

Dream Check Lab Form

1. Product – Who are You

CV UPLOADED

2. Price – What you did

Achievement 1:

Role & Organization

Organization : Sandvik Role : Technical Project Manager

Problem (issue to be solved – goal to be achieved – context)

Project : diffusion treatment furnace for special metallic components to be installed into ITER (international nuclear fusion research and engineering megaproject) I had the responsibility of all the technical documents (including calculations and manufacturing drawings). Customer requirements in terms of timing and performances was very strict and electro-mechanical behaviour of the ITEM component depends by our component performances. Customer had been reviewing our both our documentation and manufacturing activities, my task included to lead meetings and to manage claims.

Action (what you did, how, which resources you used)

I started to cooperate with customer since the offer step, asking for details and sharing mutual concerns and ideas. I did calculations for electrical and mechanical components and drafted all the manufacturing drawings. I scheduled a meeting with the customer for every approval step, in order to keep being transparent with them and collecting their needs.

Result (tangible and quantifiable outcomes)

We had been able to deliver on time and performances of our product had been recognized as excellent.

Which skills you have demonstrated through this achievement?

- Acting by influence (I'm not the production manager but I had to push for prioritizing activities concerning my job) - Customer support - Time management

Achievement 2:

Role & Organization

Role : Project Engineer Organization : STF S.p.a.

Problem (issue to be solved – goal to be achieved – context)

We achieved to get an order for twelve FeedWater Heaters for two different conventional power plants in France (Cordemais and Le Havre). As project engineer I had the responsibility for: -calculations -drawings - external (customer) and internal technical support -installation oversight and performance test

Action (what you did, how, which resources you used)

What I did: -calculations (drafting, approval) -drawings (approval managing two draft-men) -external (customer) and internal technical support (scheduling, organizing and managing meetings with project

manager -installation oversight and performance test (went on site working next to the customer)

Result (tangible and quantifiable outcomes)

We had been able to deliver on time and performances.

Which skills you have demonstrated through this achievement?

- Acting by influence (I'm not the production manager but I had to push for prioritizing activities concerning my job) - Customer support - Production oversight and support - Time management

Achievement 3:

Role & Organization

Role :Process Engineer Organization : STF S.p.a.

Problem (issue to be solved – goal to be achieved – context)

Large claim received from a very important and strategic customer after damages on a HRSG we delivered in Germany.

Action (what you did, how, which resources you used)

- technical documentation review - HRSG calculations, quality documentation, welding book and manufacturing parameters review according to the design code used - facing the customer requirements as the engineering and technical counterpart

Result (tangible and quantifiable outcomes)

No legal action had been taken by the customer. Thanks to quality and reliability of our work we had been called for performing the maintenance operations and HRSG refurbishing.

Which skills you have demonstrated through this achievement?

- Acting by influence - Customer support - Production oversight and support - Time management

3. Place – What you can do

Your Objective

My objective is to be the right connection between customer needs and product development. I have a passion for managerial roles and I my interest for supporting customers leads me toward roles dealing with them more directly.

Your Motivation (why you want to move out of your own country)

I love challenging and multicultural environments and I understand this is going to be a very important step not only for my professional career but also for myself, as a person.

Role/position

Comparing the role (project manager, account manager, product manager) with the opportunity to leave my country, I honestly say the more important is the second one. This means that to commit myself in a role similar to the one I have now (project manager) does not constitutes a waiver but a great starting point. Thinking about the role itself, I'd really love to be a Technical Account Manager.

Industry/area of business

- Engineering - Power generation - Pharmaceutical - Packaging (linked with the Medical and

Pharmaceutical industries)

Company characteristics (size, geographical presence, markets, family owned or listed...)

International and multicultural context, operating worldwide. size : 1000 < 5000 employees markets : B2B

Skills that support this objective

- technical background - technical experience - MBA mindset open minded and results oriented - Understanding and awareness of work-flows, structure organization and attitude for keeping the big picture in mind.

Areas of weakness that hinder this objective

- still do improve experience with customers as a sales guy (not officially) - still to improve French and German (but working hard for achieving this target)

Is the objective achievable? Why or why not?

Yes it is, I'm confident I'm going to achieve this target because both of my attitude for the role I'm looking for and for results and target I achieved in the past.

What can you do to fill the gap?

I want to keep my eyes on the target and acting accordingly. I'm going to attend others German courses and I'm working hard for building up a strong and direct relationship with the customers I'm in contact with (also looking for new ones).

4. Promotion – Your USP

why should we choose you?

When I reached targets in the past I had never neglected to thank people around me for their support. From my perspective team spirit, cooperation and personal commitment are core values and facts more than ideas. I'm willing to provide results and taking my responsibilities without neglecting people I'm cooperating with, acting in order to exploit their potential while committing myself for leading them toward common targets.

Interested Country

Germany