

Europass Curriculum Vitae



Personal information

First name(s) / Surname(s) **Mario Francesco MARANGONI**
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Nationality Italian

Date of birth 23/06/1954

Gender Male

Desired employment / Occupational field **Management Consultant
Renewable Energy (Hydro & Wind) and Oil & Gas Industries**

Work experience

Dates	1/1/2019 till now
Occupation or position held	Consultant
Main activities and responsibilities	-
Name and address of employer	-
Type of business or sector	Management team building, corporate structure & business organisation, internationalisation
Dates	1/12/2017 – 30/11/2018
Occupation or position held	Vice President & BOD Director
Main activities and responsibilities	Consultant & Business Development
Name and address of employer	ATB RIVA CALZONI SPA
Type of business or sector	Manufacturer of Hydromechanical equipment, Wind turbines, Nuclear waste containment vessels and OIL & GAS heavy equipment
Dates	1/4/2012 – 30/10/2017
Occupation or position held	Vice President & BOD Director
Main activities and responsibilities	Sales and Business Development Director, Wind Division and Nuclear waste containment vessels General Manger
Name and address of employer	ATB RIVA CALZONI SPA
Type of business or sector	Manufacturer of Hydromechanical equipment, Wind turbines and OIL & GAS heavy equipment
Dates	1/1/2007 – 31/3/2012
Occupation or position held	General Manager (Operations - Sales – Planning) Legal representative of Colombian Branch BOD of the Malaysian company MMHE-ATB

Main activities and responsibilities | Management of the operation of both divisions, hydroelectrical and petrochemical (Oil & Gas), focused on:

- supply chain to assure receipt of raw material and semi-finished components to comply with planning constraint;
- production criticalities and priority assignment analysis;
- internal resource organization & recruitment to satisfy work load and planning requirement;
- analysis of the production constraint (automatic welding operation);
- programme and planning control (Primavera and PS8 system) with floating and/or buffer concept application;
- jobs coordination for Oil & Gas operation;
- project management for hydroelectric projects;
- commercial department;
- quality control department;
- cost control;
- union relationship management.

Name and address of employer | ATB RIVA CALZONI SPA
 Type of business or sector | Manufacturer of Hydromechanical equipment and OIL & GAS heavy equipment

Dates | 1/11/2003 – 31/12/2007

Occupation or position held | Commercial Director

Main activities and responsibilities | Sales & Marketing – Hydromechanical Equipment Operations

Name and address of employer | ATB RIVA CALZONI SPA

Type of business or sector | Manufacturer of Hydromechanical equipment and OIL & GAS heavy equipment

Dates | 1/1/1997 – 31/10/2003

Occupation or position held | Commercial Director

Main activities and responsibilities | Sales & Marketing – Hydromechanical Equipment Operations

Name and address of employer | ATB ACCIAIERIA E TUBIFICIO DI BRESCIA SPA

Type of business or sector | Manufacturer of Hydromechanical equipment and OIL & GAS heavy equipment

Dates | 1/1/1990 – 31/12/1997

Occupation or position held | Sales Manager

Main activities and responsibilities | Sales & Marketing Hydromechanical Equipment

Name and address of employer | ATB ACCIAIERIA E TUBIFICIO DI BRESCIA SPA

Type of business or sector | Manufacturer of Hydromechanical equipment and OIL & GAS heavy equipment

Dates | 1/5/1981 – 31/12/1990

Occupation or position held | Technical & Commercial Department

Main activities and responsibilities | -

Name and address of employer | ATB ACCIAIERIA E TUBIFICIO DI BRESCIA SPA

Type of business or sector | Manufacturer of Hydromechanical equipment and OIL & GAS heavy equipment

Education and training

Dates | 2011 – 2012

Title of qualification awarded | HUP Course (Human Performance Methodology)

Principal subjects/occupational skills covered | Safety and Product Reliability culture to be implemented in whole company organisation (INPO principles - Institute of Nuclear Power Operation)

Name and type of organisation providing education and training | Paolo Gaio - Westinghouse Former vice President

Dates | 2009

Principal subjects/occupational skills covered	Strategy, Human Resources & Financial Management
Name and type of organisation providing education and training	MIP - School of Management - Polytechnic of Milano
Dates	2007
Principal subjects/occupational skills covered	Entrepreneur and General Manager Course Strategic Plan, Management control, Financial, Human Capital Management
Name and type of organisation providing education and training	CEGOS Milano
Dates	2006
Principal subjects/occupational skills covered	The Leadership
Name and type of organisation providing education and training	ISFOR 2000
Dates	2001
Principal subjects/occupational skills covered	Company Management capacity development
Name and type of organisation providing education and training	ALTA DIREZIONE of Milano
Dates	1987
Principal subjects/occupational skills covered	Proposal Manager
Name and type of organisation providing education and training	ANIMP of Milano
Dates	1973 -1979
Title of qualification awarded	Master's degree in mechanical engineering
Principal subjects/occupational skills covered	-
Name and type of organisation providing education and training	Polytechnic of Milano

Personal skills and competences

Mother tongue(s) **Italian**

Other language(s)

Self-assessment

European level (*)

English

Spanish

Understanding				Speaking				Writing	
Listening		Reading		Spoken interaction		Spoken production		B2	Upper intermediate
B2	Upper intermediate	B2	Upper intermediate	B2	Upper intermediate	B2	Upper intermediate		
C1	Advanced	C1	Advanced	C1	Advanced	C1	Advanced	C1	Advanced

(*) *Common European Framework of Reference for Languages*

Social skills and competences Rotary Club Rodengo Abbazia (Brescia) from 2006 until 2020

Organisational skills and competences Use personal qualities by avoiding position influence, seeking employees and colleague's involvement.

Technical skills and competences	Deep knowledge of Hydro and Wind Business. Good knowledge of Oil & Gas Business, mainly for downstream key component manufacturing & planning constraint. Experience in contract negotiation and complains/claims solution.
Computer skills and competences	Microsoft Office
Artistic skills and competences	Keen of philately and model making
Other skills and competences	Assertively: support his ideas without prevaricating. Collaborative: provide necessary support and lets the employees take care of the job keeping them responsible.
Driving licence	B and Sailing license over 12 miles

Additional information

Main key performances:

2012 - Wind Business:

Development of a new strategic business in renewable energy, enhancing the knowledge of a new acquired company in Germany (2012) with internal resources: objective to start wind turbine manufacturing. Since 2018 eight wind turbines are satisfactorily running.

2011 - Oil & Gas Port Sudan Job (65 €million P.O):

Contract unilaterally terminated by the customer.

Negotiation satisfactorily reached for both parties with profitable mutual results.

2009 - Marathon Petroleum P.O. - 6 reactors for Garyville refinery

Management of a technical critical issue during fabrication due to an external factor, induced to difficult choices to achieve contractual obligations. See annex letter.

Annexes

Marathon Petroleum President letter

