

CURRICULUM VITAE

1. Family Name: MARTORELLI

2. First Name: ALESSANDRO

3. Date of Birth: August 25, 1966

4. Nationality: Italian

5. Civil Status: Married

6. Education:

Institution: (Date from – date to)	Degree(s) or Diploma(s) obtained
Empedocle Liceo specializing in classical studies – Agrigento/Italy – 1979 -1984	Classical High School Diploma
Politecnico di Milano University – Milan/Italy – 1984 -1990	Degree in Nuclear Engineering (100/100 full honor degree)
Internal courses Procter & Gamble – 1993 -1999	Interpersonal Managing Skills, People Management Systems, Total Quality Fundamentals, 3E Leadership, Managerial Effectiveness, Team Effectiveness, HPWS (High Performance Working Systems), Advanced Quality Assurance, System Owner Approach, Training for Trainers, Effective Presentations; Business Statistics; Analytical Trouble Shooting
International Management and Business Schools – 1999-2006	Interpersonal Managing Skills, Team Communication (LEARNING SYSTEMS), Measuring the ROI (Return of Investment) of the training,, The company Interfunctional Communication Plan (GALGANO FORMAZIONE), People Management (SDA BOCCONI), HR International Conference 1999 (MCE), Web Project management, Finance for non Financial Managers, E-training Conference (CEGOS Italia), Lean Manufacturing Conference (EMERSON ELECTRIC), Leadership Training (HRD Italy)

7. Language skills: Indicate competence on a scale of 1 to 5 (1: excellent, 5: basic)

Language	Reading	Speaking	Writing
English	1	1	1
French	2	2	2
Italian mothertongue	1	1	1

8. Membership of professional bodies:

- **APS – Association of Productivity Specialists**

9. Other skills:

- **Computer skills: Windows Office (Word, PowerPoint, Excel), Outlook**

10. Present position:

- **Free-lance senior consultant, teacher, managers' trainer in international companies, public organisations, Italian Entrepreneurs Associations**

11. Years within the firm: free-lance teacher and consultant since March 2004

12. Key qualifications: (Relevant to the program)

- 11 years' experience as Organization, Human Resources and Operations Manager/Director in international and multicultural companies and organisations
- 9 years' experience as Interactive Teacher / Trainer

13. Specific foreign countries experiences:

Country	Nature of assignment and name of client	Date (from - to)
	Start-Up manager, supervising Commissioning, Qualification and Start-Up of a Pampers Production Line and organizing on the job and theoretical technical training	March – September 1996
	Frequent 1-2 week trips for benchmarking and training in Procter & Gamble Production Facilities	1993 -1999
	Transfers and stays in Liebert HIROSS Novemesto Production Plant, training the site trainers	1999 -2001

14. Professional experience:

Date from Date to	Location	Company	Position	Description
1991-1992	Palermo, Italy	Carabinieri Army	Lieutenant	Officer leading a 12 people platoon
1993-1995	Pomezia (RM), Italy	Procter & Gamble	Process Engineer	My job consisted in ensuring production lines reliability and product quality of PAMPERS Production lines through implementing projects in synergy with the Schwalbach (D) European Central Engineering and the other P&G European Production Facilities. Priority Areas: <ul style="list-style-type: none"> ✦ Benchmarking of Production KPIs with P&G Europe Production Plants ✦ Technical projects definition and implementation ✦ Line Technicians' technical training
1995-1997	Pescara, Italy	FATER S.p.A.	Production manager	FATER S.p.A, joint venture between P&G Italy and LINES Angelini, third Italian Company in the 2006 Great Place to Work Best Companies List I was leading 52 people as responsible for the safety, quality, reliability and costs results of the first PAMPERS Production Line in Pescara Plant Priority Areas: <ul style="list-style-type: none"> ✦ Process Parameters and checks implementation ✦ Production scheduling and control ✦ T.P.M. (Total Production Maintenance) ✦ M.R.P. II
1997-1999	Pescara, Italy	FATER S.p.A.	Plant Organization Development Manager	Extending Process Controls, TPM, Preventive maintenance, Lean Production, MRP II to the whole Pescara Production Plant (750 employees) and implementing the High Performance Work System (HPWS), linking training and career development to the business priorities Priority Areas: <ul style="list-style-type: none"> ✦ Plant Vision Development ✦ Management By Objectives (MBO) ✦ Recruiting ✦ Performance Appraisal ✦ Training and Career Development ✦ Trade Unions Relationships
1999-2001	Piove di Sacco (PD) - Italy	Liebert HIROSS – Emerson Corporation	Training Center Manager	Emerson is one of the 50 Fortune's big companies, Liebert HIROSS with its 1500 employees, 3 Production Plants, 15 FDO's is European leader in High Performance Conditioning Systems and Uninterruptible Power Supplies ; I was managing the European Training Center Human and financial resources, defining Corporate Training Programs and organizing Managerial and Technical training for customers, employees and distributors Priority Areas: <ul style="list-style-type: none"> ✦ Corporate Training Needs Analysis, Budget and Program
2001-2003	Santa Maria di Sala (VE)	Speedline–Amcast	Organization	1 st European manufacturer of light alloy wheels, 1400 employees. I supervised and coordinated the Lean

