

CURRICULUM VITAE

Marco Sargenti



- Born in Borgo S. Lorenzo (Florence, Italy) on February 3rd 1961;

EDUCATION

- Technical College ITIS A. Meucci, June 1980;
- Graduated at “Università degli Studi di Firenze” in Mechanical Engineering, rate: 110 + “Magna Cum Laude”, March 1988.

OTHER PROGRAMS AND TRAININGS

- 2010: Lean Manufacturing Strategic Deployment, Cuoa, Padova, Italy
- 2001: MDC (GE Corporate Management Course with topics in Finance, Economics, Team Building, Business/Market Simulations, Leadership Development, etc), 3 weeks in Crotonville (US);
- 1998: Six Sigma Training and Certification (GE Quality Program);
- 1997: EMC (GE Corporate Management Course with topics in Finance and Management Development), 1 week in Aachen (Germany);
- 1997: Terms & Conditions Course (Terms & Conditions in preparation of Sale Contracts), 2 days in Florence (Italy);
- 1997: Professional Selling Skills Training (topics in Negotiation, Selling skills development, etc), 3 days in Florence (Italy);
- 1997: On the Job Training Course (Six Sigma basics), 1 day in Florence (Italy);
- 1995: Understanding Financial Measurements (Financial basics), 3 days in Florence (Italy).

AWARDS AND OTHER QUALIFICATIONS

- 2004: GE Oil & Gas CEO Supply Chain award for '03 Outstanding Manufacturing Performance.
- 2002: team award by GE Oil & Gas Nuovo Pignone CEO for Outstanding Manufacturing Accomplishments in '01;
- 1997: award by GE Nuovo Pignone in “Outstanding Technical Skills”;
- 1993: award by ENEL for Nuovo Pignone Cogeneration Plant Design;
- 1992: member of the Italian Engineering Professional Register (Ordine degli Ingegneri);
- 1989: 2nd classified in ENEL National Competition for five job places;
- 1988: University: graduated with Full Marks (110/110) plus “Cum Laude”.

EXPERIENCE RECORDS

7/2018-to date (Novellara, RE): VIMI Fasteners SpA Chief Executive Officer and General Manager. After a solid revenue growth we have closed, on June 2018, the acquisition of MF Inox an Italian company producing screws and nuts for the Oil&Gas, Energy and Infrastructure industries specialized in the hot forming of exotic materials such as Inconel, Hastelloy, Nimonic, Titanium, etc. Since the date of acquisition of MF Inox I have been part of the board of directors of the company.

On August 2nd, 2018 Vimi Fasteners has been successfully listed in Milan Stock Exchange thru a capital increase share placement to foster the growth and the localization plan in Asia and US.

3/2014-6/2018 (Novellara, RE): VIMI Fasteners SpA General Manager and ad interim Sales and Marketing Director. VIMI Fasteners is a company of 50 M€ revenues involved in the worldwide Automotive Industry, manufacturing special and high performing fasteners as well as turbocharger components for the automotive and industrial market. Typical VIMI products are fasteners for high temperature applications, connecting rod and rocker arm screws, fasteners for breaking and exhaust systems, shaft for turbochargers, titanium screws, etc. VIMI customers are car or bike OEM manufactures like Fiat Chrysler Group, Ferrari, Maserati, Ducati, Audi, GM, Ford, Iveco, Man Truck, Cummins, etc. Another set of customers are tier 1 manufacturers like Honeywell, BorgWarner, MHI, Gnutti, etc for turbocharger components and valve distribution systems. In addition distributors like Optimas, Facil, Boellhoff, Berrang, etc are our customers as well. In 2017 Vimi's revenues grew up over 23% thanks to a very solid strategic plan supported with a strong activity in Research and Development carried out with major Universities and external research centers. New investments in production capabilities, plant refurbishment and re-layout have been accomplished while reducing the net financial debt of the company. In 2016 we established a local presence in China, in 2017 we opened Vimi Fasteners GmbH in Germany and in 2019 we established Vimi Fasteners Inc in the US.

6/2013-1/2014 (Porto Recanati, MC): GI&E SpA Managing Director & General Manager. In this position, in addition to General Manager responsibilities (as reported below), I have developed the Industrial Plan of the company with particular regard to the strategic planning, the rationalization of the product offering and the go to market strategy. I have worked closely with external consultants and the private owners of the company to redesign the GI&E Holding structure and its re-organization.

3/2009- 5/2013 (Porto Recanati, MC): GI&E SpA General Manager. In this position I have managed a manufacturing company involved in the Oil&Gas business with a wide set of products: gas turbine components for OEM companies, (GE, Alstom, Sulzer, Ansaldo Thomassen, Dresser, Man, Woodgroup, etc), reciprocating compressors for Oil & Gas processes and CNG, Microturbines, Photovoltaic Plants, Cogeneration, etc. In this role I reported directly to the President for the Sales/ Operations, and to the CEO for Financials. Since 2010 I have extended my responsibilities and support also to the strategic and decisional process for the other companies part of the GI&E Holding. This kind of activity, as a team work, has resulted in the acquisition of the Antonio Merloni Cylinders & Tanks, in the disposition of minor companies and in the establishment of foreign Joint Ventures (in 2012 we have accomplished a JV with Asian Partners to develop local business). In the last few years I have signed three license agreements with General Electric so that GI&E can sell directly reciprocating compressors to end users. I have managed directly Sales, Sourcing, Technical Department, Production, Service, Quality, Finance, Human Resource, Legal, IT, etc. The size of the GI&E Holding business in these years has been in the range of 100 M€.

3/2008-2/2009 (Florence):GE/Nuovo Pignone, Global Services, Global Quality Leader. In this responsibility I have re-built a worldwide quality organization inside the Global Service Business; I have deployed an extensive set of innovative metrics with the first aim to catch/remove defects as upstream as possible along the supply chain to mitigate the related cost of quality and customer impact. Reintroduced an incoming material inspection and started to work with suppliers to reduce cost of quality. As second step was to process every kind of defect in order to remove the causes of cost of failure.

4/2005-2/2008 (Florence):GE/Nuovo Pignone, Global Services Fulfillment Leader, in this position I have managed the Operations of 13 worldwide Service Shops and all the Field Engineers division involved in the erection, commissioning, start up, maintenance, and operation at customer sites all over the world. In addition I have integrated all the different Service Operations thru common processes and procedures. Other important tasks in my responsibility are the Localization initiatives by designing and build new Service Shops located close to the Customer site. Redesigned repair shop operations according to Lean Manufacturing Techniques.
The size of the Service Business is about 2 B\$ (2008).

1/2002-4/2005 (Florence): GE/Nuovo Pignone, Manufacturing General Manager (9 production plants reported to me of which 5 in Italy, 1 in France and 3 in the US with about 1500 people in total). In this role I have managed production topics, integration initiatives, process improvements, lean manufacturing initiatives, budgeting, cost tracking, plants reorganization/restructuring/disposition, productivity programs, Make vs Buy strategies, Unions relations/negotiations, etc..

In this responsibility I reported to the Supply Chain General Manager but, in the mean time, I have been part of the Leadership Team of GE Oil&Gas led by the GE O&G CEO.

11/2000-1/2002 (Florence): GE/Nuovo Pignone, