

# CURRICULUM VITAE

## GUIDO GALLIANI

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## WORK EXPERIENCE

FIBER S.P.A. (Treviglio – Italy), design and manufacturing of electronics and electromechanical devices for industrial automation.

### Technical Director:

02/2010 – TODAY

- Head of the Mechanical and Electronic R&D departments.
- Cost evaluation, pre-development and technical feasibility.
- Cost reduction activities for product and process.
- Responsible for all industrialisation and tool construction activities.
- Continuous improvement activities.
- Support to the activities of advanced purchasing and global sourcing.

TOYOTA MOTOR EUROPE (Brussels – Belgium), European branch of Toyota Motor Company.

### Senior Manager – Electronic Accessories Development:

01/2006 - 01/2010

- Manager of the development group responsible for electronic accessories (audio, navigation, in car entertainment) for European vehicles.
- Interface towards the correspondent department in TMC for all problems during the development phase.
- Responsible for the targets in terms of timing, cost and quality for the different components.
- Collaboration with other departments (Purchasing, Quality) in different projects of Supplier Development in order to localize component production in Europe.

LAMES S.P.A. (Genova, Italy), an Italian group producing components for the Automotive market, tier one supplier to the main European car-makers for window lifters and door module.

### Technical Director:

04/2003 – 12/2005

- Responsible for all Lames Project Teams.
- Analysis and approval with the customer of Technical Specification.
- Cost evaluation, pre-development and technical feasibility.
- Definition of development activities planning.
- Definition and management of resources.
- Responsible for respect of development planning.
- Relationships with customers.

### R&D Manager:

06/2001 – 03/2003

- Responsible for all design activities.
- New product development.
- Continuous improvement on existing products.
- Cost reduction on current production.
- Responsible for R&D Dept. (about 20 people divided between Chiavari e Turin offices).

- Quality Assurance Manager:** 04/2000 – 05/2001  
 – Project leader for Lames QS9000 certification activities.
- Senior Project Manager:** 10/1998 – 03/2000  
 – Project management and product development for the newly acquired customer BMW, which becomes Lames second most important customer.
- Project Manager:** 10/1997 – 09/1998  
 – Project management and product development for the newly acquired customer Suzuki, for whose European plant Lames is now the main window lifter supplier.
- Design Engineer:** 09/1995 – 09/1997  
 – Within R&D Dept. in charge of implementation of CAD /CAE tools in the Company.

## EDUCATION

November 1994 : 5-Years Degree in Mechanical Engineering at Genoa University, with a thesis on " *Dynamic simulation of multi-body systems for an high-speed packaging machine* ".

July 1988 - Maturità Classica (High School Diploma) at Liceo Statale A. D'Oria - Genoa.

## LANGUAGES

**Italian:** Mother tongue

**English:** Fluent

**French:** Fluent

## IT KNOWLEDGE

OS - Unix, DOS, Macintosh, Windows.

Programming languages - Fortran, C, Basic

CAD/CAE Tools - Catia, Ansys, Unigraphics

Office Automation - Microsoft Office (Word, Excel, PowerPoint, Access), Microsoft Project

## TRAINING

Management Development Program	2007	Cranfield University	10 days
Toyota Business Practice	2007	Toyota Academy	10 days
Management Induction Program	2006	Toyota Academy	12 days
Toyota Way Competencies	2006	Toyota Academy	3 days
Project Management	1997	THU Thompson (Milan)	80 hours
Design for Quality	1996	THU Thompson (Milan)	200 hours

## PATENTS

2006	Process for assembling motor vehicle bodies provided with doors, body assembled by the process and door for such a body	EP 1 459 964 B1 US 7,003,881,B2
2005	Support slide for window regulators of motor vehicles	EP 1 382 787 B1 US 6,854,213,B2
2001	Gruppo di supporto e trascinamento del bordo inferiore di un pannello di vetro in un alzacristallo a doppia guida	IT 1310759 B1

## **PUBLICATIONS**

- 2002 ASME 2002 International Design Engineering Technical Conferences and Computers and Information in Engineering Conference, paper titled “Computational recognition of functional parameters of surfaces for the kinematic design of window regulator systems”

## **SKILLS AND COMPETENCES**

At Lames S.p.A. I have worked as Project Manager for some years, organizing the inter-functional team developing new projects and products. I had the chance of experiencing an international environment, working with customer and suppliers both European (Opel, Peugeot, BMW, Saab, Siemens, Bosch), Japanese (Suzuki) and Korean (Hyundai), having the possibility of understanding and appreciating the differences among the different cultures, both from the professional and the human point of view. In my last role, as Technical Director, I had also the responsibility of both managing the R&D Dept. and coordinating the different Project Teams, allocating the necessary resources in order to respect the planning agreed with the customer.

The experience in Toyota has been very important for me to complement my “European” experience with a completely different approach, known as “Toyota Way”, based on the “continuous improvement” (kaizen) and on team-work.. Un this “foundation” the problem solving techniques of Toyota (Toyota Business Practice) are build. Furthermore the chance to work in a multicultural environment (in TME more than 50 different nationalities are represented) has given me the on one side the challenge of learning how to overcome the cultural differences in order to be able to communicate and work efficiently, and on the other the pleasure of understanding and appreciating all those differences.

## **PERSONAL INFORMATION**

Date of birth: 29/07/1969 in Genoa - Italy  
Nationality: Italian  
Status: Married