

GIULIANO QUARANTA

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SUMMARY

Senior Program Manager, PMP® certified, with more than nine years of experience at LEONARDO HELICOPTERS (AGUSTAWESTLAND), Aerospace Industry.

Head of AW139 Program since August 2017 responsible of the overall Product Line results in terms of Profit & Loss, Development Roadmap, Budget and Deliveries.

I have been managing the full Life Cycle (design, development, qualification, production, Customer acceptance), in terms of Schedule, Budget, Quality and Performances, of Company strategic programs (AW139 Program, AW139 New VIP Restyling for key Customers, e.g. Prada, AW189 contracts of 11 helicopters for UK SAR, 2 helicopters for Falkland SAR, 60 helicopters for Turkish MoD) characterized by a very high degree of complexity and risks due to the challenging targets (schedule, budget, requirements) and to the high degree of Customization.

I have been managing, with direct responsibility, program critical path activities (budget 100+ Millions Euro; cross functional project teams: 50+ people), following the whole process from design up to the Customer Acceptance, achieving Deliveries on time and on cost and working always with a result driven vision aimed, also, to a continuous improvement of the processes and optimization of the results.

I earned the master degree, cum laude, in Aerospace engineering and a post degree Master in Complex System Management.

WORK EXPERIENCES

LEONARDO HELICOPTERS (AGUSTAWESTLAND) (September, 2008 – Present)

- **AW139 Head of Program** - (Aug '17 - Present), Company best seller Product and worldwide market leader in helicopters intermediate class. Responsible of all the Product Line Profit & Loss, 5 year Program Roadmap and Deliveries targets.
 - **AW 189 Senior Program Manager – Head of Program Deputy** (Oct '13 – Aug '17), Civil Market. New developed Company Key Products for the Offshore, Search And Rescue and VIP helicopter markets.
 - **T 129. Program Manager.** Defence Market (Sep '08 – Oct '13). International Program for the development and production of more than 60 helicopters for the Turkish MoD.
- Responsible of Product Line Profit & Loss.
 - Definition of 5 year Program Roadmap with overall development, investment, budget and deliveries targets.
 - Management and control of the Design, Development, Industrialization and Production phases, in terms of Time, Cost, Quality and Performances, applying the Earned Value Management System (EVMS) methodologies and in accordance with the Project Management best practices:

- Master and Detail Planning: Baseline definition and negotiation, progress tracking and forecast, Key Performance Indexes monitoring, Program Critical Path definition.
- Budget, cost and Earned Value optimization: sales, operating margin, Working Capital Reduction, costs estimation and optimization, budget allocation and negotiation.
- Risk management and mitigation. Risk response plans, Contingency and Management Reserve definition and management.
- Scope Management: Scope statement, Work Breakdown Structure, Requirements compliance to the Top Level Contractual requirements.
- Monitoring and controlling: progress reviews, variances tracking, estimations to complete, recovery plans implementation, reporting to the main stakeholders and to the Top Management.
- Customer management. Responsible for Deliveries to the Customer and for the acceptance process. Focal Point for the Customer Resident Team and for Customer Acceptance Teams.
- Production management: Master Production Planning, Material Requirement Planning and Controlling, Industrialization process of new products.
- Critical Supplier management. Procurement plan definition, KPI definition and monitoring, Program reviews.
- Leading of a team of nine Program Managers dedicated to the AW139 Program.
- Leading and coordination of cross functional and international teams.
- Process analysis and improvement (e.g. Configuration Control and Change Control Systems).
- Product changes and configuration management.
- Main Program targets achieved and deliveries managed:
 - Achievement of the yearly deliveries and profit targets
 - Development and certification within time and cost of the new helicopter model AW189 UK SAR variant.
 - Development and certification within time and cost of the new helicopter model AW189 Full Ice Protection System kit.
 - Delivery to the Customer of AW189 UK SAR (contract of 11 h/c) managed in production plants based in Italy and UK.
 - Delivery to the Customer of AW189 Falkland SAR (contract of 2 h/c).
 - Qualification and Delivery to the Customer of the a new Helicopter type for the Turkish MoD (Contract of 60 helicopters).

The above deliveries/milestones have been achieved on time and on cost, in accordance with the strategic and economic Program Targets, ensuring the Contractual Requirements compliance and the Customer acceptance and satisfaction.

THALES-ALENIASPACE (January, 2008 – August, 2008)

“Satellite System Engineering and Thermo mechanical systems ” Department.

- **Requirement Manager** for the whole ESA Programs “GMES Sentinel-1 / Sentinel- 3”.
- **Satellite Thermal Engineer.**

INTERNATIONAL PUBLICATION

Publication on the technical journal “International Journal of Heat and Mass Transfer” of the paper “A self-similar unsteady flow with conjugated heat transfer”, abstracted from the degree thesis.

EDUCATION AND TRAINING

PMP CERTIFICATION

- Certification earned on July, 30th 2013 with maximum score.

COMPANY TRAINING

- Program Management Professional Initiative:
 - “Industrial Engineering and Operations Management” (Industrialization, Logistic, Production Planning & Control methodologies, Lean and Six Sigma fundamentals).
 - “Program Management in FINMECCANICA’s way” (PM methodologies, EVMS and Risk management); “Economics and Value Managements” and Negoziation.
- EASA Part 66 Module 10. Aviation Legislation.
- New Skills (Communication, Negotiation, Leadership) and Cross Skills: (Production, Customer Support, Multiculturalism, Innovation, Marketing, Organizational Behaviours).

MASTER (July, 2007 – December, 2007). “Fucino Space Center”

- Post Degree Master in “Space and Communication Systems. Complex systems management” organized by Telespazio, ThalesAleniaSpace and Selex Communications and of Project Management, System Engineering and other technical courses have been taken
- Marks: 30/30 with honours.

UNIVERSITY (2000 – March, 2007). “Università degli Studi di Napoli Federico II”.

- Master Degree in Aerospace Engineering. Graduating marks: 110/110 with honours
- Thesis in gas dynamics: “Exact and approximate solutions for conjugated flows”.

SECONDARY SCHOOL (1995–1999). “State Secondary School " Caccioppoli", Naples - Italy

- High School Diploma specializing in scientific studies. Marks: 96/100.

PERSONAL SKILLS

Languages

- Advanced level of written and spoken English.

Computer skills

- Microsoft Project, SAP, Microsoft Office Suite.

Personal and social skills

- Proactivity and strong result orientation. Strong inclination for team leading and team working.
- Excellent skills in problem solving, strategic thinking, public relations, communication and negotiation.
- Capacity to conform in multicultural environments thanks to the Company international environment and also to various trips across the world.

Additional interests

- Travelling, photography, movies, theatre, reading and sports (football, tennis, sailing and diving)
- Captain Nautical Licence for sail and motor boats up to 24 meters with no coast range limits.