

Name: **Giulio Grassi**

Date of birth: May, 17th 1983

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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>

Main activities: Legal responsible, relationship with stakeholders, following up main projects, strategy (customers, supply chains, HR), structure optimization/organization (sourcing, quality, IT, processes), marketing–promotion, contracts (negotiation/writing), writing/sign specs for big investment (ex compressor), manage plant investments.

The main customers are: GE, Ansaldo Energia, Siemens, ENEL, Beijing Huatsing. Get a greater market shares is the commercial goal.

CoSviG is a public company. Developing the local investments and to carry on the green technologies are the targets.

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

Sector: Oil & Gas / Energy – Distribution company

Position: **Program Manager**

Main activities: owner of On Time Delivery, sales and margin targets. Negotiate/Manage agreements, RFQs, processes through internal functions are the main tasks. All in collaboration with the team (all levels). Responsible of portfolio diversification projects. Lead of supply chain consolidation projects. I have suggested appropriate solutions for business cases.

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

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

Position: **CSA Commercial Application Engineer**

Main activities: within the Commercial Operations organization - Gas/Steam Turbines and Compressors Long-Term Service Agreements technical proposal development, negotiation and technical alignment with major Oil & Gas customers (ENI, Shell, ExxonMobil, Total, BP, Petronas, Petrobras), JCEs (Job Cost Estimations) models, performance RAMS analysis and planned maintenance forecast. Strong knowledge of GE products: Gas/Steam turbines (FR3/5/6/7/9, PGT10/25/25+, SC, SNC, LM2500+) and Compressors; cooperation with Sales, Commercial Operations and Global Operations for defining the most proper commercial strategy and therefore shaping the technical scope of each commercial proposal. During such experience, a rapid development in terms of technical, commercial and soft skills has been achieved, participating at successful commercial initiatives worldwide.

References: Mr. Marcello Mancino (Marcello.Mancino@ge.com), Application Engineering Manager; Mr. Giuseppe Gugliotta (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 internship target was the optimization of diesel engine assembly line: developing a set of models to estimate production in agreement with Layout Engineering, Simulation experts and Assembly Line Engineering. Proposing a specific solution, it has been discussed to the plant assembly line management (Daghenam, Essex) and at Pisa University during the consequent Degree final speech. I proved good skills to integrate myself in a big Company. I highlighted a natural attitude to suggest my ideas despite I had not much time available and despite it was my first out-of-country experience. I got a “Certification of Accomplishment” by Mr. John Ladbrook (jladbroo@ford.com) who was my manager. English Supervisor Dr. Benny Tjahjono (b.tjahjono@cranfield.ac.uk). He is Director of MSc Manufacturing.

Education

Università di Pisa;

Professional practice examination (Engineering license)

4th Oct 2010

MSc Transportation - Railway System (Mech. Engineering)

May 2010

Title of the thesis: “EURO 5 new generation diesel engine. Upgrade and optimization Assembly line”

Erasmus experience: “Cranfield University” in Manufacturing department

Bachelor Degree in Aerospace Engineering

April 2007

Title of the thesis: “Transient analysis of a turbojet”

“I.T.I.S. Tullio Buzzi” Prato (Italia);

Chemistry High school degree

July 2002

Other

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

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

Awards: **Q2 Management Award** (Rexel Holding USA - July 2013)

Certification: Driver’s license B, “**Hands on**” GE Oil&Gas-Training Academy in workshop (80 h) in 2011, “First aid expert certif.”, “Certif. of fast and safety driver”.

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

Available to travel and living out-of-country.

¹¹ Ai sensi del D.Lgs 196 del 30/06/2003, autorizzo il trattamento dei miei dati personali per le vostre esigenze di selezione e ricerca del personale e dichiaro di essere informato dei diritti di cui all'articolo 7 della predetta legge”.

Global Services Technical Training Academy

This is to certify that

Giulio Grassi

Has attended

HDGT Hands-On Course

September 2nd, 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 18th May to 15th 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

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