



## Fabrizio Boffa

Date of birth: 25/10/1975

Nationality: Italian

Gender: Male

### CONTACT

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### ABOUT ME

Enterprising with open and inquiring mind. Naturally in love with complex subjects.

### EDUCATION AND TRAINING

01/2021 – Napoli, Italy

#### IBM Data science professional certificate

IBM through e-learning platform Coursera

<https://coursera.org/share/c0149fdc2c918da639132fd80d430647>

09/2020 – Napoli, Italy

#### Introduction to data science specialization

IBM through e-learning platform Coursera

<https://coursera.org/share/737d324d67bb7d1f1b65d30eb0ba3c0d>

03/2010

#### License to practice as an engineer

Ministero dell'Istruzione, dell'Università e della Ricerca (MIUR)

<https://www.miur.gov.it/>

04/2005 – Napoli, Italy

#### Certificate of attendance of training course in: "Corporate finance: tools for business growth"

Unione Industriali Napoli

<http://www.unindustria.na.it/>

01/2003 – Napoli, Italy

#### Master's degree in mechanical engineering

Università degli Studi di Napoli Federico II

##### Field(s) of study

- Engineering, manufacturing and construction : *Engineering, manufacturing and construction not further defined* | *Mechanics and metal trades* | *Manufacturing and processing not further defined* | *Materials (glass, paper, plastic and wood)*

109/110 | <http://www.unina.it/>

### WORK EXPERIENCE

15/07/2021 – CURRENT – Naples, Italy

#### Business developer

Gruppo Dedalo SGI

Dedalo is an integrated real estate group operating throughout the industrial cycle of the construction process, creating value in the concept, construction and handover phase of real estate products.

For Dedalo:

- I manage the business development plan and the marketing related activities in accordance with the stakeholders;
- I look for and manage development opportunities and projects in the hospitality, senior and student living real estate segment.

04/2019 – CURRENT – Milano, Italy

## **Account manager, business developer**

### **Gpack Spa**

Gpack Group Spa, one of the biggest national player in the packaging market, bought my company Leanbox Srl customer portfolio and tasked me with the account management of its former customers and the business development in the central and south Italian packaging market.

**02/2010 – 12/2019** – Napoli, Italy

## **CEO and founder**

### **Leanbox Srl**

In 2010 I presented a business project to Invitalia, the national agency for inward investment and economic development, owned by the Italian Ministry of Economy. The project was a new-co, Leanbox Srl, specialized in the lean manufacturing of pharmaceutical packaging based in Naples. In late 2010 my proposal was awarded with national incentives for innovative startups and so I became an entrepreneur.

At the end of 2011 the manufacturing plant was completed and ready for operations and production began with customers such as Novartis Pharma, among the others.

In this role I managed almost all the aspects and details of the company life, progressively delegating functions to new internal and external collaborators as the business grew. At its peak in 2016, Leanbox enforced about 25 employees and a network of 10 sales representative and dealers.

At regimen my main tasks were:

- business administration
- general direction
- procurement from critical supplier
- sales direction

**09/2011 – 02/2014** – Salerno, Italy

## **Account manager**

### **Nuceria Adesivi Srl**

Nuceria was a national leading packaging company, mostly specialized in the labels segment.

At that time, it was entering the pharmaceutical market and I was tasked with the Novartis Pharma customer account managing in a joined supplying contract with my own company Leanbox.

**08/2009 – 12/2011** – Napoli, Italy

## **CEO**

### **Boffa Contract Srl**

During the 2009, a corporate split was decided in Boffa Arredamenti, to separate the production business from the service business and non productive assets, namely the industrial complex. The latter entered in the operation field of the new-co Boffa Contract.

During those years my main task was the profitability enhancement of the 24.000 sqmt land and the 7.000 sqmt building of this complex. This task was pursued by progressively renting productive space, no more used by Boffa Arredamenti, to third party companies and by constructing a new 4.000 sqmt industrial building to be rented.

**01/2006 – 12/2011** – Napoli, Italy

## **Technical and operations director**

### **Boffa Arredamenti Srl**

In this position I was responsible of:

- managing a team of about 30 employees involved in the designing, manufacturing, logistic and on-site assembly of office furniture and mobile partition walls
- supporting sales director and sales force

- managing R&D projects in collaboration with external designers and professionals
- managing the quality and environmental procedures according to ISO9001 and ISO14001 certifications standards
- managing furniture and mobile partition walls assembly for critical customers
- procurement from critical suppliers
- managing the company ITC infrastructure

At that time Boffa Arredamenti was involved with nationwide private and public customers and begun its first exportations in Russia and Kuwait.

**08/2006 – 12/2009** – Napoli, Italy

### **Sales and technical consultant**

Impain S.p.a.

The company was specialized in manufacturing of wood based packaging for the automotive industry with two manufacturing sites in South and North Italy and overall a hundred of employees.

