



Ing. Roberto Fasolin

Nationality : Italian

Place and date of birth : Isola della Scala (Verona) Italy 30 August 1964

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EDUCATION

- 1992 Qualification to the profession of Engineer
- 1992 : Polytechnic University of Milan

**MASTER DEGREE: NUCLEAR ENGINEERING with specialization
in mechanics-plant engineering – magnetofluidodynamics and plasmas physics**

Thesis: Construction detector and recognition and determination of specific
radioactivity in methane gas e manufacturing . Vote: 90/100

- 1983 Scientific High School G. Galilei Verona Vote : 54/60
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MILITARY SERVICE:

- 1986 -1988
- OFFICIAL CAPTAIN OF MISSILE ANTI-AIRCRAFT ARTILLERY

PROFESSIONAL CAREER:

2007 - At the current activity

LRSTM Consulting srl :

PROPERTY & CEO

**Top Executive Management – Interim Executive Management
& International Management and Industrial – Sales – Strategy Consultancy
for National and International Companies**

From 2007 to the present I have carried out activities of Top Executive Management and Strategic and Operational Management Consulting in the international field.

I worked in Italy, Europe, Russia, China, India, all ASEAN Countries, Indonesia , Singapore, Hong Kong , South America , United States, South Africa, Turkey, Qatar and United Arab Emirates .

I worked in the world in my operations with the best companies in Business Management Consultancy in the world as MCKINSEY & Company, BAIN & Company, BCG, A. T. KEARNEY, ACCENTURE, JMAC and FESTOCTE

I have worked in the world for small, medium and large companies from 10 ML to 1200 ML of euro as annual turnover.

I have collaborated nationally and internationally since 2007 with several companies and here are only some names:

CBMGROUP, CASAGRANDE ELETTROCOSTRUZIONI, VERNI & FIDA, SAMOINDUSTRIES, VICENZI GROUP, ADLER MOTORCYCLE, VENTURI ACCIAI, CORGHI, OMR AUTOMOTIVE , TLM HYDRAULICS, TCM INDUSTRIES, MOTOVARIO, BOSCH REXROTH OIL CONTROL, SAMEDEUTZFAHR, SOCAGE GROUP, SALVAGNINI GROUP, METALPRESS, BLMGROUP, TECNOFIRMA SPA and others

I worked in companies operating in various sectors:

mechanical, manufacturing, mechatronic, plant engineering , hydraulic, industrial automation , machinery, oil & gas, energy, mining, heating-air conditioning-thermo-sanitary, health, pharmaceutical, food, tourism-catering-hotel, transport and logistics, automotive, motorcycle, luxury goods, earth moving, agriculture, concrete , truck crane - aerial platforms , heavy structural and light structural high - resistance.

I have direct technological skills on laser technologies, mechanical processing, molding and bending, sheet metal deformation, plastic technology , robotic welding, automatic production and assembly lines, packaging automation, robotic automation and plant process reengineering and new lay out.

The roles of Top Executive Management and Interim Executive Management and International Management Consulting in operating and practical activities I carried out since 2007 in client companies are described below briefly.

ACTIVITIES PERFORMED OF TOP EXECUTIVE MANAGEMENT & INTERIM EXECUTIVE MANAGEMENT FROM 2007 UNTILL NOW IN CUSTOMER COMPANIES

- **CEO** (CBMGROUP Polonia-VERNI FIDA Romania - METALPRESS – TECNOFIRMA China)
- **Councilor in CDA** (METALPRESS)
- **General Manager** (CASAGRANDE ELETTROCOSTRUZIONI SPA)
- **COO** (SAMOINDUSTRIES - SOCAGE GROUP)
- **CSO** (CASAGRANDE ELETTROCOSTRUZIONI SPA-TLM-TECNOFIRMA Asean Countries)
- **Purchasing Manager - Supply Chain Director** (SAMOINDUSTRIES - SOCAGE GROUP)
- **Director of Operations** (VERNI FIDA - METALPRESS – SOCAGE GROUP - TLM)
- **Strategic & Operational Marketing Director** (CASAGRANDE ELETTROCOSTRUZIONI SPA)
- **Commercial and Sales Director** (TECNOFIRMA SPA – VERNI FIDA Romania - WARCOM)
- **Director of Environmental Safety Quality** (SAMOINDUSTRIES - TLM -TCM - METALPRESS)
- **CFO** (TLM OLEODINAMICA - TCM INDUSTRIE)
- **Director of Management Control** (TLM - VERNI FIDA – METALPRESS)

