



# FABIO LUONGO

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Married, 2 children



19.08.1975

## Professional Summary

Skilled manager offering more than 25 years of experience in supply chain and manufacturing environments. Focused on being productive and safety-minded at all times. Committed indirect purchasing manager with strong production background. Focused on maintaining team safety and meeting challenging performance targets. Skilled in managing supplies and achieving the objectives within the established deadlines. Detail-oriented team player with strong organizational skills. Ability to handle multiple projects simultaneously with a high degree of accuracy. Determined, careful and eager to learn.

## Skills

Procurement Expertise  
Vendor Relationship Management  
Budget Management  
Efficiency Improvement  
Time Management  
Strategic Sourcing  
Ethical Conduct  
Stress Management  
Supply Chain Management  
Profit and Loss Understanding

Reporting Knowledge  
Critical thinking  
Distribution Management  
Bid Process Management  
Project Management  
Contract and price Negotiation  
Supplier Relationship Management  
Organizational Skills  
Team Leadership

## Work History

12/2023 - Current

### Global Commodity Manager Capital - Indirect *BorgWarner, Orsenigo (CO)*

- Achieved cost savings by negotiating contracts and pricing with suppliers.
- Streamlined procurement processes for increased efficiency and reduced lead times.
- Managed supplier relationships to ensure timely delivery of products and services.
- Implemented strategic sourcing initiatives, reducing overall purchasing costs.
- Collaborated with cross-functional teams to identify cost-saving opportunities.
- Established long-term agreements with strategic suppliers, securing favorable pricing and delivery terms.

02/2018 – 11/2023

### Auxiliary, Services & Indirect Material Purchasing Manager – Customs Manager *Eldor Corporation, Orsenigo (CO)*

- Coordination of six Category Managers (Transportation, ICT, Capex, General Services and Real Estate, Auxiliaries, Travel management and company car Fleet management), stipulation and management of purchase agreements, definition of purchase strategies, coordination of scouting activities, management of corporate buildings and group companies, supervision of Customs activities (power of attorney).

06/2017 – 02/2018

### Global Logistic Purchasing Manager – Customs Manager *Eldor Corporation, Orsenigo (CO)*

- Negotiation and purchase of transports, vendor selection and qualification, identification and development of worldwide transport network, support for due diligence actions and trade agreements, transport market monitoring, contract management including dispute with suppliers, purchasing optimization and costs reduction, support to business development and management of Customs activities (power of attorney).

02/2016 – 05/2017

**Domestic Line Haul Automotive & International Transport Competence Center - Ceva Logistics, Assago (MI)**

- Handled purchasing and operations for international and domestic transport services, managed tender processes, optimized logistics networks.

06/2011 – 02/2016

**Transport Purchase Manager - Ceva Logistics, Assago (MI)**

- Negotiation and purchase of transport services, tender management, identification and optimization of transport networks, analysis of transport market, drafting and management of contracts and any disputes with suppliers, drafting and management of SOP, staff coordination in purchasing area, supplier qualification management, business development support for commercial activities.

01/2009 – 05/2011

**Traffic & Customs Manager - SAME Deutz Fahr, Treviglio (BG)**

- Transport & Customs management (power of attorney), identification of transport network, inbound and outbound, spare parts management, definition of operational procedures, coordination of purchasing area, managing oversize and hazardous transports, customs operational management and AEO certification (included relation with Customs Authority).

10/2007 – 12/2008

**Warehouse Manager - SAME Deutz Fahr, Treviglio (BG)**

- Warehouse design and organization set-up, management of third-party and packaging, management of maintenance contracts, establishing SOP's, daily management of warehouses, development new projects, costs controlling and staff coordination, Kpi Implementation.

02/2006 – 09/2007

**Project Manager, PMO - Swiss Post Porta a Porta, San Cipriano Pò (PV)**

- Management of new construction site, selection, negotiation and purchase of materials, machineries and installations (civil & industrial – facility management, general services, forklifts & warehouse equipment, packaging), management of contracts with third-party and maintenance of new HUB.

