

# Federico Schivo



## PERSONAL PROFILE

Experienced Manager with a solid background in **Operations, Supply Chain, IT, Customer Service**. Proven track record in managing and executing large cross-functional projects from start to finish, starting up operating teams, negotiating with stakeholders, providing mentorship to individuals. Recognised for being a trustable reference with a "can do" attitude, highly committed, with effective **negotiation skills, hands-on approach**, adaptable in changing and demanding environments.

I am attracted by challenges, diverse and dynamic working groups, opportunities for learning and situations where my contribution can count to make a difference.

## PROFESSIONAL EXPERIENCE

### ECOLAMP



Milan

Extended Producer Responsibility Scheme, founded in 2008 by Philips, Osram, GE Lighting and Feilo Sylvania, in charge of fulfilling the environmental obligations of nearly 200 Participant Companies.

2012 - ongoing

Operations Director

- Planned, organised and coordinated **Supply Chain and Operations**, including Transport, Contracting, Customer support, IT, Performance Management and Technical compliance, with a **multimillion budget** assigned.
- Headed a team of 5 direct and 50 indirect reports, to supervise **a network of around 50 suppliers**, delivering services to **10,000 customers**, with service level above 99%.
- Negotiated and maintained **relations with main stakeholders**: Public Authorities, Professional users, Retailers, Participants, prospect Members and Trade Associations.
- Collaborated with international working groups, like *Cenelec* and *Eucolight*.

2009 - 2012

Operations Manager

- Built the Operations Department**, designed and launched the process flows of the newly created Ecolamp, founded by major players in the Lighting industry.
- Executed projects** to create collection channels for domestic and professional customers, including planning, sourcing, negotiation with partners, budget preparation and monitoring.
- Led to **ISO certification** (9001/14001); Member of **Supervisory Board ex Decree 231/2001**.

### ITALCEMENTI



Bergamo

2008 - 2009

Project Manager

- Supervised an **international project group** established to streamline Group's main processes across 13 subsidiaries, following the merge with Ciments Français;
- Organised activities for a cross functional project team of 15, involving internal key users; prepared and overviewed project framework and planning.

### REXEL



Milan, Rome

2007 - 2008

Logistics Manager

- Managed **logistics and delivery operations** for 6 warehouses and nearly 60 operatives, reorganized the network and the distribution model; service frequency improved to 2 deliveries/day, reached a final cost saving of 3%/year.
- Developed a Business Plan for setting up the centralized Italian Logistic Centre: project presented and approved by the French HQ in 2008.

### L'ORÉAL



Milan and Paris

2006 - 2007

Procurement & Warehouse Manager

- Headed the **Procurement Department**, responsible of demand planning and conversion of sales forecasts into middle/short term procurement to meet service level and inventory targets; reduced stock-outs of 10% in two years.
- Administered **warehousing and distribution** of the Pharmaceutical Division and coordinated a team of 30 operatives, delivering brands Vichy, La-Roche-Posay, Inneov to more than 6.000 drugstores; reached an OTIF service level above the company target of 97%.

2004 - 2006

Project Manager

- Managed two cross-functional project teams of Italy and France to re-engineer internal processes and implement **SAP** at the Pharmaceutical and Luxury Products divisions; new system successfully adopted in 2006.

### ACCENTURE



Milan

2001 - 2004

Consultant

- Executed **large-scale implementations of ERP systems**, performing Client's interviews and developing requirements documents for IT developers.

## PERSONAL DATA

Place of Birth: Padova, Italy

Date of Birth: 04/03/1974

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## EDUCATION

**Executive MBA - Master of Business Administration**  
SDA Bocconi

Feb 2016 – Nov 2017  
cum laude

**Master's Degree in e-business and on-line communication**

Profingest, Bologna

2000 – 2001

**BSc in Environmental and Territorial Engineering**

Politecnico di Bologna

3-month training period at *El Teniente* mine, Chile

1993 - 1998

*1st class honours -100/100 con Lode*

## LANGUAGES

**English:** Proficient (IELTS 7.5)

**French:** Good

**Spanish:** Basic

## ADDITIONAL EXPERIENCES

April '18 – today: **My Style Bags**  
Temporary part-time Finance & Operations Manager

2017 - today / [www.copets.it](http://www.copets.it)  
cofounder and co-owner: social nonprofit online platform for pets coadoption

2016-2017: Milano Short Stay  
cofounder and co-owner: agency for short-term touristic rentals

## ADDITIONAL INFORMATION

Interests: Running, skiing, fitness.  
Passionate about traveling, wine and food.