ACTIVITIES PERFORMED BY CONSULTING FOR STRATEGIC AND TACTIC MANAGEMENT IN CUSTOMERS COMPANIES

- 1 Strategy of development for business corporate, mergers and acquisition, reorganization and business renewal;
- 2 Strategy and tactics commercial development and sales and turnover in the international area
- 3 Analysis and development of new product in line with the analysis and development of the reference market
- 4 Rationalization and standardization of products
- 5 Rationalization and re-industrialization of the construction process with analysis and realization of the necessary investments and control of economic return, ROI.
- 6 Analysis and optimization of corporate lay out of construction process
- 7 Rationalization and purchase marketing development international - analysis make or buy
- 8 Corporate Supply Chain development, internal and external logistics, management techniques raw materials - semi-finished materials - finished product with improved warehouse rotation
- 9 Rationalization and Enhancement Management Human Resources;
- 10 Restructuring of the company organization chart in line with the strategies of the CDA
- 11 Integrated quality - security - environment management
- 12 SIX SIGMA Quality: statistical process control method for constructive line
- 13 Lean organization management techniques, lean manufacturing and thinking
- 14 Management control, analysis and improvement of margins, rationalization and reduction of costs and methodologies definition of sales prices and consequent industrial and commercial actions with operational support to the company to improve margins;
- 15 Strategy and tactic improvement Turnover, Ebitda , Ebit e reduction of PFN(debts)
- 16 Analysis and development and management of company indicators: technical- industrial, commercial, supply chain, quality and economic-financial
- 17 Definition of Industrial Plans-Business Plan to 3-5 years Income Statement and Balance Sheet strategic and tactical in company and their realization and control
- 18 Management of Corporate Renewal in the Company
- 19 Management of Generational Passage in the Company
- 20 HSE Manager

2003- 2007

PM GROUP spa - San Cesario MODENA (Truck crane PM - Oil & Steel - Pilosio)

Production of industrial truck cranes and platforms areas

Turnover Company Group 150 ML €

GENERAL OPERATING DIRECTOR Italy

Truck crane production, aerial platforms and steel / aluminum scaffolding.

Responsible for the Supply Chain: coordination and responsible of procurement, purchasing, redefining and rebalancing capacity production and supply chain restructuring of internal and external logistics lines and warehouses

Coordination of product standardization and rationalization of the range.

Coordination of new product development and technical office .

Responsible for the total production of all painting, welding and mechanical and assembly processing departments and quality testing.

Reindustrialization of the construction process

Shared responsibility of Administration / Finance / Management Control activities

Constant monitoring of the Income Statement / Balance Sheet

Analysis / Approval of corporate balance sheets.

Human Resource Management: about 500 people

Safety Group Manager

Carry to the Managing Director and CDA

PMGROUP ROMANIA

CEO of the FACTORY IN ROMANIA

Production of carpentry (high resistance materials, painting, machining , semi-finished products) -

Complete production of a special range of cranes and platforms

Head of industrial, productive, commercial, technical and financial department

Start-up and optimization of the plant.

