

CURRICULUM VITAE

GIANCARLO TRIFIRO'

Performance-driven professional with almost twenty-five-year experience in technical and management, new business development, mainly in engineering, fabrication, post-sales targeting major EPC contractor in petrochemical and Oil&Gas industries.

Demonstrated capability in generating high value complex project execution.

Highly proficient at developing professional relationships and credibility with Client management.

PERSONAL DATA and Contact

Mail Address

gianca.trifiro@gmail.com

Mobile number

+393358352332

Skype address

giancarlo.trifiro

Linkedin profile

<https://www.linkedin.com/in/giancarlo-trifirò-23772913>

Living address

Ravenna - Italy

Education

Quantity Surveyor

PERSONAL SKILLS

Foreign Languages

Italian: Mother language

English: Good (writing & speaking)

French: 1st level

Computer / IT

MS-Office, AutoCAD, software for engineering calculations, ERP: X3/SAP & Adonix

Software Text editors and Electronic sheets: Word, Excel, PowerPoint

Management tools: Microsoft Project, Primavera;

CAD: Autocad;

Professional Training

Fundamentals of contract for International EPC Projects – Konosko (Legal, Accounting, Investment)

Team Building, Projects Planning and Control of Emotional Intelligence Development – Six Seconds

The drafting of the Business Plan - CTC

Managerial Effectiveness and support tools – Animp

Contracts, Insurance, Finance Management Methods – Vision Mind

Several HSE training

PROFESSIONAL EXPERIENCE

General Manager from 2012 and Operation Manager (current title) from 2014: COMART SPA from 2012 to actual

Corporate management, liability management company budget (mother Company and foreign entity), coordinating Operations / Engineering, Cost-Estimating and QC Departments.

Analysis data management control: directly reporting to the CEO

As Operation Manager coordination of all fabrication (Italy and abroad), sub-contractor selection, Project Manager co – Coordination, Quality Control coordination, Expediting and Inspection coordination, Spare Parts and Technical Services Management worldwide

Management of personnel recruitment directly involved in project/staff team in the Company

Company revenues grows 50% during the period

During the period has also acted as Commercial Manager in the Area of Korea and Japan and Project Manager for the totality of Technical Services and after sales activities (worldwide), completion of on-going project for Tecnicas Reunidas, Petrobel, Petrofac, Saipem, Hyundai

In charge of the following activities:

- Company and subsidiaries Budget development
- Business plan development
- Management of All Projects Portfolio reporting directly to CEO
- Engineering development on project
- Construction / Sub-orders
- Risk Management
- Contract Administration
- Establish and monitoring of KPI performance of the Company
- HR
- QC and post-sales services (spare parts and technical services)
- Project Services
- Team building

Project Manager: COMART SPA from 2011 to 2012

Gas Dehydration (2 trains – 450 Tonn/each) Project Management Package for the Zawtika Platform (Offshore Myanmar) - Final customer PTTEP Thailand delivered on time and in budget as appreciate from final Client

As Project Manager I was in charge to coordinate all the project activities including:

- Approval, check and control of Overall Planning
- Approval check and control of Project Procurement Plan transferring relative key budget to various company depts. (Engineering, Procurement, Construction)
- Main Management interface contact with Client

- Project cash-flow management reporting to Operation Manager and Administration Depts managing Invoice issue
- Contract Management including project variation submission
- Client satisfaction management
- Subvendor and sub supplier evaluation including evaluation process and feedback

Head Operation Department for Plant and Packages - Coordinator of Foreign Subsidiaries: FORES ENGINEERING/ROSETTI MARINO GROUP from 2003 to 2011

Management of Operation Department (approximately 70% of company revenues), construction and subcontracting of the Company.

Company revenues grow of more than 60% in the period

Coordination of Project Managers, Engineering and Construction Departments

Direct involvement in Quality Assurance procedures issues and HR selection/evaluation/recruiting Subsidiaries Coordinator (Algeria, UAE, Kazakhstan); actively involved in the establishment and drafting of related Business Plan - Operational Budget – Cost Control and recovery plan if needed, Commercial development

Far East scouting activities for Mother Company (Rosetti)

In charge of the following activities:

- Management of Projects Portfolio for Oil&Gas Business
- Engineering
- Construction
- Risk Management
- Contract Administration
- Project Services
- Team building
- Warehouse Management
- Monitoring of KPI performance of Plant & Packages Division
- Supporting HR recruiting and evaluation

Project Manager: FORES ENGINEERING/ROSETTI MARINO Group from 1996 to 2003

Project Manager and sequentially (few months after) responsible of Operation and Construction / Subcontracting Company Departments, Technical Department and Project Managers Coordination, including fabrication, storage and technical services for the whole structure (Fores Eng.).

In charge of the following activities:

- Management of Projects Portfolio
- Project Control and reporting
- Risk Management
- Contract Administration
- Team building

During the period involved in several projects including Coordination and direct interface with Saipem/SBM Consortium on Firenze FPSO @erection site (Intermare Sarda), fabrication of OSO 2Y2 project platforms (1 Process Deck and 2 Well-Head Platform) in RM erection yard (Client Exxon-Mobil – final destination Nigeria), Deputy Project Manager on ODIDI field Modules EPC contract (Client Dutch Shell – final destination Nigeria).

Project Manager: BENELLI ENGINEERING from 1993 to 1996

Project Engineer and sequentially Project Manager for Engineering, Procurement and Construction Project (Off-shore Deck platform Adriatic Fields, Various Process Modules Adriatic Fields, Platform Helideck, Living Quarters On & Off-Shore).

Proposal Manager for various Off-Shore bids including international bid award cooperating with foreign entity

Mechanical Project Engineer-Project Engineering Coordinator: BENELLI ENGINEERING from 1991 to 1993

Project Engineer and then Project Manager for the Civil/Piping/Mechanical Engineering Department and coordinating multidisciplinary engineering.

Manager of several Engineering contracts acting as Contract Manager, Project Planning and Costo Control and personnel management

Mechanical Project Engineer: PROGRA from 1988 to 1991

Mechanical engineer (Off-Shore structures and components, loading crane lift, transportation and load-out)

Fabrication Supervision

Quantity Surveyor: IMPRESA ZAVAGLIA S.R.L from 1987 to 1988

Quantity Surveyor/Civil work supervision, Civil Engineering development