Intro

Sales and Product manager with long term project management experience and ENTJ / ESTJ personality.

* “ice breaker” and can do attitude, self-motivated and innovative with commercial presentation and technical discussions skills
* perfection oriented approach in solutions proposed and delivered to Customers
* long lasting relationships builder with Customers, Partners, Suppliers and colleagues as foundation of mutual trust and measurable benefits
* long term international experience in multinational companies, EXPAT resident in Bangkok since 2008
* 3+ years’ in Industrial Automation Sales (complete Steel Plants, equipment and production lines automatization)
* 10+ years’ in Information Technologies Sales (ERP, MES, BI, Infrastructures, Services)
* 20+ years’ leading, managing and delivering multinational business critical projects as regional CIO or ICT Project Manager
* 15+ big projects sold and implemented in South East Asia, Europe, Russia and India
* up to 60 Mil eur projects for Industrial Automation and System Integrations
* up to 20 Mil eur, 4000 users, projects for ERP, MES and BI solutions

Career Objectives:

* desire to challenge new opportunity in a MNC, get new responsibilities and career upgrade
* looking for a position where to use my Emotional Intelligence, Technical Sales skills and experience for mutual growth and benefit of the Company and myself
* to work in an environment that promote continuous training , skills upgrades and personal growing

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| I thank you for your time and I look forward to hearing from you.  Please first contact by email, to schedule a conference call. | | |
| Roberto Scaramuzza  [roberto.scaramuzza@gmail.com](mailto:roberto.scaramuzza@gmail.com)  (mobile) +39 - 335 - 125.83.44  (mobile) +66 - 890 - 56.26.58  (Skype) ROBYSCAR  <http://th.linkedin.com/in/robertoscaramuzza> |  |  |



# D:\Dropbox\!CV\photos&signature\RS_ifs_roberto_scaramuzza (150x150).jpgResume

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| Personal information |  |  |
| Surname Name |  | SCARAMUZZA ROBERTO |
| Birth date |  | 15 / Dec / 1973 |
| Email |  | [roberto.scaramuzza@gmail.com](mailto:roberto.scaramuzza@gmail.com) |
| Website |  | <http://th.linkedin.com/in/robertoscaramuzza> |
| Domicile |  | Projects Based domicile |
| Nationality / Residency |  | Italian nationality, EXPAT resident in Bangkok (Thailand) |
| Education |  | Major Degree in Computer Science and Information Management  Engineer “Integration information systems” |
| Actual Salary |  | 120.000 ++ THB net, work permit, and allowances |

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| Most relevant Work experiences |  |  |
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| Employer |  | Danieli Automation s.p.a. (DANIELI Group) // project based location // [www.dca.it](http://www.dca.it/) |
| Position |  | PRODUCT MANAGER & DIRECT SALES EXECUTIVE |
| (4 years)  2012/01 **>** Present |  | Actually working in Direct Sales department of Danieli Automation ([*www.dca.it*](http://www.dca.it/)), part of Danieli Group ([*www.danieli.it*](http://www.danieli.it/)).  Duties and responsibilities:   * responsible of the product development, evolutions and innovations for   + Headquarter Corporate ShowRoom   + 3D real plant simulator * taking feedback for our new product and existing product from the customers and coordinate with the tech departments and higher management for the demand of new product in the market, especially for MES, BI and 3D SIMULATORS. * preparing technical solution offers and price quotations for new and existing customers * converting prospect into customers and to give the presentation in front of prospect client and solving their all the queries related to product and the Company   Working closer with marketing department:   * organize events to maintain the good relationship with the customers * product positioning in the marketplace through events, fairs and showroom presentations * translating technicalities in promo materials and project results in business case papers   AREAS OF EXPERTISE  Managing Sales Orders, Spotting Opportunities, Account Management, Product Launches, Field Sales, Regional Administration, Skilled negotiator, Territory Sales, Providing quotations, Influencing Decision, Makers  *Previously*  PROJECT ROLLOUT MANAGER & CHANGE MANAGER *(sales training on the job)*  On the “battlefield” Sales and product management training trough product management (features development and customers management) as also project implementation management for Manufacturing Execution System (MES), Business Intelligence and Production Scheduler:   * 16 M Eur project, 4000 users, development of new MES and integration with ERP (SAP) in the biggest integrated steel plant of Russia (Severstal steel, Cherepovets)   Developed feasibility studies, technical diagrams and solution proposals for the implementation of innovative and advanced systems. Fully integration merging industrial automation with ICT software (ERP, MES, BI) and production and process lines.   * 60 M Eur project, to fully automatize and integrate in the MES and ERP in 21 warehouses around Russia   + 1.000.000+ sqm   + 100+ cranes   + 300+ transfer cars, transfer lines and other field equipment |

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| Employer |  | IFS // project based location // [www.ifsworld.com](http://www.ifsworld.com/) |
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| Position |  | SALES ENGINEER and PROJECT ROLLOUT MANAGER |
| 3 years  2009/01 **>** 2011/12 |  | Hired as expert for the Engineering company background, I have worked out to generate leads from customer referrals and to make sales presentations to decision makers for an emerging ERP (IFS) specialized in Automotive, Oil&Gas and Engineering companies.  I come up with new strategies to increase sales and generate leads from customer referrals, giving clients support during all stages of a sale. Growth of existing business and acquisition of new ones.  Supported customers with technical product information - highlighting the benefits of the company software products and services - and assisted walk­in customers find to what they are looking for and to follow them during all the phases of the projects also being the project manager when required.  AREAS OF EXPERTISE  Engineering and PDM, BI Business Intelligence, Project System (PS), Sales & Distribution (SD) // Manufacturing & Product Planning (PP) // Warehouse Management (WM) // Material Management (MM) |

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| Employer |  | DANIELI & C. Officine Meccaniche s.p.a. // project based location // [www.danieli.com](file:///R:\Dropbox\!CV\www.danieli.com) |
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| Position |  | ERP Analyst Specialist and PM / Project Manager ICT (infrastructures) |
| 5 years  2004/01 **>** 2008/12 |  | Business Analyst Consultant responsible for analysis of as is business processes and Information System conditions, Project Manager on ERP/PLM and Infrastructures implementations.  Deputy Manager for roll out and maintenance of extended ERP systems in TH, IN, VN and other South East Asia countries. Coordination and training of more than 30 local resources for the rollout and/or revamping of the infrastructures. |

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| Employer |  | *ITs4b.it (owned company) // project based location* |
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| Occupation |  | Owner and CEO // interim CIO and Project Manager ICT on customer sites. |
| 10 years  1994/01 > 2003/12 |  | Managing completely the sales process of my own ICT Company, working in the context of Engineering and Oil&Gas Multinationals – (EPMC IEM ETO ATO), as also Manufacturing, Automotive and Ship Building Yards.  Infrastructures and Automation design and projects implementation. |

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| Language Skills |  |  | | |
| Mother tongue |  | ITALIAN | Fluent languages | ENGLISH |
| Basic languages |  | RUSSIAN, THAI, SPANISH, FRENCH, GERMAN | | |

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