



## Piccinin Andrea

CURRICULUM VITAE EUROPEO – ENGLISH VERSION

### PERSONAL INFORMATION

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Date of birth	05-01-1975
Place of Birth	Pordenone
Nation	Italy
Nationality	Italian

### WORKING EXPERIENCIES

Date (from - to)	14-09-2006 today
Name of the Company	Emmeti Group ( <a href="http://www.emmeti.com">www.emmeti.com</a> ; <a href="http://www.fiv.it">www.fiv.it</a> )
Sector/Field of activity	Thermo-hydraulic / Air-conditioning
Position	<u>Business Development Manager / Export Sales Department:</u>
Main activities and responsibilities	<p>Emmeti is one of the most important and biggest Company in Italy producing plumbing material, heating system and air conditioning equipment. The company works also with products related to alternative and green energy solution: solar systems, photovoltaic plants, heat pumps.</p> <p><u>From September 2010:</u> I have been charged as responsible for the new North America Emmeti Subsidiary. The offices are located in Chicago. Actually my main activity is oriented to settling up the selling/distribution channels and partners related to it. I am in charge also to developing the marketing strategies for the US and at the same time I am taking care of the organization of the new warehouse, the new employees and the sales team. The target of this project is to start up the branch being autonomous quickly, looking to manage the whole North America (Canada and US) and South America market together with the Brazilian Subsidiary which is already existing. Actually the first phase of budgeting and business plan has already finished and we are now concentrating our efforts on the distribution net, team force and new products for the market.</p> <p><u>October 2007 – September 2010:</u> there has been a strategic re-organization in the Export Department: we decided to target a new selling channel related to projects and bids. According to this plan, my professional skills were oriented towards a most deep product's technical knowledge and specific activities related to pre-sales technical offering. Particularly I have got the opportunity to better know all aspects connected to product's installation in a jobsite, plant development and to training the Project Studios, Bidders and Technical Sales Department of our main customers.</p> <p><u>September 2006 – October 2007:</u> my main duties inside the Export Department in the beginning period, was to follow and to grow up the business for the key account customers located in the Countries where we was having our main revenue. Look for scouting new customers, find new selling segments and targets, feedback from the territory towards the marketing department was other important tasks related to the above position.</p>

Date (from - to)	01-09-2005 14-09-2006
Name of the Company	Cielle Srl ( <a href="http://www.cielle.it">www.cielle.it</a> )
Sector/Field of activity	CNC / Numeric control machines
Position	Responsible for the Export Department / Sales Department
Main activities and responsibilities	Probably, even quite small, the most important reality in Italy for the designing and manufacturing of computerized pantographs and mini working center with numeric control (CNC). The Company in the Italian market has a share of approximately 70%, while it was in an expansion phase in the foreign markets, trying to discover new possibilities and reinforcing the ones already existing. My duty was to develop from zero the new markets, which were the United States, Turkey, Poland, monitoring at the same time the consolidated ones in China, Russia, Argentina and Brazil. I was coordinating 4 human resources (one secretary, two export managers, and one marketing manager). Mainly the Company was working with a net of distributors (most of them were the ones already consolidated), while the strategies taken into consideration and under evaluation for the new strategic markets, was the local creation of Representative Offices or Subsidiary.
Date (from - to)	11-11-2002 31-08-2005
Name of the Company	Metalgalante Srl ( <a href="http://www.carmix.com">www.carmix.com</a> )
Sector/Field of activity	Construction / Earth moving machines
Position	Technical and Export Manager / Sales Department
Main activities and responsibilities	The company, since many years, is one of the leader in the production and commercialization of special machines for the on-site concrete preparation. My task inside this company was mainly related to the export trade activity (the company export 95% of the production abroad). The area I was following were some countries in Europe and East Europe where my duties was to check the selling activities of our consolidated distributors (in Serbia Montenegro, Romania, Hungary, Turkey, Sweden). At the same time I was in charge to develop new commercial distribution net in Russia and Poland. Beside that, in a second time, I get the responsibility for some key account customers in North African Countries (Libya and Egypt) and in Far East (China, Korea, Singapore). Due to my technical background, I was also responsible for preparing technical meeting and seminars. These ones were intended to help the customers and distributors in a deeper way, giving them more accurate knowledge on the range of products and better confidence with their electronic optional.
Date (from - to)	01-09-2001 08-11-2002
Name of the Company	TSM Technological System by Moro S.r.l. ( <a href="http://www.tsmitaly.com">www.tsmitaly.com</a> )
Sector/Field of activity	Outdoor and industrial Cleaning / Cleaning machines
Position	Designing responsible
Main activities and responsibilities	Employee in the technical department as designing responsible for washing and cleaning machines. As the company was in a start up phase, the designing of the various range of products must have been done since the initial idea up to the subsequent developments and diversifications. Being the Company really small, among my duties, I was in charge to follow the raw materials purchasing costs analysis and machine's components (mechanical and electrical) purchase. Moreover, I had the opportunity to increase also my experience in the management of the administration procedures (invoices, credit and debit notes, etc...) and in the warehouse management (loading, unloading, laying, stock, etc...).