My tasks were to support the technological advance of the company in ICT and manufacturing processes and the critical customers management, namely Fiat and its suppliers network.

**01/2002 – 12/2005** – Napoli, Italy

### **Office furniture and mobile partition walls design and industrialization**

Boffa Arredamenti Srl

My first work experience in the family business which was the industrial manufacturing of office furniture.

During these three years I've supported the design process, in collaboration with architects and sales force, and managed the whole industrialization process of seven office furniture modular systems, for operative and executive workstations, and a mobile partition walls system.

In particular, the industrialization process of the latter, involved the deployment of a third party 3D parametric graphic engine which I implemented and coded to act as a specialized CAD software for partition walls project design.

I was also responsible for the ERP software management and business intelligence operations which forced me to extend my competence in data analysis, database management and SQL programming.

**01/1995 – 01/2003** – Naples, Italy

### **Computer consulting, 3D CGI content creator**

Various customers

As a self-learner, during my studies, I developed various competence in CAD and 3D computer graphics that lead to

various informal collaborations with different customers. I was mainly involved in hardware and software consultancy

for design studios, 3D graphics content creation, website creation and 3D animations.

## **LANGUAGE SKILLS**

**MOTHER TONGUE(S):** Italian

**OTHER LANGUAGE(S):**

English

Listening	Reading	Spoken production	Spoken interaction	Writing
C2	C2	C2	C2	C1

## MANAGEMENT AND LEADERSHIP SKILLS

### Customers management

I've learned to manage customers, fully understanding their needs, so to create win-win situations for them and my company in a long term commercial relationship.

### Team management

I've formed and managed many teams for different goals, from sales operations to production operations, putting the maximum effort in the selection of members by assessing their skills in relation to the target, keeping them motivated by sharing the big picture and always supporting them through the whole process in a constructive manner.

### Change management

Always engaged in small companies, since the beginning I've been forced to deal with the change necessity. Indifferently if it would have been the improvement of a manufacturing process to gain better marginality or a new product feature to attract more customers, I've always tried to manage the change so to transform it in the most important competitive factor.

### Projects management

I've been engaged directly and indirectly in many different projects, ranging from CGI content creation to product design and industrial building constructions.

Therefore, I have deepened project management techniques, already subjects of my university studies.

The most challenging project I personally managed was surely the founding of my own company Leanbox and its technologically advanced manufacturing plant.

## COMMUNICATION AND INTERPERSONAL SKILLS

### Customers relationship

I clearly and accurately communicate with customers, also of different nationalities and cultures thanks to the different contacts with foreign countries during my training and working activity. I've learned to respond to their specific requests, going straight to the main points and always paying a balanced attention to details, indifferently if I was facing the little family business or the multinational corporation.

### Team communication

I've learned to communicate with colleagues of various profession and education, always trying to acquire the most possible know how from every interaction and paying attention to the overall team understanding of the topic discussed.

### Public and financial institutions, multinational companies interactions

During my career I have dealt with many complex organizations, learning the best way to face their necessary bureaucracy and so to obtain as much as possible a successful outcome for my companies.

### Stakeholders reporting

The ending task of many data analysis performed during my working experience. Indifferently if it would have been about manufacturing performances, business and sales planning or financial sustainability, I've learned to pinpoint the most interesting aspects for my audience selecting the needed information and purging the unnecessary details.

## ORGANISATIONAL SKILLS

### ● Right priorities, right details

During my career I've become more and more skilled in setting the right priorities for my tasks and organize my and my team work accordingly. As the experience increased, I've learned to recognize those small details that, if not dealt with, later on would have become new priorities.

### ● Taking responsibilities


In my working life, the most of the time, I did not have the privilege to have someone to ask what was the right choice. More often I was the only one that has to make those choices and the one who had to face their consequences the most. Therefore, now I'm comfortable with responsibilities and stressful situations.

## DIGITAL SKILLS

### Data Science and programming

Visual Studio / Visual Studio Code / Data Science, Data Analytics, Data Visualization / JSON / Programming language C# (C Sharp) / GIT (GitHub) / Python libraries (NumPy, Pandas, Keras, SciKit-Learn, TensorFlow, Matplotlib, Seaborn) / Machine Learning and Deep Learning frameworks: Tensorflow, Keras, PyTorch / Programmin language PYTHON / SQL/MYSQL

### CAD and Computer Graphics

 High ability to use AutoCAD / LightWave 3D / 3D Studio Max / Unity 2D/3D / SolidWorks (Intermediate)

### General Purpose

Microsoft Office / Microsoft Excel / Microsoft Word / Microsoft Powerpoint / Database: Oracle, MYSQL, SQL +, Access.

## PUBLICATIONS

### ● A link to my e-portfolio of data science public projects.

2020 <https://fabrizioboffa.github.io/index.html>

## DRIVING LICENCE

### ● Driving Licence: A

### ● Driving Licence: B

Napoli, 04/12/2021



Fabrizio Boffa