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**Nationality:** Italian

## **EDUCATION**

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- *Early 200* INSEAD Business School - Fontainebleau, France  
Executive Education programmes
  - Industrial Marketing Management
  - Competing in the Information Age
- *1976* INGEGNERIA MECCANICA BA Honours Degree with degree thesis in  
Machines Construction, title "Plan and test of an equipment for the  
study of the behaviour of the metals dynamically loaded beyond  
their yield strength" – Politecnico di Milano, Italy.
- *1967* 'Diploma di Maturità' in Scientific Studies – Liceo Scientifico "A.  
Calini", Brescia, Italy.

## **PROFESSIONAL EXPERIENCE**

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- July 1985 –December 31<sup>st</sup>  
2007

### **SCHNEEBERGER S.P.A. – ANGERA / VA**

#### **SUBSIDIARY OF A SWISS HOLDING**

EXECUTIVE VICE PRESIDENT AND GENERAL MANAGER

DISTRIBUTOR IN ITALY, SPAIN, PORTUGAL AND OTHER SOUTHERN

EUROPEAN COUNTRIES OF LINEAR TECHNOLOGY COMPONENTS AND SYSTEMS, WITH FOCUS ON HIGH QUALITY LINEAR ROLLING BEARINGS, MANUFACTURED IN THE GROUP'S PLANTS IN SWITZERLAND AND GERMANY.

I headed the Italian subsidiary, which consisted of 10 people focused in the core business sales, and several professional consultants for the other functions of the company - sales turnover reached in the range of 10 M-Euro - with a focus on maximum efficiency. My targets were both quantitative and qualitative and my aim was to create a suitable working environment with sustainable growth. The main points regarded the harmonization and optimization of the business relationships between the different cultures of the Group, with focus on the synergy between the environment of the German head office and the Southern European market.

Tight follow up of Budget, Plans and Strategies through meetings, video conferencing, reporting. I reported to the Swiss President and owner of the Company.

The Italian subsidiary was the last of the commercial subsidiaries in Europe which have been de-structured, according to a Group policy aimed at concentrating the activity at continental level both in Europe and in America and at expanding the business in the emerging far East sub continental countries.

- May 1980 – June 1985

### **CLEVITE S.R.L. (formerly GOULD INC) - TRENTO**

#### **SUBSIDIARY OF USA GROUP**

now **GLACIER VANDERVELL ITALY S.R.L. (MAHLE GROUP)**

TECHNICAL AND COMMERCIAL MANAGER, CONTRACT "DIRIGENTE AZIENDE INDUSTRIALI" STARTING JANUARY 1982,

MANUFACTURING AND DISTRIBUTING AT EUROPEAN LEVEL OF FRICTION BEARINGS MAINLY AS ENGINE PARTS COMPONENTS

Responsible of OEM. All engine manufacturer for any kind of allocation of Europe were in my target. Alongside the technical and commercial responsibility I was responsible of the Product Quality Assurance, with a team of 60 people headed by a specialist. I carried out Journal orbit Analysis studies on the major part of the engines planned and manufactured in the period, with a very rare software at the time, able to run only on two computers in Europe, one which was the University of Genoa, where I spent several days of the year (as E-mails were less than a dream at the time). On the base of this software the customer's engineers were able to dimension the engine in all its parts.

I had a personal appreciation of Mr. Enzo Ferrari through the present of the known "cravatta Ferrari received from his hands after having solved a serious problem coming from the grinding phase of the F1 crankshaft, discovered through my technical analysis of the crankshaft bearings.

I invented and patented the flanged bearing of the crankshaft of the engine Fire 1000, thus winning an international competition among friction bearings manufacturers. I sustained personally and alone the strong and professional technical reaction of the competitors attaching my project and winning at the end, granting at the end to my company the supply of all the other bearings of the motor for a production of 3300 engines per day, As far as I know, this supply is running today too, after 25 years. The link to the patent is in my webpage [www.losio.com](http://www.losio.com), personal data.

I made several visits to the head quarter in Cleveland Ohio/USA focused on technical topics.

- April 1978 - April 1980 **SCHINDLER S.P.A. – CONCOREZZO (MILANO)**  
EXPORT SALES MANAGER (NORTH EUROPE AN MIDDLE EAST)  
TURN KEY SYSTEMS OF LIFTS AND ELEVATORS

Entire follow up of the business with the main contractors of important buildings in the reference countries. The projects followed in tight cooperation with the main contactors engineering people in Italy as well as in other European countries, until the final definition of the price with the Administration of the project. Trips and attendance to exhibitions in the countries of responsibility.

- November 1976 - March 1980 **PIRELLI S.P.A. – TYRE DIVISION - MILANO**  
TECHNICAL DEVELOPMENT OF CAR TYRES IN TIGHT RELATION WITH THE R&D OF THE COMPANY (SOLE GRADUATE ENGINEER).

After a strong selection of candidates chosen in the University (Politecnico di Milano) by the company, I followed an intensive training in all the departments of the Group, before starting the activity in the above mentioned department.

- 1970 - 1974 **TEACHER - MILANO**  
ISTITUTO TECNICO INDUSTRIALE STATALE FELTRINELLI  
ISTITUTO PROFESSIONALE STATALE SETTEMBRINI

Mechanical Planning, Mechanical Technologies, with yearly contracts received personally from the Institutes Directors.

- From 1965 to 1970 **SILK SCREEN PRINTING – BRESCIA**  
SEMI PROFESSIONAL JOB AS LEADER OF AN ACTIVITY CARRIED OUT ON A VOLUNTARY BASE BY A GROUP OF YOUNG PEOPLE

Several commercial initiatives carried out with the target to finance the common educational activities.

- January 2008 - today **INDEPENDENT MANAGEMENT CONSULTING PROFESSIONAL  
MILAN AREA, ITALY**

## **COMPUTER SKILLS**

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- Microsoft Office Advanced
- Internet Site manager and webmaster with FrontPage and MindManager programs of the domains:  
[www.schneeberger.it](http://www.schneeberger.it) - (company national web - expired)  
[www.guidelineari.com](http://www.guidelineari.com) (business follow up tool at individual as well as at company level – expired)  
[www.losio.com](http://www.losio.com) personal web

## **LANGUAGES**

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- Italian Mother language
- English Daily working language, written and spoken
- German Daily working language, written and spoken
- Spanish Frequent working language mainly spoken

## **INTERESTS**

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Photography, bike, motor bike travelling, voluntary social activity.

ICT is more than a hobby to me it is a sort of a passion, I am able to generate personally the entire process (see examples mentioned above).

## **REMARK**

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My application regards also a qualified assistant of my selected and trained team able to structure with me a business team at European level, ready to produce.