

Curriculum Vitae

Francesco Brambilla

Date of birth: June 30th 1968.

Address: strada per Albareto 2c, 43017 San Secondo Parmense (PR) – Italy

Phone: +39 328 9896445

e-mail: brambilla-francesco@virgilio.it

Language: italian, english.



Summary

I am an energetic executive with long term experience in multinational environments in different business sectors.

Strong Operations and Finance background, experience in Sales & Marketing, Business Development and Innovation.

Executive presence coupled with excellent verbal and written communication skills, including the ability to create and effectively present business strategic plans to senior management, operating units and customers.

Strategic vision, ability to think and react quickly to changing situations and adjust to changing priorities, strong leadership and team building, analytical mind and methodical approach complete my profile.

Experience

Assa Abloy

“ASSA ABLOY is the largest global supplier of door opening solutions.

The Group is represented on both mature and emerging markets worldwide, with leading positions in much of Europe, North America and Asia Pacific.

ASSA ABLOY has grown from a regional company into an international group with around 46,000 employees and annual sales of EUR 7 billion.

In the fast growing security segment, the Group has a leading position in areas such as access control, identification technology, entrance automation and hotel security.”

Managing Director Gardesa

From 2016

20m euro business, 75 people

ISO9000 standards.

Full responsibility of P&L, Opex and Capex, Business Development strategy, Sales & Marketing with Multi-channel sales organization, Service Level Excellence, delivery of all business performance targets.

Full reporting to top management at divisional and group level.

Business with high grade of complexity: products with heavy customization, high number of SKU's, very short time-to-market.

Management of Sales, Operations, Procurement, R&D, Quality, HR and S&E and Finance.

ISO9000 standards.

Chief Operations Officer Italy & Greece

2015 to 2016

+300 people in 4 sites, 9 direct reports.

ISO9000 standards.

Business with high grade of complexity: products mix with heavy customization, high number of SKU's, Make-to-stock and make-to-order manufacturing, agile supply chain.

Management of planning, purchasing, production, logistics, outsourcing and sub-contracting, quality control, quality assurance, VAVE, logistics, general maintenance, operations HR management, S&E.

Experience with robotics, lean manufacturing/automation, lean in office, seamless process engineering and integrated manufacturing and logistic systems (Industry 4.0).

Full responsibility of P&L, Opex and Capex, development of Service Level Excellence, deliver on all group performance targets driving operational efficiencies, cost savings, productivity and general lean efficiency; full reporting to top management at divisional level.

Bormioli Rocco S.p.A.

"Established in 1825, Bormioli Rocco is a leader for the world mass market of home and restaurant glassware and in business-to-business with 2,200 employees and annual sales of EUR 500 millions. The group is divided into the two business units: Pharmaceuticals and Tableware."

Director of Operations – B.U. Pharmaceuticals

2011 – 2014

+300 people in 4 sites (3 in Italy and 1 in France), 10 direct reports.

Production type: continuous cycle, stock and customized orders.

GMP, ISO9000, ISO 15378 and 93/42/CEE standards.

Management of planning, purchasing, production, logistics, outsourcing, quality control, quality assurance, technical service, design office, R&D, general maintenance, operations HR management, S&E.

Responsibility of P&L and Capex, including related business plan and financial analysis, and Cash Flow monitoring and reduction; full reporting to top management of the Group.

Strong commitment on Lean approach, Value Based Management, Total Quality.

Director of Technical Operations – B.U. Pharmaceuticals

2006 – 2010

+50 people, 4 direct reports.

Production type: construction orders, internal and custom orders

GMP, ISO9000, ISO 15378 and 93/42/CEE standards.

Management of design office, IP, mouldshop, R&D, technical purchasing, engineering (including maintenance), customer service, T.O. HR management, S&E.

Responsibility of Capex, including related Business plan and financial analysis, full reporting to top management and central services .

Strong commitment on Lean Approach, Value Based Management and Total Quality.

Deep know-how in plastics, precision engineering, technology, product development, innovation, process optimization and automation, organization (including "green field" startup).

Crown Cork & Seal Inc.

"Crown Cork & Seal is a leading supplier of packaging products to consumer marketing companies around the world, with 150 manufacturing plants in 40 countries, Key Research and Development Centers in USA and UK, over 23,000 employees, and annual Sales of USD 9.1 billion."

Product & Project Manager - International Business Development

2002 – 2006

100% international environment in a Multinational Company (US based).

Worldwide key Account Manager for top brand as J&J, Unilever and P&G.

International sales, marketing, business development, project management, profitability analysis, business plan, marketing plan, CRM, cross-functional team management.

Metalplast S.p.a.

Plant Manager

1996 – 2001

+50 people.

ISO9000 standards.

Production, logistics, general maintenance, quality control, plant HR management, S&E.
Production to stock and customized orders.

Novlco S.p.a.

R&D Specialist

April 1995 – May 1996

Product design and development, production startup, product validation, process validation.

Education

- Master in Business Administration – Profingest Business School (2002) (BBS – Bologna Business School)
- Mechanical Engineering Degree - Politecnico di Milano (1994)

Training

- Change management – Exeo (2012-2013)
- Costing and financials analysis – Exeo (2012)
- How to improve communication skills – Exeo (2011)
- Innovation and Creative Thinking – Challenge (2007)
- Value Based Management - Profingest Business School (2002)