

## PERSONAL INFORMATION

## Elio De Stephanis



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💬 @eliods (instagram), Elio De Stephanis (facebook), @eliods91 (Skype)

Sex Male | Date of Birth 18/02/1991 | Nationality Venezuelan / Italian

## WORK EXPERIENCE

From November 2016 to January 2018 (1y, 5m)

## Account Manager (MICHELIN)

[www.michelin.com.ve](http://www.michelin.com.ve)

- Manage the market of the Capital Region
- Conduct the international sales of Michelin and BF Goodrich tires
- Explain the import process to the prospects
- Communicate to the factory the most sold measures of tires in the region
- Follow the Truck tires sold and measure performances
- Make test to leave recommendations to the fleets to enhance the tires durability
- Commerce B2B
- CRM
- Market research
- Make sales quotations, including import logistics cost and taxes
- Receive complains
- I did Michelin courses online and in factory in Brasil

Business or sector Wholesale Sales

From November 2015 to August 2016 (10 m) Sales Engineer (FERROSTAAL)

- Battenfeld Cincinnati and Wolf packaging sales representant in Venezuela
- Develop Commercial and personal relationships
- Commerce B2B
- CRM
- Market research
- Make monthly reports to the factories in Germany and USA
- Make sales presentations.

Business or sector Sales engineering

From January 2015 to June 2015 (6 m)

## Research Assistant Polymer Engineering Center (UNIVERSITY OF WISCONSIN)

- Design of experiments (DOE).
- Research PA12 material properties
- Research the PA12 processing properties
- Research the Selective Laser Sintering (SLS) machine function and mechanism. .
- Make presentations to the research group.
- I Made courses to operate the Rotational Rheometer, DSC and MFI machines
- Profesor Tim Osswald recomendation attached.

Business or sector Research

EDUCATION AND TRAINING

From September 2008 to March 2016

Materials Engineering

Universidad Simón Bolívar, Sartenejas, Caracas, Venezuela

Focus on

- Materials science and properties.
- Technology and science of plastics materials.
- Technology and science of elastomeric materials.
- Materials structure-processing-properties relationship.
- ASTM norms.

From September 1996 to July 2008

Bachelor in Science

Colegio La Salle La Colina, Caracas, Venezuela

PERSONAL SKILLS

Mother tongue Spanish

Other Languages

	UNDERSTANDING		SPEAKING		WRITING
	LISTENING	READING	SPOKEN INTERACTION	SPOKEN PRODUCTION	
Italian	C1	C1	C1	C1	C1
English	C1	C1	C1	C1	C1

Nivel: A1/A2: Usuario básico - B1/B2: Usuario intermedio - C1/C2: Usuario avanzado  
[Quadro Comune Europeo di Riferimento delle Lingue](#)

ADDITIONAL INFORMATION

- COURSES:**
- MICROSOFT OFFICE ACCESS (DATABASE DESIGN AND MANAGEMENT)
  - MICROSOFT OFFICE EXCEL (FORMULAS AND ANALYSIS TOOLS)
  - MICROSOFT OFFICE EXCEL (ADVANCED FORMULAS)
  - SOLIDWORKS (BEGINNER)

**MOTIVATION:** CONTINUE LEARNING AS MUCH AS I CAN TO DEVELOP MY SELF AS A PERSON AND AS A PROFESSIONAL. I TRY TO BE IMPORTANT EVERYWHERE I GO. I LIKE TO MEET NEW PEOPLE AND CULTURES. THE FORMATION IS VERY IMPORTANT TO ME.

**STRENGTHS:** I GREW UP IN A VERY FRIENDLY COUNTRY WHERE I DEVELOP IMPORTANT PERSONAL SKILLS AS FOR EXAMPLE, HONESTY, RESPECT AND RESPONSIBILITY. TO COMPLEMENT MY PERSONAL SKILLS I ALSO STUDY AN ENGINEERING CAREER WHERE I LEARNED THE STRUCTURE-PROCESSING-PROPERTIES OF MATERIALS. ACTUALLY I'VE BEEN WORKING AND FORMING MYSELF INTO THE COMMERCIAL FIELD.

I AUTHORIZE THE PROCESSING OF PERSONAL DATA ACCORDING TO THE D. LGG. 196/2003

# Polymer Engineering Center

University of Wisconsin - Madison

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## Polymer Engineering Center

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Department of Mechanical Engineering  
1513 University Avenue  
Madison, WI 53706-1572  
U.S.A.

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Kuo K. and Cindy F. Wang Professor  
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December 25, 2015

To Whom it May Concern:

It is with great pleasure that I write this letter of recommendation for Elio De Stephanis, who joined the Polymer Engineering Center (PEC) as a fulltime-vising scholar from January 19 to June 26, 2015.

I advised Elio's thesis "Study of the aging of Polyamide 12 powder during Selective Laser Sintering process" in the field of powder behavior in additive manufacturing applications. This project is a working effort lead by the Polymer Engineering center (PEC), at UW-Madison. Elio's work was to study the influence of various process conditions on the degradation of the powder used for SLS.

As his advisor, I witnessed his dedicated participation in this research effort. Through hard work and follow though, Elio was able to accomplish tasks beyond my expectations. In addition to his thesis, the results from his work were part of conference papers and presentation.

Elio is a talented young man who integrated very well with our group here in Madison. He works well individually and in a team. During his stay in my group, he brought great ideas and solutions to this challenging research project. Elio's performance was excellent; in fact based on his work ethics, performance, methodology, and initiative, he ranks very high among the students I have interacted with.

I give Elio my highest recommendation without reservations and wish him all the best for his future. Do not hesitate to contact me with any additional questions.

Sincerely Yours,



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Tim A. Osswald  
K.K. and Cindy Wang Professor  
Honorary Professor at the University of Erlangen-Nuremberg  
Co-Director of the Polymer Engineering Center