

Pierluigi Curletto – Executive Officer

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“Old enough to have Experience, Young enough to be Innovative”



PERSONAL PROFILE

Founder of two Innovative Start-up with patented ideas now in industrialization phase with Excellent Market Perspectives.

Member of National Commission of Innovation & Digitalization Federmanager

Manager with 30 years of experience in High Tech Steel Plants with overall 500 MUSD contracts sold in 22 Countries worldwide

Good leadership capacity Valid negotiation skills and problem solving attitude.

Strong innovation spirit and capacity to design “Cost-effective” projects.

Certified by RINA as Export Manager and Manager for Internationalization.

Core Competencies: Innovative spirit, Sales, Technological, Contractual, Team Working, Marketing, Business developer

Behavioral skills : creativity, negotiation, team working, vision, honesty

Professional Engineer - register n°10566 in the Province of Genoa.

PROFESSIONAL EXPERIENCE

STUDIO 4.e, Genoa [FOUNDER]

March 2017 – Present

Role:

Founder of **Studio di Ingegneria 4.e** with Paolo Bonci as Consultant for Production & Engineering Companies and PMI (TECHINT, TERNIUM, RINA, CMI-UVK, SOMIN, CONDOROIL , DUFERCO,....)

Consultant at Regione Piemonte for export of PMI in the Cleantech/Energy Sector

Activities:

Develop market and business opportunities in the worldwide markets.

Consultancy services in the Steel Industry.

S-CUBE (Smart Shipping Solutions) Innovative Start-up - Cagliari

FOUNDER & CHIEF TECHNOLOGICAL OFFICER

March 2018 – Present

ARMS (Automated Reefer Management System) Innovative Start-up -Genoa

FOUNDER & CHIEF COMMERCIAL OFFICER

July 2019 – Present

Role:

Technical & Commercial responsible for the developing on new Systems & Robots to automatize the plugging & Unplugging operations of the Refrigerated Containers (Reefer)

Activities and Results:

Developed and patented a new innovative Robots to automatically plug the electrical connections of the Refrigerated Containers; various systems have been designed and patented; having reached TRL9 at Dubai Port in December 2022 now is starting the industrialization to sell them in the global market having MoU signed with the major World Wide Shipping Companies (MSC, Maersk, DPW, PSA, CGA-CGM..).

FEDERMANAGER

RESPONSIBLE OF INNOVATION & INDUSTRY 4.0

May 2016 - present

Activities and Results:

Created and developed in Genoa 30 events on Innovative topics with good impact on the industrial Managers, professionals and politics.

Member of Federmanager National Committee for Innovation and Digitalization

TENOVA, Genoa and Milan - Italy

AFTER SALES & SERVICE DIRECTOR

October 2014 – October 2016

Role:

To assist the Tenova customers in the after sales services as Revamping , Spares, Upgrading, leading a team of 10 engineers in Italy , Austria, China, India, USA.

Activities and Results:

Technical and Technological assistance, Spare parts selling, revamping and modernizations of strip processing lines for Stainless steel, Silicon Steel, Low Carbon Steel, aluminum, (projects in Brazil, Italy, Mexico, Spain).

TENOVA Genoa and Milan – Italy

Proposal & Sales Manager

October 2003 – October 2014

Role:

Responsible for technical and commercial proposals projects at Tenova Strip Processing leading a team up to 20 people and coordinating foreign teams (from Germany, USA, China, Austria) ..

Activities and Results:

Full responsible of many international tenders selling Pickling Lines (Italy, Russia, Bulgaria, Uganda, Poland, Libya, Mexico, Greece), Silicon Steel Lines (Russia, Brazil, China, Czech Rep., Poland, France), Stainless Steel Lines (Italy, Mexico), Low Carbon Steel Lines (Italy, Mexico, Russia, Turkey, Bulgaria, Greece, Venezuela) .

The Main result has been the contract for the complete set of Process Lines and Furnaces for Silicon Steel Cold Complex sold in China in January 2012 for a contract value of 120 MUSD.

In the last years responsible of international tenders for new Cold Mill Complex for Tin Plate and

Galvanized in Turkey and for a new Cold Mill Complex for Stainless Steel (FUXIN STEEL) in China .

TECHINT TECHNOLOGIES, Genoa and Milan – Italy

Proposal Manager

June 1998 – September 2003

Role:

Technical proposal responsible for national and international tenders for Processing Lines for Low Carbon Steel and Stainless Steel.

Activities and Results:

Organized an efficient technical proposal office for Processing lines department, selling plants mainly in Italy, Libia and Russia.

DANIELI WEAN UNITED INC., Youngstown and Pittsburgh PA – U.S.A.

Project Engineer and Project Manager

January 1997 – June 1998

Role Activities and Results:

To manage the engineering activities for the design of a new Tin Plate Complex composed by a new Tinning Line a new Cleaning Line and Bell Furnaces , coordinating the general plant layout.

DANIELI & C. Officine Meccaniche S.p.A., Buttrio Italy and Pittsburgh PA USA

Proposal Engineer

January 1994 – January 1997

Role Activities and Results:

To design and to sell steel process lines at the time Danieli entered in the Steel Flat Products market.
At the end of 1996 I sold in Iran a Cold Mill Complex for Tin Plate Production for a contract value of 60 MUSD

ITALIMPIANTI, Genoa and Terni

Process & Project Engineer;

November 1989 – January 1994

Role, Activities and Results:

To design and to commission, till the Final Acceptance Test, the automation of 4 High Technology Process Lines (Silicon Steel, Stainless Steel & Galvanized Steel)

R&D activities in cooperation with “Università di Genova” to develop programs running in Personal Computer to size and to simulate the dynamics of the Process lines drives.

EDUCATION

Short Master held by Federmanager Academy in Industry 4.0 in 2018 and in May 2017
Master Degree in Electrical Engineering, University of Genoa , graduated with 110/110 L in 1988.

FOREIGN LANGUAGES

Fluent English. Level C1 according to CEFR (Common European Framework of Reference for Languages) recognized by Italo-Britannica Association.

Basics of French, Portuguese and Spanish.

MERITS

Created MANAGER 4.0 => Information , Networking and Courses for Manager in Industry 4.0

Speaker in major congresses: Iron & Steel expositions, AISE Conventions

Teacher at AIM (Italian metallurgy association) course on strip processing Lines

Benefits activities : Charitas 1988-1989 as Civil Service

It is authorized the personal data process and use according to the Italian legislation D. Lgs. 196/2003 and following European legislation UE 2016/679