

Paolo Bonci – Consultant & Executive Officer

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PERSONAL PROFILE

Manager with 32 years of International experience in the markets of Metal Industry, Mining and Services.

Determined person, flexible and concrete, target oriented; major strength points are team work and organization.

Certified by Rina as Export Manager and Manager for Internationalization.

Core Competencies: Technological, Contractual, Accounting, Financial, Insurance, Risk and Legal skills.

Behavioral skills such as communication, negotiation, authoritativeness and honesty.

PROFESSIONAL EXPERIENCE

STUDIO 4.e, Genoa - Italy

Co-Founder & Legal representative

June 2016 – Present

Role:

Studio 4.e (www.studio4e.net) is active in industrial consultancy, internationalization, innovation, with a wide network of professionals.

- Consultant for Engineering Companies in Metal making, metallurgy and international services; Expert in contractual issues and technological risks along with management of major projects and innovation.
- Italian sole representative for ELECTROTHERM Group of Companies, supplying heat treatment plants with facilities in Israel and Germany
- Business promoter for several Italian and Foreign companies (Algowatt, Somin, Nuova Sicmi, Nuova Icom, Sunflower, Ferretti Construction, Condoroil, MBC)
- Consultant for innovative start-up (Sesamo, Germina, Horto, Space V, Ocehanis, ARMS and S-Cube).
- Federmanager Liguria member of board council, national coordinator of steel making committee and active member in organization of learning and information events on Industry 4.0, open innovation and artificial intelligence.

Results:

- Provided contracts for represented companies for a total amount of over 20 million Euro.

TENOVA, Genoa – Italy

Project Risk Assessment Manager

September 2023 – Present

Role:

Part-time manager in the Company Risk Committee:

- supporting Commercial departments for not standard projects, giving instructions for risk mitigation in acquisition and execution phases
- supporting international litigations

PIEMONTE AGENCY FOR INVESTMENT AND EXPORT, Turin - Italy

Senior Technical Consultant - Cleantech

March 2019 – Present

Role:

Technical-commercial consultant of Piedmont-region SMEs in Green Chemical and Clean technologies increasing value by means of continuous innovation, teaming up and pursuing international business opportunities.

Acting also as piedmont region SME expert, differentiating from automotive target sector to other innovative sectors.

RINA CONSULTING - CSM, Rome - Italy

Technical Consultant

September 2018 – Present

Role:

Technology and process consultant

Results:

- Technical analyst and certifier for SME investments, according to Italian national plan on Industry 4.0 development. Competences in data network and communication protocols, control systems, enterprise resource planning and manufacturing execution systems.
- Technical assistant to National Planning Authority, including a feasibility Study for Establishing a Comprehensive Iron and Steel Industry in Uganda.
- Technical assistant to Resource Efficiency Audit (REA) at Uzbekistan Metallurgical Plant for European Bank for Reconstruction and development.

Inspire Srl, Genoa - Italy

Sales and marketing manager

September 2020 – March 2021

INSPIRE is an innovative start-up, spin-off of University of Genoa, which designed a platform enabling drones continuity of service for missions of collaborative swarms

Role:

Responsible for relationship with potential clients and partners of the multiple air drone platforms in the different design for specific applications.

Results:

Marketed the product in Italy and abroad (events in China, Switzerland) and found the strategic partner for the industrial development.

MABEL CONSULTING, Ningbo - P.R.C.

Italian Representative

March 2018 – May 2019

Role:

Consultant for Internationalization services to Italian SMEs (selection of reliable Suppliers, Clients, Sales Representatives; Developing business in and to China, opening of representative offices, JVs, Acquisitions and Investments).

Results:

Signed a collaboration contract with Capitalimpresa for internationalization of its Companies and presented several companies for business from and to China.

DANIELI CENTRO COMBUSTION, Shanghai - P.R.C.

Branch Executive Officer

May 2013 – May 2016

Role:

Responsible for marketing, selling and realizing reheating and heat treatment furnaces for processing steel, aluminum, copper, brass and special alloys like titanium and nickel in China and Taiwan.

The team (6 direct headcounts plus staff from Danieli group organization) deals with proposals, selling, project management, construction, purchasing and supervising.

Turnover of the branch is over 10 million Euros.

Activities and Results:

Hired to Start up Danieli Centro Combustion branch in China and to lead it to profitable results.

The following activities have been properly performed in order to establish the branch:

- Individuating and contracting the Expat team to be employed in China for the Start up.
- Selecting / hiring the local employees and organizing their training.
- Setting up the office in Shanghai
- Studying and defining the action plan to be performed in order to market, sell & realize plants in China and Formosa.

