

Highlights of skills and qualifications

- Solid general management skills with proven ability to increase sales, drive cultural changes and improve profitability
- Strong communication skills with capability of fluently speaking 5 languages: native Italian, highly proficient in Portuguese, English, German and Spanish
- Ability to establish strategic plans aligned with the corporate vision, drive successful implementation through follow up and tracking of key performance indicators
- Ability to establish and maintain strong relationships with customers, team members and other business stakeholders. Strong cross-functional leadership
- Functional flexibility with ability to successfully cover different management roles, supported by strong financial and technical background
- Deep intercultural sensitivity, gained by living in different continents and working with several customers across the globe
- In depth understanding of managerial accounting principles, cost analysis, budgeting, and price models
- Ability to hire, develop and retain professionals in different functional areas. Demonstrated ability to optimize available resources with best in class human resource capital deployment
- Solid knowledge of the automotive industry, with direct experience at tier-1 and tier-2 level
- Good understanding of lean manufacturing principles

Professional Experience

**BAUMANN SPRINGS USA INC.
President and CEO**

Grand Prairie, TX (USA)
7/2015 - Present

- Leading all activities of the Baumann Group in North America, with full P&L responsibility for all manufacturing plants, two in Grand Praire, Texas and one in Leon, Mexico. Total 2017 NA revenue approximately \$30 Mio with 250 employees.
- Directly responsible for the sales activities in the region as well as manufacturing of division springs in Texas and Mexico.

Key achievements

- ✓ Exceeded budgeted profitability every year
- ✓ Redefined NA organization to reduce cost while involving management in decision making process
- ✓ Simplified business complexity by eliminating low revenue/ high resource-demanding customers
- ✓ Established method for improved control of plant expenditures at departmental level
- ✓ Launched new manufacturing processes in the group and focused resources on continuous improvement activities to gain capacity and competitiveness

**KSPG AUTOMOTIVE (now Rheinmetall Automotive)
Pierburg US, LLC
Director of Sales Mechatronics NAFTA**

Auburn Hills, MI (USA)
7/2014 – 6/2015

- Responsible for all sales activities of Pierburg and Pierburg Pump Technology in NAFTA with booked revenues in excess of \$200 Mio

Key achievements

- ✓ Leading the growth of KSPG Mechatronics by winning new technology projects in the field of emission reduction at North American customers (purge pump, compact gasoline EGR valve)

Pierburg Pump Technology (PPT)

Director of Sales Americas

2011- 6/2014

Director of Sales North America

2007-2011

- Primary PPT interface to all North and South American OEM senior managers, responsible for the commercial and engineering operations of PPT in the US
- Management of a team of professionals (sales, program management, application engineering, design and testing) in North and South America
- Responsible to develop and implement North and South American sales strategy in alignment with corporate strategy with the goal of winning new business to achieve \$200 Mio sales in the region by 2020.
- Directing program management activities for Americas customers and coordinating launch of several new products in PPT's production sites worldwide (Germany, Italy, France, Brazil, Mexico)
- Supervising PPT application engineering and testing activities in North America, managing technical resources in support of business goals. Serving as mentor for the engineering team and guiding strategic technical decisions
- Globally responsible for General Motors account with business in Germany, India, USA and China
- *Key achievements*
 - North America
 - ✓ Booked sales of PPT in NAFTA increased over ten-fold from 2009 (\$10 Mio/yr) to 2016 (>\$100 Mio/yr).
 - ✓ Expansion of customer base to NA electric vehicle manufacturers and renewable energy industry
 - ✓ General Motors and Ford NA first customers to award PPT with new generation products
 - ✓ Driven cash recovery effort of during GM Ch 11 bankruptcy protection. No losses incurred by PPT
 - ✓ Reestablished profitability of several projects acquired from bankrupt Dana Corp. via commercial negotiations with GM management
 - ✓ Supported establishment of significant testing capabilities for pumps in Auburn Hills, MI
 - South America
 - ✓ Renegotiated all existing contracts with Brazilian OEM customers (Fiat, Ford, Peugeot) improving profitability of all projects
 - ✓ Established profitable long-term sales agreement with Fiat to protect future of PPT Brazilian manufacturing operations
 - ✓ Secured future of Brazilian operations by winning one of the largest SA pump business of PPT (\$30 Mio/yr)

Pierburg, Inc.

Southfield, MI (USA)

Sales Account Manager

2004 – 2007

Robert Bosch Corporation

Farmington Hills, MI (USA)

Sales Manager (Toyota NA)

2001 - 2004

Sr. Account Manager (Honda NA)

1999 - 2001

<i>Account Manager (Subaru NA, Mitsubishi NA)</i>	1998 – 1999
Robert Bosch S.p.A. <i>International Management Trainee Program - Technical Sales</i>	Milano (Italy), Stuttgart & Frankfurt (Germany), São Paulo (Brazil) 1996 – 1998
Siemens Telecomunicazioni S.p.A. <i>Field System Engineer</i>	Milan (Italy) 1995 – 1996
Ministero della Difesa Aeronautica (Air Force Defence Ministry) <i>Database Programmer, Mandatory 1 year Military Service</i>	Rome (Italy) 1994 – 1995
HTM Group S.p.A. <i>Quality Liaison</i>	Caerano S. Marco (Italy) 1993 – 1994

Education

Lean Manufacturing Certification , University of Michigan	Ann Arbor, MI (USA) 2012
Master in Business Administration , University of Michigan <i>Concentration in Finance, Graduated with Distinction</i>	Dearborn, MI (USA) 2003
Master in Electronic Engineering (Diploma di Laurea in Ingegneria Elettronica)	Milan (Italy) 1993
<i>Concentration in System Analysis and Automatic Control, GPA: 94/100</i>	

Associations

- University of Michigan Alumni, Beta Gamma Sigma Honor Society, Politecnico di Milano Alumni

Other activities and interests

- FIS (Italian Federation of Winter Sports) licensed alpine ski instructor and FIS STF level III coach. Master ski racing