

Alfredo Pischedda

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Seeking challenging assignments preferably as COO, CEO or General Manager

Profile Snapshot

- A seasoned professional with over 30+ years of dynamic experience with Multinational companies in P&L improvement at local and international level.
- Outstanding, consistent track record of success in saving, turning around, building, profitably growing and delivering results.
- An enterprising leader with abilities in leading multi-skilled motivated teams to achieving organizational goals and industry best practices.
- Motivational leader, persuader and lobbyist showcasing strong interpersonal skills while contributing to 'best business solutions', as per company and corporate governance procedures.
- A capable team leader with proven experience in motivating workforce; imparting continuous on job training for accomplishing greater operational effectiveness/ efficiency.
- Have good business sense and financial planning, strategy development and implementation, responsible for establishing and leading the strategy and business objectives, including key functions and teams.
- Maintaining a high-performing organization characterized by execution excellence, leading, developing/mentoring, motivating and retaining key personnel; communicating goals and objectives; delegating responsibilities and authorities, ensuring understanding and commitment; monitoring progress toward achievement;
- Enhancing the day-to-day operations of the Company, maintaining a high-performing organization characterized by execution excellence, ensuring appropriate compliance systems are in place and steps are taken to reduce organizational risks related to finance, safety, labor relations, and other related functions.

AREAS OF EXPERTISE

- Complex organizational transformations
- Strong growth business management
- Result Oriented Performance
- Successful General Management
- P&L Management & Improvement
- High performance Team Management
- Developing and implementing strategies
- Strategic Planning
- Operations Management
- Continuous Improvement
- Competitive Analysis & Positioning
- Market Research and Competitive Analysis
- Portfolio Management

PROFESSIONAL EXPERIENCE

Besana Lovati Inc., Winston Salem, NC, USA.

Apr 2014 - Nov 2017

General Manager

- The company sells and support glass industry machinery in USA, Canada and Mexico

N.I. - Aircraft owner

Jul 2011 - Mar 2014

Consultant

- Consultant for aircraft owners to repossess, restore and remarketing of their aircraft

Eagles S.p.A. (d.b.a. Eagles Airlines) Venice
Chief Operating Officer

Jun 2010 - Jun 2011

- Reporting to the Managing Director/CEO participating in the start-up process supervising the start-up process and acting as deputy of the Accountable Manager. Crafting and executing all the initiatives to achieve company strategies managing day-by-day operations

Italiatour Airlines S.p.A.
Executive V.P. - COO

Aug 2008 - Sept 2009

- Reporting to the Managing Director participating in the start-up process supervising the start-up process and acting as deputy of the Accountable Manager; direct responsibility for Technical operation (supervising and coordinating daily technical activity, interfacing with each post-holder and maintenance providers), flight operations (supervising and coordinating the whole activity), negotiating and managing maintenance contract and spare parts purchasing. Commercial activity supervision with direct management of "high level" customers.

Club Air S.P.A.
COO

Mar 2007 - Jul 2008

- Reporting to the Managing Director and to the President/Owner managing all aspects related to the operational issues of the Company, negotiating and managing the relationship between the Company and the aircraft manufacturer, sourcing and negotiating all aircraft needs for the Company, acting as deputy of the Accountable Manager; direct responsibility for Technical operation (supervising and coordinating daily technical activity, interfacing with each post-holder and maintenance providers), flight operations (supervising and coordinating the whole activity), negotiating and managing maintenance contract, negotiating and managing spare parts purchasing. Supervision and coordination of commercial team taking care of the highest level customers.

ACME Consulting Ltd. - London (Owner/Director of the Company)
Broker/Consultant

Sept 2003 - Mar 2014

- Putting together aircraft offers and needs, providing wet/ACMI lease to grant operation, as well as working at business case/plan preparation.
- Cooperated with: Wind Jet - Catania, Air Adriatic - Rijeka, Jet Club - Zurich, Global Air - Brescia, Interekspress - Antalya, Luxor Air - Cairo, East African Safari - Kenya, Maya Overseas S.A. - Lugano, Interstate Airlines - Maastricht, Sky Jet - Brescia, Consulta S.r.l. - Roma, Arik Air - Lagos, Blue Fly/Triscele Airlines - Palermo, Aeroservizi - Rapallo, AVICON - Roma, Air Burkina - Burkina Faso, Air Mali - Mali

PANAIR S.p.A. - Palermo
V. P. Commercial & President's consultant

Jun 2001 - Aug 2003

- Reporting to the President/Owner of the Company promoting the sales of the Airline (charters and scheduled services), managing the code share agreement between the Company and Meridiana, managing the sourcing and negotiation of the aircraft operated by the Airline

AIR SICILIA S.p.A. (Palermo)
Chief Operating Officer

Jul 1999 - May 2001

- Reporting to the Managing Director/Owner of the company and keeping responsibilities over the operational divisions (Technical, Flight Ops and Ground Ops). Actively involved in development of handling self-production as well as development of third party handling Company owned by the same group.

HAFEL, Malta
Charter Sales Director

May 1998 - Jul 1999

- HAFEL was the exclusive agent for Air Sicilia.

PHOENIX LINEE AEREE S.p.A., Rome
V. P. Commercial

1997 - 1998

- Reporting to the Managing Director and to the President/Owner for the start-up process.

- GALATOUR & AVIA, Tour Operator & Broker** **1995 - 1996**
Commercial/Planning Director
- T. E. A. Italia S.p.A. - Milan** **1993-1995**
V. P. Commercial
- Reporting to the Managing Director keeping responsibilities for charter sales of the Company, during the management of the position sales obtained an increase of approx. 30% over previous year.
- T. E. A. Italia S.p.A. - Milan** **1992-1993**
Chief Operating Officer
- Reporting to the Managing Director keeping responsibilities over the operational divisions (Technical, Flight Ops & Ground Ops)
- T. E. A. Italia S.p.A. - Milan** **1991**
Purchasing/Contract Director
- Reporting to the Managing Director keeping responsibilities of any contract stipulated by the Company for aeronautical related matters as well as general matters.
- T. E. A. Italia S.p.A. - Milan** **1990**
Head of Technical Services
- Position covered since the first day of certification process reporting to the Technical Director and keeping responsibilities of Engineering and Planning department.
- AER. MEC. S.p.A. - Roma** **1987 - 1990**
Purchasing Director
- Reporting to the General Manager/Technical Director, responsible for any purchasing within the organization, dealing with Mc Donnell Douglas for BDE definition, warranty management, consignment procedure and stock definition
- Alisarda S.p.A. - Olbia (SS)** **1977 - 1987**
Chief of Material Planning department (purchasing/repairs/loans/etc.)

EDUCATION & COURSE

High school diploma, Air Traffic controller, 1975
 "Istituto Tecnico Aeronautico F. de Pinedo "Rome, Italy

PERSONAL PROFILE

- Nationality : Italian
- Date of Birth : 8th February 1954
- Languages : Italian & English fluent.