**Application documents**

**Foto (6x9cm)**

*An eclectic personality and a pragmatic approach give me the ability to reach targets both independently and working in teams. I am looking for my next challenge and I am open to relocation in order to boost my career. Thanks to combination of both MBA and a cross functional job within multinational companies, I had the opportunity to develop an inter-disciplinary perspective across all aspects contributing to the value creation process.*

*Try to shorten this*

**Giorgio Campidelli**

Via De Amicis n°12, Bollate (CAP 20021), Milano, Italy

Mobile: + 39 3913562073 ~ Email: [g.campidelli@gmail.com](mailto:g.campidelli@gmail.com)

**Professional Experience**

**SANDVIK GROUP, Milan, Italy**

HEATING ELEMENTS / MATERIAL TECHNOLOGY

*Nr. Of employess*

*May 2015 – now*

***Technical Marketing Team***

***Technical Marketing Engineer***

*Responsibilities in terms of budget and persons*

*Sentence, which describes the central task of the job in a quite generalized way*

* Cooperating with the production manager, I’m managing operations for all Italian projects;
* Suppliers oversight and deadlines follow-up;
* Locally managing customers’ claims: follow-up, root cause analysis;
* Cooperating with production manager in implementing lean manufacturing tools and principles:
* Locally managing the continuous improvement process by collecting customers’ claims and selecting ones to be investigated in the long term:
  + oversight of internal processes and methods (supported by the local production manager);
  + suppliers’ surveys and meetings;
  + Identify bottlenecks and setting up check points within internal processes:
  + Reached to track values of variables influencing products quality;
* Helped the production manager to schedule workshop activities:
  + Successfully work load monitoring to pull production activities and meet deadlines;

**Achievements**

* Supporting field sales for developing and implementing marketing strategy for a specific, already known product;
* Market scouting and business intelligence on brand new products’ strategy and sales, under development;
* Leading the vertical integration (Third Party Intermediary Due Diligence process) of an agent/distributor focusing on high temperature products;
* Cooperating with colleagues all over the European area, providing field sales support and customer service;

**STF S.p.A. – Oil&Gas / POWER GEN**

**Milan, Italy |** *November 2012 – May 2015*

*Project Engineer – Heat Transfer Products Division – Technical Department*

* Managed the process to obtain certifications ASME "U", "U2" and "S" – Mandatory to manufacture and to design components (worldwide);
* Surface condensers thermo-mechanical design according to HEI standard;
* Calculations, quality control plan and purchasing specifications drafting.

**Achievements**

* Successfully handled management meeting and technical documentation presentation for the ASME inspector;
* Progressively gained responsibility for managing all technical matters concerning two feed-water heaters, from preliminary design to installation into a conventional power plant (EUR 2 ~ 3m / component);
* Project delivered on time under relevant customer pressure: dawn raids on site and documentation cross check;

**STF S.p.A. - Oil&Gas / POWER GEN**

**Milan, Italy |** *May 2011 – November 2012*

*Process Standardization Engineer – Technical Department*

* Cooperated within the mechanical dep. on HRSG running projects (EUR 18 ~ 22m /each) in order to :
  + perform preliminary exchange surface design and piping material selection;
  + follow-up construction and erection processes;
* Field engineering experience on HRSG, field inspection and surveys for maintenance.

**Achievements**

* Due to a delicate and costly (in terms of time and site operations) customer claim on welding and GVR’s technical performance, successfully handled final review of piping calculations, quality documentation, P&ID;
* Based on the previous point, helped in managing and oversight site activities under extensive pressure both from technical department and claiming customer.

**Education**

**MBA Master of Business Administration** *September 2014 to July 2016*

*MIP Business School - Politecnico di Milano Milan***,** *Italy*

**Nuclear Engineer, Master’s Degree** *September 2008 – March 2011*

*Politecnico di Milano Milan, Italy*

**Physics Engineer, Bachelors’ Degree** *September 2003 – 2008*

*Politecnico di Milano Milan, Italy*

**Languages**

**English:** Business Level

**French:** Basic Level

**German:** Basic Level (Goethe Institute)

**Additional**

Movex (supply chain management software)

Qlickview (purchase patterns, sales and profitability analysis)

SOLIDWORKS

Autodesk Inventor

Autodesk AutoCAD

Microsoft Office suite (Power Point and Excel in particular)

**I authorize to process my personal data according to D. Lsg. 196/2003**