The following goals were successfully reached:

- Organized and motivated the team to be capable of marketing and selling the company product portfolio (new plants, revamping, service and spares) and managing local realizations.
- Acquired knowledge and sensibility related to the steel, aluminum, brass and copper markets of high quality final products to be heated and heat treated (mapping potential clients, agents, competitors, suppliers, sector associations and bidding companies).
- Planned Marketing campaign to commercialize heat treatment facilities with the traditional Danieli Group Clients in the field of Steel Industry and selected new potential Clients in sectors not traditionally part of the Danieli Group such as: Aerospace, Agriculture, Automotive, Chemical, Energy, Medical, Military, Textile, Tools and Sports.
- Sold the following prestigious plants directly to final Customers or through the Danieli Group:
 - Nanshan - order for 3 Reheating and Heat treating furnaces for Aerospace and Military markets, processing Inconel and Titanium components to feed a 60NM press.
 - Rizhao Steel - order for the Heating section of a combined pickling and galvanizing process line.
 - Yieah Phui - order for the upgrade of their existing heating section of process line for aluminized production.
 - Shougang Jingtang - order for the roller hearth furnace in a new continuous rolling mill facility
- Identified local reliable sub-suppliers and partners for the procurement of parts and equipment as well as their manufacturing, construction and erection; thus also helping head-quarter in reaching competitiveness selling worldwide.
- Procured, fabricated and exported with profit two roller hearth furnaces and two pusher furnaces, sold by Danieli group as part of their main plants worldwide, with Chinese financing and origin.
- Assured an efficient and continuous professional growth of the local team.

TENOVA MINING & MINERALS, Johannesburg – Republic of South Africa

Senior Vice-President and General Manager Risk Assessment

April 2012 – April 2013

Role:

Interface with the Italian head-quarter after the acquisition of Bateman Group and Responsible for individuation and mitigation of enterprise risk.

Tenova Mining & Minerals is a group of excellence in mining field with more than 1,1 billion dollar revenue and 2400 people.

Activities and Results:

- Supported commercial departments and project management departments in proper handling of key contracts and projects worldwide.
- Re-organized methods and procedures for the enterprise of EPCM (Engineering Procurement Construction Management) contracts in the field of mining. This approach was new for Tenova, traditionally involved in ESS (Engineering Supply Supervision), EPC (Engineering Procurement Construction) or TK (Turn Key) projects.

- Exported Tenova enforced procedures & methodology to the new acquired companies of the Bateman group and homogenized, optimized and integrated them into a common Tenova system.
- Coordinated all the Business Units directors of Risk Management (direct reports) with BU Operational Chiefs and Insurance & legal managers.

TENOVA, Genoa and Milan – Italy

Director of Project Auditing & Risk Assessment

October 2006 – March 2012

Role:

Auditing the main and most critical projects and mitigating their risks: supporting Commercial departments during acquisition and Project management departments during execution phases.

Responsible in any Tenova due diligence for individuating project risks of the Companies to acquire.

Activities and Results:

- Rationalized the Italian risk control system exporting it to any foreign company of Tenova, both at commercial and project management level. With this approach it was possible to establish a structured and unique risk control system, efficient, safe and repeatable.
- Trained Commercial directors and Project Management directors worldwide to properly utilize and take advantage of the established risk control system.
- Member of the due diligence team for the acquisition of the following Companies: Pyromet, LOI Thermoprocess, Takraf and Bateman group.

TECHINT, Genoa – Italy

Proposal Department Manager

May 2001 – September 2006

Role:

Responsible for the proposal engineering of new and revamped plants of the furnace department (reheating and heat treatment furnaces and process lines furnaces) and responsible for products innovation.

Also in charge of implanting the Metal reclamation technology in Italy, traditionally developed and commercialized only in the USA, where worked before.

Activities and Results:

- Sold more than thirty new furnaces and revamping among which some of the most performing walking beams for flat steel products to top prestigious steel makers worldwide: TyssenKrupp, Siderar, Hylsa, Aceralia, Avesta, Saltzgitter, VAI, etc.
- Developed a new furnaces line called Flexytech, allowing for on-off flameless burning of the combustion system and assuring the maximum flexibility of furnace handling as well as minimizing specific consumption and environmental impact.
- Planned Marketing of the new developed technical solutions by means of attending congresses, symposium and making lectures of articles published on sector press.
- Developed an invention for optimizing the design and construction of rotary hearth furnaces; co-author of the important International patent protecting the invention.
- Trained the Italian team on “Metal Reclamation” technology and helped them to plan marketing activities in the European market.

TECHINT TECHNOLOGIES INC., Pittsburgh PA – U.S.A.

Metal Reclamation Director

July 1999 – April 2001

Role:

Responsible for the Metal Reclamation department and its development and leading the team of Techint Carnegie research laboratory experts in performing the testing campaigns.