## EDUCATION

Date (from - to)	14-11-2011 20-04-2013
Name and type of training or Educational Institute	Executive MBA at MIB School of Management / Trieste.
Main subject / professional capabilities achieved	Master in Business Administration accredited by Association of MBAs (AMBA) and ASFOR. Duration of 18 months + individual projects and International Exchange with other accredited Business School. Main themes treated: accounting and controlling, marketing, corporate finance, strategy, managerial development, organization, human resources.
Qualification obtained	Executive MBA Master Degree
Date (from – to)	04-06-2012 08-06-2012
Name and type of training or Educational Institute	Executive MBA Elective at EADA Business School / Barcelona
Main subject / professional capabilities achieved	Elective Course on Retail Marketing, Market Value Creation, Logistics and Distribution Analysis, Companies Internalization and Spain Business Model.
Qualification obtained	Elective Degree valued A.
Date (from – to)	03-07-2001 03-07-2001
Name and type of training or Educational Institute	University of Padua. Faculty of Mechanical Engineering.
Main subject / professional capabilities achieved	National qualifying examination for the free practice of engineer profession. Inscription to the National Engineer Roll.
Qualification obtained	Mechanical Engineer
Date (from - to)	01-10-1994 19-04-2001 – Academic Year 1999-2000
Name and type of training or Educational Institute	University of Padua. Faculty of Mechanical Engineering.
Main subject / professional capabilities achieved	Degree in Mechanical Engineer. Specialization: Production.  Engineer and mathematics University. The complete course is 5 years with 28 exams each of them written and oral mainly oriented to scientific subjects. Thesis title: " Steam Alternative Engine for the production of Electric Power".  Points: 92/110
Qualification obtained	Doctor in Mechanical Engineer
Date (from - to)	12-09-1989 18-06-1994
Name and type of training or Educational Institute	Liceo Classico "G. Leopardi" - Pordenone
Main subject / professional capabilities achieved	Italian Secondary School focused only on classical and humanistic subjects. All classical matters have been treated and studied. Among them the most important were: modern/ancient Italian Literature, ancient Latin and Greek tongue with its Literature and Poetry.  Points 49/60
Qualification obtained	Classical school leaving certificate

## LANGUAGES

Mother tongue Italian

## OTHER LANGUAGES SPOKEN

Auto-evaluation European level	Comprehension				Spoken				Written	
	Listening		Reading		Dialogue		Dictionary			
English	C	Expert	C	Expert	C	Expert	C	Expert	C	Expert
	2		2		2		2		2	
Spanish	C	Expert	C	Expert	C	Expert	C	Expert	C	Expert
	2		2		2		2		2	
French	A	Base	A	Base	A	Base	A	Base	A	Base
	1	knowledge	1	knowledge	1	knowledge	1	knowledge	1	knowledge
Russian	A	Base	A	Base	A	Base	A	Base	A	Base
	1	knowledge	1	knowledge	1	knowledge	1	knowledge	1	knowledge

## CAPABILITIES AND COMPETENCIES

### PROFESSIONAL CAPABILITIES AND COMPETENCIES

Thanks to the working experiences reached since today, I have had the opportunity to be in touch with company's aspects that gave me the capability in the technical and designing field and at the same time in the management and commercial. Moreover my personal initiative and diligence provide me the right "curiosity" in order to improve day by day my knowledge and professional skills. The strong bent to stake myself is one of my attitude granting me the possibility to look always with enthusiasm towards the complicated and difficult things.

Courses held related to the professional skills:

"Internet and Electronic Commerce" . November – December 2002 (24 hours). Training course organized in collaboration with Veneto Region and the European Social Fund 2000. Course attended at "SIVE Formation".

"Marketing techniques" (48 hours). September – December 2005. Training course organized in collaboration with Veneto Region and the consultants from "PHYSIS – Milan".

"Financial Management in the small enterprise and Bank connection in crisis time". November 2001 (16 hours). Training course organized with Friuli Region and MIB School of Management.

"Strategic Marketing and Marketing Business Plan for Small Company" November 2011 (24 hours). Training course organized with Friuli Region and MIB School of Management.

### RELATIONSHIP CAPABILITIES AND COMPETENCIES

I believe I am capable to integrate and relate myself with the people without any problems and very easily. For me it is very important the mutual cooperation and the working team. Dialogue and comparison are, since always, basically as my qualities.

### ORGANIZATION CAPABILITIES AND COMPETENCIES

I am a rational person, organized in the work and generally in all the aspects of my life. I am disposed to the management of the people as I believe I have excellent organization qualities. Flexibility and precision are part of my character always joined together with great "curiosity" and attention to the thing's changing.

TECHNICAL CAPABILITIES AND COMPETENCIES	Office Working Model 2D (mechanical simulation software) Fortran, Pascal (both at university level) AutoCAD 2D Solid-Edge 3D MOKA (logistic and warehouse software), 4Sales (CRM software), Corel Paint , GIMP Main software (Outlook, Office, Works, ecc...) SAP
ARTISTICAL CAPABILITIES AND COMPETENCIES	I love drawing and painting and I listen a lot of music.
OTHER CAPABILITIES AND COMPETENCIES	I love mountain. I am enrolled since 1994 at C.A.I. (National Italian Alps Clubs). According to my working duties, I always try to find some time for practice sport. Swimming mainly, while in the winter time I go for snowboard and ski and in summer I do trekking.
FURTHER INFORMATION	I am looking and I am strongly oriented towards a position of responsibility where there is the possibility of a an important professional growing oriented to achieve high target and challenges. Mostly I like multinational and/or well structured companies. Particularly I privilege an international and stimulant environment where the propension to work in a team could be a further goad and instrument towards the achieving of important targets.
DRIVING LICENCE	Type B. Achieved in the 1993