

PERSONAL INFORMATION

Moreno Mazzola



WORK EXPERIENCE

from 1/12/2020 to today

Project Execution and Engineering Manager

As Chief Operative Officer, I manage a team of 18 resources that are involved in the projects of the Rail Infrastructure and Rolling Stock Business Units. The projects regarding National and International context.

I carried out following main activities:

- Definition, agreement, communication and implementation of strategy and objectives
- Assurance of the necessary resources
- Monitoring of the agreed objectives by appropriate measures
- develop local engineering solution
- Improve processes and resources competences
- Manage National and International Stakeholders
- Ensure specific and comprehensive communication within the project team
- Manage the team activities
- Ensure the regular controlling of project and regular reporting to management
- Actively put in place strategies to achieve the agreed targets
- Build executive relationships, represent the company, and achieve Customer success as a business partner
- Maintain and develop valuable relationships with executives and key decision makers, especially in Public context

Mobility sector main Customers: R.F.I., ItalFer, domestic EPC contractors, Metro lines companies of municipalities, Regional public and private Railways

from 2015 - to 2020

Customer Service Business Unit Manager

Siemens SpA., Italy. Mobility Division

Strategic, organizational, and supervisory responsibility for all sales and project activities within the Customer Service Business Unit in line with the defined objectives agreed with management with direct reporting to Division CEO.

In this position I carried out following main activities:

- Market and competitor analyses for Customer Service area
- Definition, agreement, communication and implementation of strategy and objectives
- Assurance of the necessary resources
- Monitoring of the agreed objectives by appropriate measures
- Managed 42 resources allocated on different cities (Turin, Udine, Novara, Nola, Bologna) in Italian Country
- Improve processes and resources competences
- Manage National and International Stakeholders
- Involvement in sales activities including public tender

Mobility main Customers: R.F.I., domestic EPC contractors, freight companies, Trenitalia

from 2011- to 2015

Head of Operation function

Siemens SpA., Italy. Rail Electrification Business Unit

Setup and management of the function in the new Business Unit focused on the rail electrification market

In this position I carried out following main activities:

- Develop the business promoting the products and the solutions of the company
- Involvement in Sales activities
- Manage according PM@Siemens the projects
- Reporting project status to the management
- Define and improve processes (RE@Siemens. PRM, ..)
- Negotiate contracts
- Participate to public tenders

Mobility sector

from 2000 – to 2011

Project Manager

Siemens SpA., Italy. Energy Automation Business Unit

In this role I managed project in National and International environment, I coordinated dedicated resources and the most important challenge was the management of commissioning activities abroad in countries such as Greece, Algeria, Kuwait and Saudi Arabia.

In this position I carried out following main activities:

- execute the project in compliance with the given requirements (e.g. costs, time, functionality)
- ensure project success and customer satisfaction
- ensure professional stakeholder management in national and international environment
- Participation in the sales / project initiation phase, by analyzing customer requirements and checking their technical feasibility and transferability into a bid or project cost plan
- Manage the project within the defined financial targets (budget, target costing, target profit)
- Manage regular project review meetings with customer
- Ensure the regular controlling of project and regular reporting to management
- Identify and assess all risk factors and Identify, assess and implement all opportunities to improve results throughout the project
- Ensure specific and comprehensive communication within the project team
- Manage the team activities

Energy sector, EPC Contractor

from 1983 – to 2000

Hardware and Software Designer

Landis & Gyr SpA., Milan (Italy)

In this position I carried out following main activities:

- developed hardware and software for local engineering solutions for electrical substation monitoring through Remote Terminal Unit and electrical protections relays
- I participated to development a new RTU (Remote Terminal Unit) in Zug (Switzerland) at the Landis & Gyr Headquarters.

ENEL, RFI, Italian Municipalities

from 1981 to 1983

Apprentice Worker

EMAT s.r.l – Milan (Italy)

- construction and testing of electromechanical equipments for electrical substations

ENEL, RFI

EDUCATION AND TRAINING

1982 Higher technical education diploma – Electronic

Industrial Technical Institute **Giacomo Feltrinelli** Milan (MI), Italy

- Education oriented to mathematical, scientific and technological disciplines, combining theoretical study with experimental and laboratory activities
- Diploma grade 52/60

1994 Degree in Physics - Computer Technology

University of Milan Milan (MI), Italy

- Education oriented to mathematical, scientific and technological disciplines, combining theoretical study with experimental and laboratory activities
- Diploma grade 99/110

PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C1	C1	C1	C1	C1

Levels: A1/2: Basic user - B1/2: Independent user - C1/2 Proficient user
Common European Framework of Reference for Languages

Communication skills

- good communication skills strengthened through specific in-company courses and experienced in covered management roles
- presentation and motivation ability

Organisational / managerial skills

- good mix of leadership stiles gained through my experience as responsible for articulated teams (up to 42 people) and in-company courses
- strong problem-solving capability, target orientation and stakeholder's management
- good ability to puzzle complexity using all available leverages (including networking)

Job-related skills

- strong organizational and negotiation skills (current position sales and bid management)
- good command of public tender processes

Computer skills

- good command of Microsoft Office™ tools
- computer programming languages (Pascal, Basic, C and operating systems shells)
- operating systems (Windows, VMS, OS2, DOS) as system administrator
- Able to work on PowerPoint

Other skills or interests

- B Project PM@Siemens Certification
- B Project IPMA Certification
- I am a member of the national Italian journalists organization.

Driving licence

- B

ADDITIONAL INFORMATION

Main Projects Managed

- Supply, installation and commissioning of 10 remote centers located throughout the Greek (Drama, Tripoli, Thessaloniki, Lamia, Larissa, Halkida, Patras, Tripoli, Ioannina, Athens);
- Supply, installation and commissioning of the system of control and supervision for eight electrical substations in Tunisia
- Supply, installation and commissioning of the system of control and supervision for a petrochemical plant in Kuwait
- Supply of a system of protection and control for two power plants in Chile
- Supply, installation and commissioning of a system of protection and control for steel and iron plant in Saudi Arabia
- Supply PS and BMS system in for Lima underground

Main Trainings

- project management.
- pragmatics of communication
- Advanced project management
- Improve your leadership
- Business and Project Economics
- Effective Communication
- Manager Foundation intermediate and advanced trainings