Activities and Results:

- Followed up the realized direct reduction plant of Allmet.

- Acquisition of Know how collaborating in partnership with Midrex for their DRI process, developed in the pilot plant of Kobe Steel - Japan - realized by Techint Technologies.
- Study of new plant architectures for reduction of polluting powders from Steel plants, recovering heavy metals during treatment.
- Development of special rotary hearth furnaces equipped with rables to optimize the direct reduction process of iron with pulverized carbon.
- Sale of a handling and briquetting plant at Insul.

ITAM / TECHINT TECHNOLOGIES INC., Pittsburgh PA – U.S.A.

Project Engineer and Project Manager

April 1997 – June 1999

Role Activities and Results:

In force of the furnace business unit, developed and managed the following major projects:

- Tamsa (Mexico – Veracruz). Rotary furnace revamping and new walking beam furnace for processing round blooms in seamless heavy pipes production.
- Wyman Gordon (USA - North Grafton) Innovative rotary furnace for treatment of special alloy parts, utilized in military, aeronautic and space industry.

ITALIMPIANTI, Genoa – Italy

Process & Project Engineer; Project and Proposal Manager

November 1991 – March 1997

Role, Activities and Results:

Hired in the reheating furnace department.

Project and process engineer for thermo-processing lines and reheating furnaces till 1995 (International experience working in Europe, India, China and Middle East).

Structural and Mechanical coordinator for the BU. Applied with success the stress analysis software calculation at the mechanical and structural furnace parts, traditionally designed only with manual calculations.

Project Manager of the following furnaces:

- Bokaro Steel Plant (India) four 300 t/h walking beam furnaces
- CSI Productos Largos (Spain) one 150 t/h walking beam furnace

Proposal Manager in the Commercial Department till March 1997.

ANSALDO RICERCHE, Genoa – Italy

Stage

February 1991 – July 1991

Role, Activities and Results:

Stage c/o “Ansaldo Ricerche” in Genoa finalizing the development of a remote controlled robot subject of the graduation job

EDUCATION

Short Master held by Federmanager Academy in Industry 4.0 in 2018

Master Degree in Mechanical Engineering, University of Genoa – Italy, graduated with 104/110 in 1991.

Professional Engineer - register n°6531 in the Province of Genoa

FOREIGN LANGUAGES

Fluent English (worked for more than four years in the USA and one year in South Africa). Level C1 according to CEFR (Common European Framework of Reference for Languages) recognized by Italo-Britannica Association.

Basics of French (Gpp2b Inlingua), German (Stufe A2.1 Goethe Zentrum) and Spanish (worked in Spain and Mexico).

MERITS

Rina Certified Export Manager and Internationalization Manager

Co-author of the international patent “Rotary Hearth furnace for use in the iron and steel industry” (WO 03/010476)

Member of BOA (Board of Advisors) in 2012 of the American Institute CII (Construction Industry Institute) for the development and optimization of best practices relevant to the enterprise risk individuation, mitigation and control.

Speaker in major congresses: Iron & Steel expositions, AISE Conventions and Challenge in reheating furnaces in London.

Teacher at AIM (Italian metallurgy association) course on reheating furnaces for rolling mills held in Dalmine Italy in May-June 2004.

Part of the team involved in new Companies acquisitions for the Techint Group - due diligence of LOI (Heat treatment furnaces), Pyromet (Submerged arc furnaces and process plant), Takraf (Material handling) and Bateman Projects Group (Mining) including controlled companies in Africa, Europe, Middle East, Russia, China, Australia, Canada and South America.

PUBLICATIONS

- Modelling the growth trend of the iron and steel industry: Case for Uganda

September 2020 – American journal of industrial and business management

- An Innovative Approach in Reheating and Heat Treatment Furnaces Combustion System Design

17 May 2014 - China International Steel Congress - Beijing

- Flameless Combustion

August 2006 - Iron and Steel Review

- Flameless Combustion of Techint Flexytech® Furnaces

7 March 2006 - Arab Steel Symposium - Abu Dhabi

- Techint Flexitech Furnaces

Millenium Steel 2005

- Techint FlexyTech® Furnace Controlled by Level 2 Automation System

September 2004 - Steel Times International - September 2004

- Techint FlexyTech® Furnace

6 June 2004 - China International Steel Congress - Shanghai

- An Innovative Combustion System for Reheating Furnaces

Millenium Steel 2004

- Recent realizations of high capacity reheating furnaces. Design criteria and results.

28 October 2002 - CHALLENGES IN REHEATING FURNACES ORGANIZATION - LONDON

INTERESTS AND HOBBIES

Photography, Ski, Radio- amateur (international patent # 4912565/GE).

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