

# ALESSANDRO PACE

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## PROFESSIONAL PROFILE

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Dedicated and passionate professional, with an expert knowledge of Operations and Project Management. Specialized in delivery improvements on existing process, troubleshooting and root cause analysis. Extensive experience in PR, 5yrs of experience as first contact point for customers and suppliers, particularly focused on understanding the customers' needs and delivery it in the most efficient way. Possesses excellent interpersonal and communication skills and the ability to develop and maintain positive internal and external relationships. Enjoys being part of, as well as leading, a successful and productive team and thrives in highly pressurised and challenging working environment.

## OBJECTIVE

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Currently looking for a new and challenging position to dedicate my energy and willing to improve myself from a personal and a professional point of view, acquiring new skills and knowledge

## CAREER SUMMARY

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- 07/01/2018 to present**      **Project Manager, AirLife srl - ITALY**
- First approach to new customer, including participation to conferences, exposition and presentation meeting
  - Environmental advisor for Gas Emission Reduction Technology
  - Develop the relationship with existing customers during the acquisition of new projects, including technical meetings, plant inspection, commercial meetings
  - Project execution, document verification and preparation, supervising suppliers' activity, scheduling the project steps, ensuring the right and on-time delivery
- 15/12/2015 to 20/12/2017**      **Sales Manager – Engineer co-op with NANO Co., Ltd - KOREA**
- New Market developer for USA and India, including participation to exposition and conferences to present the company and the technology
  - First step Technical Expert to provide on-time assistance during commercial and technical bids
  - Technology Transfer expert including contract and legal terms advisor for partnership and sub-contracting operations
  - Lean manufacturing advisor for production department
  - Responsible for the delivery of the products and first contact point for the customers
- 08/04/2014 to 01/11/2015**      **Process Engineer, Procter&Gamble spa – ITALY**
- 6sigma advisor for manufacturing dept. in Gattatico (RE) plant
  - On-Site Troubleshooting and assistance to the production line in case of production stops – PDCA approach
  - Work Process improvement using IWS tools, including root cause analysis, why-why, poka-yoke, kaizer application, improvement standardization across manufacturing lines and departments
  - Head of quality team for making dept.
  - Responsible for Process Reliability, target >90%, achieved during 1 FY >98%
  - Working close with the initiative team for application of new technologies in the production units with minimum PR loss
  - Member of Quality pillar, HSE pillar, Leadership pillar, Initiative Pillar for Gattatico plant
  - Member of World-team for new compact-skid technology

## EDUCATION

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- 01/10/2011 to 18/10/2013      Master Degree in Chemical Engineering **EQF7**, Padova, *Università degli Studi di Padova*  
**Master Thesis in Oslo** on Environmental application on Large Cargo Ship – 2 stroke engines of the SCR technology
- 01/10/2008 to 25/09/2011      Bachelor Degree in Material and Chemical Process Engineer **EQF6**, Padova, *Università degli studi di Padova*  
**Bachelor Thesis in Bruxelles** on Environmental Regulation and Benchmark study of the emission control techniques for NOx
- 01/09/2003 to 27/07/2008      High School Diploma (Classical Studies) **EQF4**, Castrovillari, *Liceo Classico G.Garibaldi*

## KEY PROJECT AND ACHIEVEMENTS

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Leader in an over 10 million USD Technology Transfer for SCR catalyst manufacturing process to BHEL, Baharat Heavy Electrical Limited, one of the most established government companies in India while working for NANO, South Korean listed company. The project took more than 1 year and it started from a very preliminary company presentation performed during a conference in New Delhi, to multiple technical, commercial and legal meetings in different BHEL offices and manufacturing sites

## LEADERSHIP

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Member of the Italian Federation for Human Rights – Helsinki committee. Leader of local *Environment & Innovation* committee for FIDU (Federazione Italiana Diritti Umani)  
Part of the National FIDU *Environment & Innovation* and Scholar sensibilization committee.

## KEY IT SKILLS

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Word, Excel, PowerPoint, Internet, Email  
Basic Language and programming skills in MatLab ambient

## LANGUAGE SKILLS

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ITALIAN – Mother tongue  
ENGLISH – Excellent written and speaking  
SPANISH – Elementary

## SOCIAL SKILLS AND COMPETENCE

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Excellent ability to communicate with all the possible audience in the industry, customers, top management, line workers, acquired in years of different roles experience

Excellent communication skills acquired during six years of drama school (2002-2008)

Excellent interpersonal skills acquired during 3 years of experience as entertainer in touristic villages

## ORGANIZATIONAL SKILLS AND COMPETENCE

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Excellent organizational skills acquired during the organization of events, also big events (up to 150 people).

Good ability to work in-group, to understand and to manage the single capacity and to try to combine the individual skills.

Good skills, thanks to the kind of the studies and to the entertainer and actor activities, to work under pressure or in difficult situations

## TECHNICAL SKILLS AND COMPETENCE

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Excellent skills in process analysis and troubleshooting

Detailed knowledge of emission control technology and regulation, in particular NOx and Sox, both from stationary and marine sources

Experience in process analysis and optimization, using also design software

## INTERESTS AND ACTIVITIES

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DIVING PATENT – Advanced PADI Open Water Diver

Astronomy, Quantum Mechanics, Philosophy, Psychology and Sociology

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