

## PERSONAL INFORMATION

## Fabio Cinnirella

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Sex male | Date of birth 17/10/1959 | Nationality Italian

## POSITION

## General Management – Technical&amp;Marketing – Sales Department

## WORK EXPERIENCE

(16.02.2020 – 28.02.2021)

**General Manager****COGEI Srl – Italian Engineering Company # Design - Construction and Management civil W&WW plants**

- New Business Organization (Technical-Marketing # Technical # Operational departments) – Roles & Competencies
- Prepare Strategy Plan for short – medium period
- Prepare Strategy Plan for Industrial Market
- Start qualification process with TOP Industrial customers (ENI - SARAS - EDISON - FCA )
- Internal Cost Analysis - improvement actions

## Results achieved:

- 2020 - Sales growth +14,0% vs 2019 sales
- 2020 - Increase margin +6,0% vs 2019 sales
- Leader for several projects: Framework agreements with engineering companies - Agreements with General Contractos for new markets - Research Projects Development for W&WW Technologies with Universities

(01.02.2017 – 15.02.2020)

**Global Technical Development&Marketing Senior Manager****CHIMEC SpA – Italian Company world's supplier in services and technologies for several market sectors (HP - PetroChemical - Power - Oilfield - Indirects)**

- Organize Water Technical D&M division
- Prepare Water Startegy Plan for short – medium period
- Define Water sales growth target for the period 2017 - 2020
- Manage customer needs (especially for Large Industry markets) and provide corrective actions
- Start qualification process with new customers in existing markets
- Action Plan for new customers in new markets
- Analysis of industrial costs - definition of improvement actions with production manager and purchasing manager

## Results achieved:

- 2019 - Water Sales growth +16,0% vs 2018 sales
- 2018 - Water Sales growth +13,0% vs 2017 sales
- 2017 - Water Sales growth +18,0% vs 2016 sales
- Point of reference for TD&M divisions
- Involved in several projects: reorganization of the actual structure (collaboration with HR) - new technologies - open production sites in foreign countries

(01.04.2015 – 31.01.2017)

**Sales&Marketing Director – Consultant**

**ECOSYS Srl – Italian Company supplier in industrial cleaning and reclamation**

- Assess the potential growth in the Petrochemical and HP industrial markets
- Manage customer needs and provide corrective actions
- Manage direct&indirect costs
- Prepare Business plan strategy for short – medium plan
- Define sales growth target
- Start - complete qualification process with new customers

Results achieved:

- Sales growth 2015 +10% vs 2014 sales
- Sales growth 2016 +5,5% vs 2015 sales
- Framework Agreement in ENI Refinery (1,8 M US \$ for three years starting from January 2016)

(01.03.2015 – 31.12.2015)

**Senior Technical Manager – Consultant**

**SAPIO SpA – Italian Company leader in the supply of industrial gases – Area Sicily**

- Check utilities efficiency
- Implement operating procedures regarding saving energy
- Optimize production cycles by maintenance costs reduction
- Assist sales office (supplier selection – credit recovery – prices increase policy – etc.)

Results achieved:

- Saving energy recovery +12%
- Maintenance costs reduction -8%

(01.03.2014 – 31.03.2015)

**Senior Project Manager – Consultant**

**ECC – US Company world's supplier in RO/UF/Demi plants and services for US Naval Station in Sicily**

- Manage relations with customer (Sigonella US Naval Station) and provide corrective actions to meet the time schedule
- Manage the project with QM and the engineering team (about 10 people) and partners
- Manage the project at proper profitability and cash flow for the Company

Results achieved:

- Delivery and start up Sand Filtration Water Plant (1,5 M US \$)

(01.07.2014 – 28.02.2015)

**Sales&Marketing Director – Consultant**

**NICO SpA – Italian Company world's supplier in catalyst handling, reclaiming, waste treatment and disposal**

- Manage relations with TOP customers (Saras Rostnef – ExxonMobil – ENI – ERG Lukoil – Syndial – Sasol)
- Manage negotiations, lead agreement and contract process with customers
- Define sales growth target
- Start – complete qualification process with new customers

