivery of the merchandise (double the area sales of previous year quarter). Attended business meeting, business portfolio review, past due analysis, and claim solving analysis. 	<p>2004-2005</p>
<p>CHIYODA International Ltd <u>Position</u> <i>Job Scope</i></p> <p><i>Achievements</i></p>	<p>Florence, Italy <u>Quality Control Engineer</u></p> <ul style="list-style-type: none"> • Items inspections, performances, and guaranteed values control. Expediting, material quality control, shipping inspections and control. Jobs orders status review. Spare parts: finalization, procurement and status control sheet, orders status report. Power plant information database review (codes and serial numbers). Job site queries, non-conformities, and remote assistance. • Reported directly to the procurement manager. Faced any query from different levels within diversified environments. Reviewed the quality control books of the petrochemical plant (SMJ, Oman). Handled inspections for more than 120,000 items (Oman plant). Attended management meeting with the president. Coordinated 10 inspectors all around Europe. Issued inspection reports, minutes of meeting. Traveled to the loading ports with the cargo manager for inspections and to assess the cargo loading plan. 	<p>2002-2004</p>
<p>Nuovo Pignone – G.E. Energy <u>Position</u> <i>Job Scope</i></p> <p><i>Achievements</i></p>	<p>Florence, Italy <u>Functional tests Engineer of Turbines and Compressors</u></p> <ul style="list-style-type: none"> • Centrifugal compressors mechanical and performance test. Axial compressors, steam and gas turbines mechanical test. Auxiliary circuits design and project. Automation programs and proprietary software development (six sigma methodology applied). Team work in projects: ideas, tests and simulations, and company's proprietary software development. • Familiarized with ASME and API specifications. Developed proprietary software within the digitization process, and created the standard test tools database. Designed with AutoCAD the plant layout of the test department. Realized an application with VBA for Microsoft Word to automate the issuance of the test procedure. Coordinated 2 design companies to do the isometric sketches of the performance test pipelines. 	<p>2001-2002</p>

EDUCATION

<p>M.B.A. – Finance Major</p>	<p>Frank G. Zarb School of Business, Hofstra University, Hempstead, NY (3.75/4.0)</p>	<p>grad. May 2008</p>
<p>M.S. - Energy Engineering</p>	<p>Energy dept. S. Stecco, Florence University, Florence, Italy (102/110)</p>	<p>grad. Feb. 2005</p>
<p>B.A. - Mechanical Engineering</p>	<p>Mechanical & Ind. Technologies dept., Florence University, Florence, Italy (106/110)</p>	<p>grad. Oct. 2002</p>

COMPUTER LITERACY

<p>Hardware:</p>	<p>Familiar with: installing, upgrading, and Network configuration.</p>
<p>Software:</p>	<p>Operating Systems: Windows, Mac, Linux. Languages: C++, SQL, Visual Basic. Accounting/Databases: Sun Microsystems, MAS90, Oracle, FoxPro. Engineering: Maple, EES, MikTek, Tecplot, Surfer, Matlab, Visio, AutoCAD, FEM (Nastran), CFD, Solid Works, Femap, FX Builder, FX Workbench, Niagara AX. Statistical: Minitab, R, SPSS. Office: Microsoft office suite, Internet reporting, Web Pages Building, Microsoft Front page, Microsoft Money, Marketing Plan Pro, Adobe Photoshop, Paint Shop Pro. Mail clients: Microsoft Outlook, Eudora.</p>