	- Italy	Industrial Corporation	Development Director	Manufacturing Implementation Priority Areas ✚ New ERP implementation ✚ Process Reengineering through Production, R&D, and Marketing & Sales functions
2003-2004	Thiene (VC) - Italy	ESTEL S.p.A.	Organization, Human Resources and Operations Director	ESTEL develops, produces and commercialises home and office furniture. Priority Areas ✚ Analysis and reengineering of F&A roles ✚ "Company KPIs definition team" coordination ✚ Customer Order Processing Redesign ✚ Production Scheduling and Product Distribution Reengineering
2004-today			Free Lance consultant and trainer	See below
Universities, Graduate Training				Main topics
	CUOA Impresa, Vicenza		Graduate Training	Company Organization, Human Resources Management
	Forema – Associazione Industriali Padova		HR, Logistics and Marketing Masters	Training for trainers, Organization Assessment, Production Scheduling, MRP, Customer Satisfaction Analysis
	Assistal - Padova		Graduate Training	Leadership, managerial Effectiveness, Process Reengineering
	EFA – Ente Formazione Artigiana - Padova		Logistics Masters	Supply Chain Management, Outsourcing
	ENFAPI - Vicenza		Graduate Training	Purchasing Office Organization, Human Resources Management
	Next (Ascom), Padova		Logistics and Marketing Masters	Supply Chain Management, Stock Control, Provision Management, Production Organization and Scheduling, Customer Service, Human Resources Management and Development, Strategic Marketing
	CESCOT, Padova		Graduate training for Free Style Bartenders	Customer Management
	IRECOOP - Rovigo		Graduate Training	Integrated Logistics
	UPA Formazione - Padova		International Project to create a District Sales Force in the "Bassa Padovana Furniture District"	Italian Furniture Market Analysis, Innovative Production Systems in the Italian Furniture Industries
Managerial and Professional Training				Main topics
	ASCOM - Padova			Marketing & Sales Training
	Unione Industriali Padova			Leadership, Stock Control, From Training needs analysis to delivery and evaluation, Lean Production, 5S, TPM
	CUOA, Vicenza			Marketing and Communications, Corporate Identity and Image management
	Unindustria Treviso			Team Building, Change Management
	Provincia di Rovigo			Entrepreneurial capabilities, Marketing planning, Communication skills
	Promopadova, Padova			Strategic Marketing, Self-marketing
National and International Companies				Main topics
	Bat Accessori, Venezia			Production Scheduling, MRP, ABC Stock Analysis, Dispatching, Daily Rate, Kanban
	Eterno Ivica - Padova			Time Management, Company Meetings
	Fratelli Munaretto - Vicenza			Purchasing Organization, Outsourcing

	Indesit Star Cucine - Treviso		Team Building
	Media Profili - Treviso		Production Department Reorganisation
	Nuova Meridiana - Verona		New Market Analysis
	San Benedetto - Venezia		Logistics Department Process Reengineering
	Seal Line - Vicenza		Change Management, HR management, Empowerment of human resources, Communication skills
	Sol Welding - Vicenza		Supply Chain and Customer Service
	TAS - Padova		Leadership Skills
	Tibi - Venezia		Production Scheduling, MRP, ABC Stock Analysis, Dispatching, Daily Rate, Kanban
	UNO - Venezia		Leadership skills, Production Scheduling
	Culture Council Department - Naples		Training for Trainers

15. Other relevant information:

- As manager frequent and long business stays in the U.S., Eastern Europe, EU countries.
- Lean Production, TPM, 5S, Kanban implementation in multinational contexts