Results achieved:

- Sales growth +5% vs 2013 sales
- Increase market share +7% vs previous year

(01.01.2011 – 31.12.2013)

#### **Business Development Director - Growth Sales Italy**

**General Electric Water&Process Technologies – US Company world's supplier in services and technologies for several market sectors (HP - PetroChemical - Power – Food&Beverage – Manufacturing - Distributors ...)**

- Establish the Business Development Department
- Lead 7 market leaders (specialist for market sector)
- Develop and implement marketing communications strategies for the business
- Manage relations with TOP Customers (SARAS Rostnef - ExxonMobil - ENI - ERG Lukoil - TAMOIL - IPLOM - SASOL - Syndial - Edison - Fenice - ILVA - FIAT - Sapio - Heineken - Nestlé ...)
- Manage relations with potential customers
- Took role in Strategy Development activities in Europe

Results achieved:

- New business sales 2013 +11% vs 2012 sales
- Increase market sector margin +8% as average vs 2012

(01.06.2002 – 31.12.2010)

#### **District Manager South Italy**

**General Electric Water&Process Technologies – US Company world's supplier in services and technologies for several market sectors (HP - PetroChemical - Power – Food&Beverage – Manufacturing - Distributors ...)**

- Lead sales team (last four years about 20 people)
- Manage Top Customers HQ with monthly frequency
- Manage negotiations, lead agreements and contract process with customers
- Coordinate activities with technical department
- Introduce improvements in the business strategy on the basis of customer needs
- Support HR in hiring activity

Results achieved:

- Manage sales with + 12% over budget considering all period
- Increase margin + 8% considering all period
- Increase market share +12% considering all period

(01.01.1999 - 31.05.2002)

#### **Senior Area Manager**

**HERCULES - US Company supplier in services and technologies for several market sectors**

- Lead sales team (about 6 people)
- Manage main customers directly on the plants and at HQ
- Manage technical reports on weekly basis
- Took role to define sales growth targets

Results achieved:

- Manage sales with + 20% over budget considering all period
- Increase margin +14% considering all period

(01.07.1987 – 31.12.1998)

#### **Senior Account Manager**

**BETZ – US Company supplier in services and technologies for several market sectors**

- Lead sales team (about 3 people)
- Manage main customers directly on the plants (field activities) and at HQ
- Contact Point for customers in relation of Environmental Protection, Working Permits and Safety issues

Results achieved:

- Manage sales with + 160% over budget considering all period
- Increase margin +22% considering all period

EDUCATION AND TRAINING

(1978 – 1983)

**MASTER DEGREE IN CHEMISTRY**

University of Catania – Catania (Italy)

PERSONAL SKILLS

Mother tongue(s) Italian

Other language(s)	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	B2	B2	B2	B2	B2

Levels: A1/A2: Basic user - B1/B2: Independent user - C1/C2 Proficient user

Common European Framework of Reference for Languages

**Communication skills** Good ability to adapt to multicultural environments obtained thanks to the experience in sales. Strong ability to aggregate and to maintain long term relationships over time.

**Organisational / managerial skills** I gained leadership skills having managed several team as technical and sales manager. I have also acquired a remarkable ability to adapt to different attitudes and cultures.

**Job-related skills** Participating in training courses (Professional selling Skills – Strategic Marketing – Coaching – Performance Appraisal – Skills Assessment and Development Plan – Evaluation and Comparison of the skills – Core Market Plan – Financial Statement & Definitions – Change Acceleration Progress – Basic Global Regulatory Compliance) allowed the improvement of some professional features in staff management, marketing, financial, sales and time management.

**Computer skills** Excellent command of office suite (Word Processor – spread sheet - Presentation Software)

31 Maggio 2021 Fabio Cinnirella