06/2001 – 01/2006

**Procurement and Production Manager - Ivers Lee Italia (Promeia), Caronno Pertusella (VA)**

- Enhanced production efficiency by streamlining processes and implementing lean manufacturing techniques, reduced waste and material costs by optimizing resource allocation and inventory management, increased overall productivity by identifying bottlenecks in the production process.

02/2000 – 06/2001

**Procurement, Logistic and Production Manager - Assograph Italia, Monza (MB)**

- Evaluated vendor performance using key performance indicators to ensure continuous improvement in service delivery, streamlined purchasing processes for increased efficiency and cost savings, reduced costs implementing negotiation strategy.

02/1998 – 01/2000

**Technical Office Employee - Mollificio Angelo Cagnola, Monza (MB)**

- Information technology management, sales support, analysis, planning and quotation of new projects

05/1994 – 09/1996

**Technical Office Employee - ABB, Sesto San Giovanni (MI)**

- Employee of technical Office (quality check control), worker in assembly line

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## Education

10/2021 Bachelor's degree, Economics, 90/110

07/1994 Industrial Technical Degree, Electrical Engineering, 48/60

Certifications	PEKIT Expert certificate (Permanent Education Knowledge Information Technology Project)
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Languages	Italian (native) English (C1)
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Hobbies	Reading, travel, music, journalism, volunteer, dance and sports (golf, tennis and soccer)
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Additional Information	<ul style="list-style-type: none"> <li>-“Fleet Manager of the Year 2022” –best corporate fleet optimization and cost-saving program at national level.</li> <li>-“Football Team Manager” – qualification and certification issued by CONI.</li> <li>-“Match Analyst” – qualification and official license issued by CSEN – CONI.</li> <li>-“Sporting Director” – qualification and official license issued by CSEN – CONI.</li> <li>-“NLP Coaching 1” – certification issued by NLP Academy.</li> <li>-Military Service – Alpine Infantry, Bressanone (BZ), from October 1996 to September 1997.</li> </ul>

Availability for business trip

I hereby authorize the use of my personal details according to Italian Law N° 196/03

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Sports Curriculum	<p>From 1992 to 2010 Soccer Referee – AIA Monza Branch and Lombardy Regional Committee</p> <p>From 1995 to 2002 Secretariat – AIA Monza Branch</p> <p>From 2010 to 2015 Referee Commissioner – AIA Lombardy Regional Committee</p> <p>From 2015 to 2017 Official Team Delegate – Nuova Usmate Calcio</p> <p>From 2017 to 2020 Head of Youth Sector – Nuova Usmate Calcio</p> <p>From 2020 to 2022 Team Manager and Head of Women’s Sector – Nuova Usmate Calcio</p> <p>From 2022 to Present Collaborator, Official Team Delegate –Women’s Sector, AC Milan</p>
Personal Sports Objective	<p><b>Other qualifications</b></p> <p>FIAS Scuba Diving Certifications (Night Diver; Open Water Diver; Advanced; Master)</p> <p>Contribute to the strategic and sporting development of the club, supporting staff and athletes in achieving competitive results and fostering the club’s long-term structural growth.</p>

*I am a Global Commodity Manager at BorgWarner, leading a team of three buyers (including two based in Turkey) and managing an annual procurement portfolio of over €60 million across indirect spend and CapEx. I have driven supply chain rationalization initiatives, delivering a 10% cost reduction over the past two years while ensuring quality and business continuity.*

*I am seeking a managerial role where I can apply my strategic procurement expertise and leadership capabilities. My experience includes sourcing strategy, supplier development, contract management, and SAP-based data analysis, working cross-functionally with Production, Quality, R&D, Legal, and Finance. I think that procurement is a key strategic driver of business competitiveness and I’m motivated to contribute to a modern, efficient and transparent procurement organization.*