

Romano Piscioti

Strategy & Management Advisor/ Marketing & Business Organization. Temporary manager.

italmotor@gmail.com

Riepilogo

- Prepared for the management of a multinational team, as leader and coach. Ready for analytical work, looking for solutions as external analyst and consultant. ASSUMPTION: I think that the budget incremental gain can always be achieved by incremental efforts. - Industrial & Business Management..... even in harsh environments. ASSUMPTION: the boats in the harbor are safe, but they are not built for this!!! - Development of new industrial entities.

Esperienza

TEMPORARY MANAGER presso Romano Piscioti - Industrial & Business Management Consultant
2015 - Presente (meno di un anno)

INDUSTRIAL & BUSINESS MANAGEMENT CONSULTANT Experiences in Italy, Nigeria, Brazil and Argentina

Consultant in Industrial Development presso Orlean Invest
giugno 2013 - 2013 (meno di un anno)

General Manager presso WAMS (West Africa Machinery & Services)
2011 - 2013 (2 anni)

WAMS as a leader in Fleet management, equipment maintenance, diagnostics and sales, offers a comprehensive service with each project tailor made to each client's requirements. WAMS collaborates with some of the world's leading plant and equipment companies and its scope of service is not limited solely to fleet management. WAMS also provides full professional, technical or after sales support. Complete management of the Company. Business plan & budgeting. P&L. BEST EXPERIENCE IN THE PERIOD: I have dealt the start-up of the Company in close cooperation with the Shareholders and the major suppliers (IVECO - TEREX - CATERPILLAR - NEW HOLLAND - etc.).

3 segnalazioni disponibili su richiesta

General Manager presso PCN Pipe Coaters Nigeria (Former Socotherm Nigeria)
2008 - 2011 (3 anni)

Full management of the Company. Responsibility for sales and production. Direct relationship with Shareholders. Business plan & budgeting. P&L. MKT Safety & Environment. Union negotiations. BEST ACHIEVEMENT IN THE PERIOD: Return to profitability BEST EXPERIENCE IN THE PERIOD: Interesting experience of management of a joint venture working with a multinational team.

Co Founder presso Bassi Offshore

2006 - 2008 (2 anni)

Technical and commercial responsibilities. Business plan & budgeting. P&L. Negotiation with major Customers and Suppliers. Management of the overseas sales network. Management of the plant (Manufacturing large diameter marine hose). Human Resources Management. Staff training. Rule setting for Safety & Environmental in the new site. BEST ACHIEVEMENT IN THE PERIOD: 1) leadership for Design & Start up of the factory and prototyping. 2) APL Alliance (Norway)

Division Manager presso Pirelli ITR Oil & Gas

1991 - 2006 (15 anni)

Division Manager with full responsibility for Sales, MKT and Production. QUALITY & SAFETY. Leadership for prototyping. NEW PRODUCTS INTRODUCTION. Over the years the ownership went from Pirelli to SAIAG and Parker, I have always been confirmed in my role as B.U. Manager. The various changes among the shareholders allowed me to integrate myself in different ways of business management. BEST EXPERIENCE IN THE PERIOD: Particularly interesting was the transfer of the production site (y. 2000), with the relevant machinery, from Como (North Italy) to Ortona (South Italy) carried out gradually provide continuity of production and train new staff (90%). BEST ACHIEVEMENT IN THE PERIOD: Chevron Supplier Alliance.

Marketing Manager Oil & Gas presso Pirelli

1982 - 1991 (9 anni)

Business strategies. Direct negotiations with major Customers. Management of the sales network (overseas Agents). BEST ACHIEVEMENT IN THE PERIOD: Increase in sales, new customers.

Engineer for offshore facilities presso Pirelli

1981 - 1982 (1 anno)

Assistance to offshore installations of SUMED (Suez Med Pipelines)

Ufficiale di coperta/Capitano di lungo corso-- Navy & Merchant Marine officer presso Marina Mercantile & Marina Militare

1973 - 1981 (8 anni)

- NAVY, BEST EXPERIENCE IN THE PERIOD : Teaching at the "Interforces School of Telecommunications", where I taught "Navigation & Military Education" - MERCHANT MARINE: from Cadet to Chief Mate / da Cadetto a Primo Ufficiale (Ufficiale di Coperta) Experiences on board of Passenger ships, Tankers, Bulk carriers, RoRO. BEST EXPERIENCE IN THE PERIOD: I followed the construction of the first bulk carrier type "Panamax" in the world

Formazione

Scuola di Direzione Aziendale Università Commerciale " Luigi Bocconi"

Competitive intelligence, 2005

Scuola di Direzione aziendale Università Commerciale 'Luigi Bocconi'

Progetto sviluppo nuovi prodotti/Project development new products, 2005

Scuola di Direzione Aziendale Universita' Commerciale " Luigi Bocconi "

Produrre su commessa // Produce to order - (tailor made), 1993

ISTUD, Istituto Studi Direzionali

Financial Management & Control, 1987

Scuola di Direzione Aziendale Universita' Commerciale " Luigi Bocconi "

Corsi MKT, Marketing Management beni industriali /Industrials, 1986

Accademia Navale di Livorno /Naval Academy (Corso AUC "rotta e comunicazioni")

1977

Istituto Tecnico Nautico " San Giorgio " Genova//Nautical Institute

Captain of the Merchant Navy//Capitano di lungo corso, 1973

Competenze ed esperienze

Project management

Pianificazione strategica

Ingegneria

Assistenza clienti

Project planning

Leadership

Trattative

Strategia di marketing

Sviluppo di prodotto

New business development

Approvvigionamento

Gestione operativa

Strategia d'impresa

Business plan

Management

Microsoft Office

Leadership strategica

Marketing

Business Planning

Negotiation

Business Strategy

Gestione vendite

Esperienze di volontariato

Socio sostenitore presso U.N.I.T.A.L.S.I.

Lingue

Italiano

(Conoscenza madrelingua o bilingue)

Riconoscimenti e premi

Alliance Supplier Award

Chevron

ottobre 1997

In recognition of outstanding service, commitment and ongoing contribution to Chevron's success

EMERE OCHURE 1 OF ONNE (CHIEF)

NANA ROYAL PALACE OGOLOMA ONNE (Nigeria)

marzo 2011

"In recognition of his outstanding contribution to the development of Onne Community with all rights, privileges, immunities and honors thereunto"

Certificazioni

Titolo professionale di "Capitano di lungo corso" // License of "Sea Captain"

Ministero della Marina Mercantile// Ministry of Merchant Marine - Italy Licenza N°23/81 Registered with the Port Authority of Genova to n. 16/23 settembre 1981

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3 persone hanno segnalato Romano

"Great GM. Very able to evaluate, understand, choose and manage people in optimal way to gain the best results for the company. He has proved these abilities more than once. I would work with him again without any doubt."

— **Michele Liguori**, ha avuto come superiore Romano

"Romano he is the best choice to run your, both NewCo or huge Companies. People which wish to increase turnover, should at least have a talk with him. His skill to focus the week point and find a solution is great. His ability to understand the best way in order to increase turnover is remarkable. The most attractive skill is the leadership and team building approach. "

— **Andrea Andreis**, ha avuto come superiore Romano

"Ottimo leader con grandi capacita' commerciali e di relazione"

— **Francesco Cremona**, ha avuto come superiore Romano

[Contatta Romano su LinkedIn](#)