

CURRICULUM VITAE

Name, surname: Gianluca Maronato;
place and date of birth: Vicenza, October 22, 1962; **residence:** Via G. Dalla Chiesa 177, 36100 Vicenza
telephone: + 39 366 3831479 **e_mail:** lmaronato@hotmail.com

PROFILE

Graduated in electronic engineering, I am a manager with consolidated experience who has been working in the Operations area for over 20 years with responsibilities in the commercial field both in multinational and private companies.

My professional background allows me to manage complex and different realities, having acquired significant skills in the management of the various departments from production to logistics to sales and after-sales.

I reach the corporate strategic targets assigned by applying an intervention methodology based on advanced management / analysis techniques (Business Planning, Workflow Management), with a continuous optimization of internal procedures, constantly analyzing the performances (KPI) and the involvement of all the supply chain in the shared strategy.

My strong point is the ability to create an element of trade union between internal company development and the reference market working on internal processes with the aim of reducing costs without losing sight of the customer focus.

Orientation to the development of potential, analysis of critical points and continuous monitoring of personal and group performances allow me to reach the assigned targets.

SKILLS AREA

- Implement continuous improvement systems based on lean logic, qualitative surveys; apply lean methodology, team work
- Create new productive and commercial structures: operate and manage realities abroad both for private companies and for multinational companies. Realize the start up
- Keep the balance between orders and production capacity with attention to costs
- Interface the customer in the definition and management of the order: assess the impact of the requests in the internal structure
- Improve the market position of the organization for financial growth
- Create relationships for new business opportunities
- Supervise the phases which accompany goods and services from origin to end users
- Use outsourcing or insourcing to make production capacity more flexible and to meet production peaks; create a network of contractors
- Implement an Industrial Budget and verify its compliance
- Analyze spending dynamics and investment returns of projects / business plans, with the definition of the real impact of projects / savings on the income statement and control KPI's; (analysis of the requests of the reference market / competitors).
- Optimize the synergy of the different establishments of a group. Coordinate consultants and internal clients on defined projects

- Manage staff: make changes to the production organization such as "staff reduction" or changes in work shifts. Relations with union unions, collaboration with industrial associations.
- Promote "Team working" by adapting to different cultures and working methods
- Adopt engagement techniques for collaborators and suppliers.
- Focus on objective, resistance to pressure, reactivity to the solution of everyday problems autonomously

MORE PROFESSIONAL EXPERIENCES

January '18 to November '18

Errediesse spa (Spreafin group) - Business Developer

The group (whose majority belongs to the Spreafico family) has a turnover of about 80 million euro, with 300 employees and it is one of the major printing realities in Italy.

In January 2018 I started a collaboration with Spreafin to create in Errediesse SPA, a company of the group, a new solution of integrated Print Management services with the aim of enriching the offer of services provided and further developing the Group's skills

July '12 - December '17

Williams Lea Tag Ltd (DHL group) - Country Manager-Operation Manager

Williams Lea Tag Ltd (turnover of 1.2 billion euros, 12,000 employees) is a company in the DHL Supply chain which offers Business Process Outsourcing and Marketing Execution to large companies, a world leader in print procurement.

From July 2012 I worked with W LT to introduce the English company in the Italian market and to support it in the management of some companies already WLT customers in Europe but not yet served in Italy.

June '02 - March '12

Selecta - Venturini Group - Operations Director / Sales Manager

The Selecta -Venturini group was formed by several companies in the traditional and digital printing sector. It employed over 300 people and had a turnover of around 80 million euros.

In this role I managed the plants of the group that included five production sites located in various Italian regions and realized the start-up of three foreign productions (Croatia, Slovakia and Poland). In addition, I dealt with the foreign direct marketing business which had been in difficulty for some years.

April '99 - March '02

Marshall Pottery Inc. (Texas) company of Deroma Group – Vice President

The company, which had been acquired by the DEROMA group, world leader in terracotta in 1997, employed 150 people for a turnover of about 15 million dollars. In addition to being the plant manager, I was the company's reference for the Texas investment.

September '94 - March '99

SICCE SPA, S. Pietro in Gu '(Pd) - Plant Manager for the companies of the group.

The group produces pumps for aquariology and gardening. 1998 turnover of about 30 billion lire, with about 100 employees. Entered as Head of Quality Control and Quality Assurance for ISO9000 I held the position of head of the two plants located in Italy

SOME SIGNIFICANT RESULTS

- In Errediesse I developed a new service for customers defined as "Print Management". I created a new website and related documentation to introduce the new service to potential customers. During my collaboration I managed to acquire two customers with a turnover of about 1 million euros (three-year contract)
- In WLT I developed and doubled the portfolio to about 4 million euros (against 1.6 million in 2012) by entering into contracts with customers initially unanticipated products. I created a supplier structure in Italy
- In Venturini spa I dissolved a group company and set up a JV with a local English and German company, thus increasing sales in the UK and D by 35% with a margin increase thanks to the reduction of fixed costs (13%)
- In Selecta spa I created the company logistic department by integrating the production planning, warehouse management, work account management, customer service and purchasing sections. Significantly reduced backlog (from 30% to 10%) with a measured increase in customer satisfaction.
- Establishment of a new production site in Bratislava: in three months I managed to activate the plant and start production for Slovak and Austrian customers, guaranteeing the requested services. I was nominated in the managing board of the Slovak company: a company created by Selecta with Generali Assicurazioni.
- In Selecta spa I developed a business plan, approved by the CDA, which involved investments of over 3 million euro to acquire new production technologies integrated with production control and monitoring systems. Thanks to the efficiency of new technologies, the number of machines in production was reduced by 30% (which involved a reduction of 8 workers), drastically reducing the percentage of errors (less than 0.001%). The ROI provided in the business case was fully respected
- I created the company logistic department by integrating the production planning, warehouse management, work account management, customer service and purchasing sections. Significantly reduced backlog (from 30% to 10%) with a measured increase in customer satisfaction.
- I set up a contractor structure to support Selecta production in peak periods, creating a new internal organizational structure for its management and implementing shared information. Managed to externalize the 30% of production by guaranteeing 85% of SLA compliance.
- In Venturini spa I restructured the production organization by changing the shifts and introducing the cell-based manufacturing system with WIP control and management. This restructuring led to an increase in production efficiency, reducing downtime while waiting for material by more than 70%.

STUDY ROUTE

- Doctor in Electronic Engineering (University of Padua)

FOREIGN LANGUAGES

Italian: mother tongue

English: Use of the language in a flexible and effective way with the ability to formulate ideas, opinions and to conduct a negotiation of work (deepened in the three years of stay in the United States).

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