

ENRICO PIOPPI

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SUMMARY

Engineer with a robust foundation in both technical and financial domains, skilled in spearheading initiatives that fuse innovative technology with strategic business management. Eager to amplify these capabilities through Booth's Joint Degree MBA and Master's in Computer Science, driving transformative advancements in the automotive sector.

EDUCATION

THE UNIVERSITY OF CHICAGO, BOOTH SCHOOL OF BUSINESS
THE UNIVERSITY OF CHICAGO, DEPARTMENT OF COMPUTER SCIENCE
Master of Business Administration, Master of Science in Computer Science

Chicago, IL
Sep 2024 – Present

LAWRENCE TECHNOLOGICAL UNIVERSITY

B.S. Electrical and Computer Engineering

Southfield, MI
Sep 2018 – Dec 2021

- GPA 3.97 (top 1%), Summa Cum Laude, Dean's List, Honor Society, Merit Scholarship
- Selected for a study-abroad program at Shanghai Jiao Tong University, top 3 engineering school in China (cancelled)
- Sr Project: Proof-of-concept design and business plan for an implantable fitness tracker
- Business Electives: Business Plan Development, Leadership, Industrial Economics, Macroeconomics

EXPERIENCE

GENTHERM

Project Leader

Northville, MI
Dec 2023 – Sep 2024

- Led a team of 7 subject matter experts to spearhead the digitalization of cost analysis tools
- Significantly enhanced operational efficiency, reducing the average quoting time from 6 to 3 weeks

Cost Engineer

Jan 2022 – Present

- Developed innovative quoting strategies for the company's most pioneering products, including the first SDV software licensing agreement and the next generation of personalized thermal comfort solutions (ClimateSense, WellSense)
- Created a comprehensive cost model for pneumatic products following a corporate acquisition. This model was standardized across the company and has secured \$200MM+ in new business awards since January 2024
- Led quoting for the company's legacy products, accounting for 54% of North America's revenue. Since taking over, the CBU has become the fastest growing in the company (+ 73% new business awards YoY)
- Collaborated with Product Management and Sales to develop pricing strategies for commodities, new technologies, and value-added propositions, strategically aligning with the company's objective of achieving 17% EBITDA
- Worked alongside senior management to moderate and present 8 company-wide Town Halls, increasing employee engagement from 72% to 83%
- Received Super Squad Award 2023 (annual) and Finance Top Performer Award Q1 2024 (quarterly)

Sales Finance Co-op

Sep 2021 – Jan 2022

- Automated reporting processes by creating 13 VBA macros, improving efficiency by 95% (from hours to seconds)
- Analyzed company performance versus market trends and prepared reports for monthly and quarterly reporting

Function Engineer, Electronics Intern

May 2021 – Aug 2021

- Deployed VBA macros to automate data analysis for EMS testing, resulting in weekly savings of \$13k
- Designed validation procedures for electronic products using CANalyzer, Signal Express, and Scout DAQ

HARMAN INTERNATIONAL, A SAMSUNG COMPANY

Software Engineer, Systems Engineering Intern

Novi, MI
May 2019 – Aug 2019

- Supported the development of infotainment systems for Stellantis by flashing and testing head units with ADB
- Optimized test plans and supported cross-functional teams for a critical software release

ADDITIONAL

DETROIT ECONOMIC CLUB

- "Priorities Shift from RPM to EPM" with Dinesh Paliwal

Detroit, MI
Nov 2019