Direct management of 250 people

Safety Manager in Romania

Responsible for control systems and management of industrial / technical activities

Head of Administration, Finance, Profitability

I was in charge of coordination and commercial development of the Eastern European market

Objectives achieved in PMGROUP spa :

reorganization and management of the re-industrialization process, design and construction of the plant in Romania, action on process and product technologies, work on lay- out and rationalization of spaces, productive capacity optimization, decisions make or buy, restructuring and optimization Supply Chain process introducing logics Lean management, manufacturing and thinking and developing new customer markets

Results of synthesis achieved in terms of economic parameters in PMGROUP spa :

- Oil & Steel Turnover increase from the € 20 ML / 2003 to € 40 ML in 2006
- AutogruPM Turnover increase from the € 44 ML / 2003 to € 80 ML in 2006
- EBITDA (AutogruPM + Oil & Steel) passed from 9% in 2003 to 15 % in 2006

2000-2003

ZADI GROUP spa - Carpi (MO)

**Construction of ignition and safety system,
lighting and control instrumentation for motorcycles.**

Production plants in Carpi (Modena) , Ferrara, Milan, Germany and India

Company Turnover 110 ML €.

Main customers :

BMW, Yamaha, Honda, Suzuki, Harley Davidson, MBK, MVAgusta, Ducati, Piaggio, Aprilia, Triumph, KTM.

**GROUP OPERATING GENERAL DIRECTOR
(350 people in Italy – 100 people abroad)**

Head of the product / design R & D department

Responsible of manufacturing department, die production departments, sheet metal machining and mechanical departments and lines of painting and assembly and testing, mold tooling, process maintenance and utilities

Responsible of product and process industrialization

Responsible Supply chain department: programming, logistics, procurement and purchasing and customer service

Responsible of department Total Quality: Quality, Environment and Security Integrated

Responsible ICT / Implementation ERP Oracle Applications in Company System department

Responsible Italian commercial area and worldwide after sales service.

Group Safety Manager

Management of 450 people

Objectives achieved:

- In 2001 Company achieve the Integrated Certification in Quality Environment and Safety, we was the 1st company in Italy
- Operative application 6Sigma Methodology in Statistical Process Control
- Development of new customers
- Reduction of process and product costs.
- Rationalization of the product range
- Improvements in product profitability
- Optimization of the company layout and its automation
- Improve Company EBITDA and Turnover

I reported directly to the Property / CEO and President of the Company and to CDA

1997 - 2000
SONY Group

Consumer Electronics Construction

Company Turnover 1200 ML €

Rovereto (Trento) & France & Germany – Japanese Multinational Company
Production of mini-disks, compact disks, audio cassettes , television components

GROUP OPERATION MANAGER

SUPPLY CHAIN MANAGER EUROPE

Responsible of production constituted by 3 plastic molding departments, assembly and packing in cells and automatic and semiautomatic lines, programming, logistics, office purchasing, customer service, sales, maintenance, product development, industrialization , tooling and maintenance of molds, the control à quality and safety.

Responsible of the re-industrialization of the production process with lean production logics with Kanban applied inside and outside;

Responsible of Quality and Environment System

Responsible of Europe Sales and Customer Service

Safety Manager

Management of 350 employees.

Report to the General Manager Sony Europe

Activities carried out:

- work on the production layout and its automation
- reduction of intermediate and finished products
- introduction of logical pull-just in time, reduction setup times,
- changes / replacement of production lines and machines
- application of Kanban methodologies in the internal and external logistics area / supply cycle
- organizational interventions and rationalization of resources: 30% reduction in personnel
- cost reduction
- analysis of South American and Asian competitors
- Improvement of sales margins
- Customers: above all GDO in Europe

Targets achieved:

- optimizing profitability and EBITDA
- increase in turnover
- improvement of the flexibility of the production flow with time reduction of tooling improvement of production efficiency
- operation under the total quality regime and required compliance with the standards
- Six Sigma global quality techniques implementation

1993 -1997

RIELLO GROUP - Legnago VR

Construction domestic and industrial Boilers e Burners

Company Turnover 500 ML €

RESPONSIBLE of PRODUCTION – EQUIPMENT TOOLS AND MOLDS

Coordinator of all mechanical technologies departments

Coordinator of mold tools department

Safety Manager

Responsibility of sheet deformation departments, plasma and oxy- cutting laser machines, hydraulic and mechanical molding, robotic welding systems, tooling construction and maintenance molds and tools with EDM

Responsibility of CN mechanical machining (lathes, internal / external and tangential grinding , machining centers, transference machinery, boring machines, multi-spindle lathes, other)

Responsible of automatic calendering and bending machines

Responsible of maintenance

Management of 250 people

Report to the Plant Director

RESPONSIBLE OF PRODUCT

Business Unit combustion heads for domestic and industrial burners

Product manager

Responsible Areas: production, planning, purchasing, logistics, industrialization, product development, quality control, maintenance

Management of 250 employees.

