

CURRICULUM VITAE

Name: **Giusi Norini**

Born in: Lecco – Italy

Date of birth: 1st June 1973

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Nationality: Italian

Family: Single

High School: Graduation at Linguistic School in 1992 Liceo Linguistico Maria Ausiliatrice

University: 1st level Graduation in Management Engineering in 1996 at Politecnico di Milano.
2nd level Graduation in Management Engineering in 2002 Degree thesis title "Logistic and Production Control in Automotive industry sector"

Master: Executive MBA – Bologna Business School – on going

Certifications: SixSigma Black Belt (ASQ)
APICS Planning and Inventory
APICS Supply Chain Professional
PMP Project Manager Professional (PMI)

Working Experience:

December 2016 – June 2018

Promoted as Plant Manager of the Cameron/Schlumberger Plant Douglas Chero SpA in Piacenza, dedicated to production of forged valves for oil & gas and chemical applications with approx. 120 employees.

In this position I am reporting to the Director of Operations Eastern Hemisphere with full responsibility of the P&L of the plant. Production process from quotation to delivery of the goods and aftermarket activities are under my responsibility.

The plant is part of a JV closed in September 2016 and my primary assignment is the deployment of Cameron Schlumberger Standards related to HSE, HR, IT, Procurement and Finance.

The plant has outstanding scores in On time delivery, past due and customer satisfaction. From the HSE side certifications OSHAS18000 and ISO14000 were gained.

2017 was a difficult year for revenue as we lose 30% of our business due to downturn of the market and corporate strategies for US distributors.

Individual dismissal (legge Fornero) was put in place for major roles
I'm also in charge as Employer (Datore di Lavoro) and President of the Board of Directors. I'm dealing directly with external entities, banks, government entities like ARPAE, agenzia delle entrate, camera di commercio, ispettorato del lavoro and confindustria.

New actual challenge: implement new manufacturing system to improve supply chain and manufacturing performance through lean six sigma approach and product cost reduction by 20% in the next 3 years

July 2014 – November 2016

Promoted as Material Manager of Grove facility, Cameron, Schlumberger Company and moved to Voghera (PV). Team of 93 people.

Targets for 2014-2015 have been fully achieved by:

- Improve supplier performance (NCR rate 2 times lower than target)
- Improve vendor On time delivery (from 50% to 85%)
- Introduce LCC suppliers. I have spent 1 month in China visiting vendors sites.
- On time delivery to customers increased from 17% to 65%
- Past Due decreased from 86 mil € down to 8 mil €
- Fast track for most important customers and projects implemented
- Reduce personnel of 50% - CIGO, CIGS and collective dismissal program agreed with HR and Corporate(2015-2016).

May 2010 – June 2014

Promoted as Material Manager of Ringo facility, Cameron Schlumberger. Procurement Manager was added to previous responsibility, with the main objective of reorganization of the team to support new challenge of double the revenue of the plant from 50 mil € to 100 mil € and find new vendors. Total group of 39 people

A special project was assigned to me on the top of Material Management of Ringo: SAP new releases deployment through all Italian organizations and plants. I acted as Project Manager spending 1 year in Houston with SAP team and then working in the 3 Italian plants as Project Manager for the following assignment:

- Organization alignment in light of new processes
- New processes to be implemented
- Data migration
- SAP Super User coordination
- User IDs to be set
- Customization evaluation and deployment
- Training for all users and kiosk
- New modules compared to previous versions implemented: PM, QM, MII, CRM, SRM
- Reorganization to promote centralization of Finance and HR functions in Romania

In the project I was reporting to Division SAP Director

All these targets have been achieved on time and go-live went smooth

April 2008 – April 2010

Promoted as Planning and Inventory Manager for Ringo facility, Cameron, Schlumberger in Colico (LC) and moved from Voghera to Lecco. A team of 18 people initially was under my responsibility.

I was in charge of Planning of all the product lines, and in details delivery quotation, master production scheduling, production bill of material and

routings, insourcing/outsourcing strategies, production orders management, customer expeditors management and customer status reports. I was in charge of Warehouse and Inventory control, in the assignment new inventory policies have been introduced for obsolescence management and inventory turns improved while gross inventory level decreased. I had also the bar stock cut department and in the assignment I followed the full outsource project of it with asset selling.

The team grew in both planning and inventory up to 27 people.

In the assignment I was responsible for 2 mil € of investment to build and new warehouse with automatic carousel, self-moving shelves and traditional shelves.

January 2007 – March 2008

After a period as consultant I was hired by Cameron Italy Srl with the assignment of Six Sigma Black Belt - I attended a 4 weeks training in Houston, Singapore and Bezier (FR) and learned about the program.

Main location in which I worked was Voghera, both Grove and Ledeen Plant. the introduction of global metrics and standards

Main projects and objectives:

- Cross plant capacity planning and job sharing program introduction
- 6S deployment in the shop floor
- Full deployment of Kronos module (labor data collection system)
- Training and mentoring of Green Belt
- Kaizen events in various departments
- Expand lean six sigma culture through all the plants

March 2001 – December 2006

I moved to Realtech SpA, German company partner of SAP AG, working as SAP consultant for logistics module (mainly PP, MM and QM) and project manager by several different customers and industry sectors. The assignment was in Milan but I spent 3 years in Rome and 6 months in Germany.

Major customers were:

- Enel Distribuzione (Rome): project manager for Organizational Alignment, Communication and Training to user trough all Italian regions (team of 70 people)
- Poste Italiane (Rome): organization alignment and development of new service procedure for SAP Support team
- Bayer (Leverkusen (DE) and Milan): full implementation of SAP
- Italacque (Rome): MM and PP training for super users and users
- Celestica (Milan and Rome): PP training for super users and users
- ATM Milano (Milan): implementation of QM and PM modules
- Cameron: deploying SAP after acquisition of Dresser Italian plant for on/off valves

July 1998 – February 2001

I moved to a different company ATI Srl in Erba (CO) working in the pipe constructions. In the role I was responsible for HSE (I was RSPP of the plant) and Planning Supervisor with a team of 3 people. A special assignment was given related to the implementation of SAP R/3 which went live with no particular issues

April 1996 – June 1998

Consultant for Quality Assurance – I was working for TQS Srl in Crema as consultant to support customers in achieving their ISO 9000 certification. I was working for small companies in Lombardia region.

Languages:

English fluent (speaking, listening, reading, writing)

German: basic knowledge

French: basic knowledge. I'm attending a course of French for advanced students

Hobbies & Sports:

Travel, art, gardening, swimming.



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