

Cover letter

Luca SAVIOLO
Via Morandi, 6
28100 Novara (NO)
Tel. **+39 3467065045**

Dear Sirs,

I'm pleased to submit my application, briefly resuming my working experience.

Currently employed as **Sales Manager** for a business unit (5 - 7 mil €/year) inside an international Italian group, as the years went by I had the opportunity to cover different roles inside the mechanical engineering industry.

Focused on sales, I also appreciate having a general view of the business:

- ✓ coordinating operations, from the KOM until machinery and plants commissioning;
- ✓ promoting new opportunities, directly, through the company's sale network and establishing local commercial agreements;
- ✓ building relationships with customers and attending international exhibitions;
- ✓ contributing to machinery and plant main concepts design, guiding innovation;
- ✓ sharing participation and interest among the people involved in the projects;
- ✓ supporting the after sales service.

Since I took the present office, I led the BU to profit, consolidating the existing product, introducing a new line entering from scratch in a new market, expanding the company presence in Far East, North America and Brazil.

Self motivated, hard working, willing and determinate to assume the responsibility of a new exciting challenge, I'm available for relocation and worldwide mobility.

Don't hesitate to contact me to deepen any subject.

Thanks and best regards.

Luca Saviolo

Trattamento dati personali

Autorizzo il trattamento dei dati personali contenuti nel mio CV in base art. 13 del D. Lgs. 196/2003.

Personal Data

Name and surname: Luca Domenico **SAVIOLA**
Place, date of birth: Vercelli (Italy) - July the 29th, 1972
Residence: via Morandi 6 - 28100 Novara (NO)
Nationality: Italian
Mobile: **+39 3467065045**
E-mail address: lsaviolo@live.com
Marital status: single
Military service: exempted for personnel exceeding



Education and Training

July 1991: diploma as "Qualified in Aeronautics Constructions"
I.T.I.S. G. FAUSER - Novara - graduating with 55/60.
July 2007: FESTO Academy
Hydraulic systems design.
September 2008: ENFAPI - Como Industrials Union
Pneumatic systems design.
May 2009: FESTO Academy
F.M.E.A. - Failure mode and effect analysis.
September 2011: DOW Chemical
Polyurethanes: field of applications and markets.
November 2017: ADECCO - Assertive Negotiation

Working Experience

01/2013 - today

Company: **CANNON** Group - Caronno Pertusella (VA) - Italy
Contract: Permanent contract - Metalworking and mechanical engineering industry
Field: Plants for polyurethane based products
Title: **Sales Manager**
BU: plants for polyurethane sandwich panels production
Main duties:

- ✓ business development, directly or through the company's sale network;
- ✓ technical analysis for new projects, usually customers oriented;
- ✓ preparation of the documents required to take part the bidding process, including commercial offer, plant layout and cost summary sheet;
- ✓ projects follow-up, from technical discussion till the final negotiation;
- ✓ product definition and innovation;
- ✓ coordination of the operations related to the BU, in close liaison and reporting to the general manager.

09/2011 - 01/2013

Company: **CANNON** Group - Caronno Pertusella (VA) - Italy
Contract: Permanent contract - Metalworking and mechanical engineering industry
Field: Plants for polyurethane based products
Title: **Product Manager**
BU: plants for polyurethane sandwich panels production

Curriculum Vitae

2011 - 09/2011

Company: **BIMEC S.r.l.** - Vanzaghello (MI)
Contract: Temporary contract - Metalworking and mechanical engineering industry
Field: Slitter rewinders and ancillary equipments.
Title: Project Engineer

2004 - 2010

Company: **TECNICOL S.p.A.** (liquidation October 2010) - Turate (CO) - Italy
Contract: Permanent contract - Metalworking and mechanical engineering industry
Field: Self adhesive coating plants and ancillary equipments.
Title: Project Engineer - Project Manager

2001 - 2004

Company: **POLYTECH S.p.A.** (bankruptcy August 2004) - Marano Ticino (NO) - Italy
Contract: Permanent contract - Metalworking and mechanical engineering industry
Field: Converting and film extrusion plants
Title: Mechanical Designer with Project Management tasks

1996 - 2001

Company: OFFICINE MECCANICHE G. **CERUTTI S.p.A.** - Casale Monferrato (AL) - Italy
Contract: Permanent contract - Metalworking and mechanical engineering industry
Field: Rotogravure and flexographic printing presses
Title: Mechanical Designer

1995 - 1996

Company: **MAXNOVO ITALIA S.r.l.** Sitindustrie Group - S. Pietro Mosezzo (NO) - Italy
Contract: Permanent contract - Metalworking and mechanical engineering industry
Field: CNC lathes - Worm gears for oil & gas industrial ball and butterfly valves
Title: Junior Mechanical Designer

1992 - 1995

Company: **Technical offices** in Novara and Vercelli - Italy
Contract: Freelance
Field: Flexible packaging, piping, general mechanics
Title: Junior Mechanical Designer

Languages

Italian: Mother tongue
English: Full professional proficiency
French: Basic knowledge

Software

Office: Excel, Word, Power Point
Mechanical design: Creo Direct Drafting (former ME10), Solid Works

Relocation & Travels

Fully available for relocation, domestic and international mobility and to stay in foreign company branches.

Hobbies

Jogging, windsurf, internet, technology, motor sports, international TV stations.