Acquired skills:

complete management of production , technologies and product industrialization

introduction of pull-just-in-time logic and lean production

reduction of warehouses raw materials, removal of semi-finished

warehouses rationalization of the finished product

optimization of warehouse turnover rates

reduction of lead time, time reduction tooling , crossing times

improved overall efficiency and achieving maximum flexibility towards the market

hourly cost reduction: variable and structure and full hourly cost.

reduction of economic lots

profitability analysis, costs / volumes in synergy with the Industrial Accounting

Constant relationship with the Japanese Consultancy Company: JMAC Europe

Customers Service: world wide

Report to the General Manager-CEO

1989 -1993

BELLELI GROUP spa : Mantova - United Arab Emirates

**Turnkey plants for energy production and transformation
Components for refineries, nuclear plants, chemical plants, oil & gas, piping
components for oil and gas with international order processing**

Company Turnover 1000 ML €

COORDINATION DESIGN area

Heat exchanger division

Management of 15 collaborators

RESPONSIBLE PRODUCTION and PLANNING DEPARTMENTS

components of plants and energy and transformation,
heat exchangers and reactors of various kinds .

Tracing and preparation, assembling, the mechanical processing, manual welding and robotic technologies, bending, plasma-oxyfuel –laser cut technology, hot and cold forging, heat treatment, non-destructive testing by x and gamma rays, construction tube bundles and hydraulic tests under pressure .

Management of 150 employees.

Report to the Plant Manager.

Acquired skills:

technological development skills in design and production of plant components
development of technological skills in the processing of sheet metal cutting and bending,
all types of manual and automatic welding, many mechanical technologies for precision chip removal, thermal treatment techniques and non-destructive tests.
daily relationship with worldwide Customers for quality and delivery.

Publications

1993 - Nuclear Energy: control of the radon concentration in methane from the mains

1993 - Inquinamento : effect of forced ventilation on the concentration of radionuclides

2002 - Logistica&Management: the reduction of factory lead times - Consulting partner Assist Consulting -MI

October 2002 - Il Sole 24 Ore: implementation of ERP reconciling Pull-Jit-Kanban logic with batch logic and its management in Oracle Applications-manufacturing flow (Benchmarck Consulting the Japanese Consulting Company Jmac Europe in MI)

October 2004 - Verniciatura Industriale: automation and robotics painting plant with eco-friendly water-soluble paints.

Dic. 2005 - Deformazione Lamiera: welding technology applied in high-strength materials and synergy with Air Liwuid Welding Company in the construction of plant with 130 people in Romania for the construction of carpentry for truck cranes

- Foreign languages :

English: good written / spoken knowledge ;

able to perform any work in the company and with customers and suppliers in the international area

- Computer skills :

Good knowledge of the main IT applications, Windows - Office

Professional - Internet - AS400 - JDEdwards - SAP - Oracle Applications, other ERP software

- Activities carried out in a Company Training

- Metallurgy and welding technology of metallic materials. IIS Genova
- Machine management and mechanical processing
- Elements of business organization
- Human resources management and work organization
- Principles of Communication and Sales and Marketing Techniques
- Statistics in a quality control of production processes
- Production planning techniques : Lean - Pull - JIT – Kanban logic
- SIX SIGMA operational methodology for statistical quality controll in the company
- Supply Chain Project Lean Thinking
- TPM (total productive maintenance and management)
- Operation Management operative techniques of lean thinking
- Safety in the company
- Safety and machine directive
- Quality , Environment and Safety Certification
- Commercial marketing and analysis strategies and international market development
- Management control and Business Plan and corporate performance indicators
- Product innovation and process standardization and industrialization process
- Change Management and Renewal management in continuous improvement in the company
- Lay out development techniques and company space optimization .
- New legislation for energy saving

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