

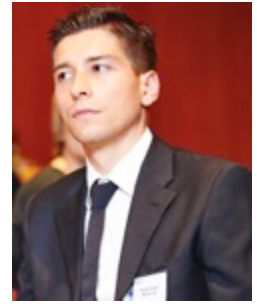
Name: **Giulio Grassi**

Date of birth: May, 17<sup>th</sup> 1983

Address: 70, via Modesti, 59015 - Carmignano (PO), Italy

Contacts: [giulio.grassi@ymail.com](mailto:giulio.grassi@ymail.com) (e-mail); +393455828433(Mobile)

Linkedin: [it.linkedin.com/pub/giulio-grassi/21/785/233/en](http://it.linkedin.com/pub/giulio-grassi/21/785/233/en)



## Work experience

**Period:** From April 2014 until Now in **CoSviG srl – Sesta Lab** in Radeicondoli, Si (Italy)

**Sector:** Research & Development Oil & Gas / Energy

**Position:** **Director @ Sesta Lab;** <http://www.sestalab.com>

**Turnaround experience.** I am the Legal responsible of Sesta Lab. It is a rare industrial plant (GT combustors testing). I contributed to roll out a standalone organization starting from the acquisition phase (in 2014). Milestones: plant acquisition, brand new portfolio (GE O&G, Ansaldo, Siemens, ENEL, Beijing Huatsing, Shanghai Electric, Doosan and GE Avio), hiring a new team (100%), arranging the new organization, obtaining ISO/OHSAS certifications, positive balance and constantly growing, commercial and marketing strategies. I love cross functional jobs where I can manage key variables to get a global goal.

**Period:** From October 2012 until March 2014 in **Rexel – Gexpro division** in Prato (Italy)

**Sector:** Oil & Gas / Energy – Distribution company

**Position:** **Program Manager**

The target was portfolio diversification, supply chain consolidation, NPI and complex projects. I had the responsibility of On Time Delivery, sales and margin goals. I Negotiated/Managed agreements, RFQs and processes. To collaborate with the team was the “special tool”.

**Period:** From December 2010 until September 2012 for **General Electric** (temp work) in Florence (Italy)

**Sector:** Oil & Gas – Global Services, CSA (Contractual Service Agreement)

**Position:** **CSA Commercial Application Engineer**

The target was to support offers and contracts proposals of long term service agreement, lump sum and time-material. The GE's compressors, gas and steam turbines were the products involved. I had the chance to negotiate with major Oil & Gas customers (front office) and to collaborate with several internal functions because the job was really cross-functional (back office). The major supports were on scope of works, costs and availabilities estimations. I proposed commercial strategy. I developed technical, commercial and soft skills. References: Mr. Marcello Mancino ([Marcello.Mancino@ge.com](mailto:Marcello.Mancino@ge.com)) Application Eng. Manager, Mr. Giuseppe Gugliotta ([Giuseppe.Gugliotta@ge.com](mailto:Giuseppe.Gugliotta@ge.com)) former Commercial Operations Leader.

**Period:** From May 2009 until August 2009 in **Ford Motor Company** in Dunton Essex (UK)

**Sector:** Automotive; Manufacturing Engineering Office

**Position:** **Intern at FMC Technical Center**

The target was to optimize the production of a diesel engine assembly line. The milestones were: creating models, running simulation and to propose a solution. This job was shown in the plant assembly line (Daghenam, Essex) and at Pisa University. I proved skills suitable for a global Company. Despite short time and first out-of-country experience I was able to share my point of view. References: Mr. John Ladbrook ([jladbrook@ford.com](mailto:jladbrook@ford.com)) Ford manager and Dr. Benny Tjahjono ([b.tjahjono@cranfield.ac.uk](mailto:b.tjahjono@cranfield.ac.uk)) academic English Supervisor.

## Education

Università di Pisa; <b>Professional practice examination</b> (Engineering license)	4 <sup>th</sup> Oct 2010
Università di Pisa; <b>MSc Transportation - Railway System (Mech. Engineering)</b> Thesis: “EURO 5 new generation diesel engine. Upgrade and optimization Assembly line” Erasmus experience: “Cranfield University” in Manufacturing department	May 2010
Università di Pisa; <b>Bachelor Degree in Aerospace Engineering</b> Thesis: “Transient analysis of a turbojet”	April 2007
“I.T.I.S. Tullio Buzzi” Prato (Italia); <b>Chemistry High school degree</b>	July 2002

## Other

**Languages:** Italian mother tongue; Fluent English (oral, listening & writing); Basic French.

**IT skills:** Oracle user, Microsoft® Office/Project, Primavera, Ubuntu, Matlab/Sim, CarSim, ProEngineer, Adams, Ansys, Witness.

**Certification and Awards:** Driver's license B, “**Hands on**” GE Oil&Gas-Training Accademy in workshop (80 h) in 2011, “First aid expert certif.”, “Certif. of fast and safety driver”, Q2 Management Award (Rexel Holding USA - July 2013).

**Hobbies:** Violin, piano, football, swimming, cuisine.

**Available to travel and living out-of-country.**

## Global Services Technical Training Academy

This is to certify that

**Giulio Grassi**

Has attended

## HDGT Hands-On Course

September 2<sup>nd</sup>, 2011



David Bianchi  
Training Program Manager



## CERTIFICATE OF ACCOMPLISHMENT

This certificate is presented to

*Giulio Grassi*

in recognition of his contribution to the Ford Motor Company, Power Train Operations, Manufacturing Engineering department

During the period 18<sup>th</sup> May to 15<sup>th</sup> August 2009 he spent time at Ford's Dunton Engineering Centre in the role of simulation support carrying out modelling on a newly planned facility. Time at Ford was used as a basis for research for individual MSC project at Cranfield University.

A handwritten signature in black ink, appearing to read "John Ladbrook".

John Ladbrook - MPhil(Eng),  
Simulation Technical Expert  
Six Sigma Black Belt  
Manufacturing Engineering Office  
Ford Motor Company

09015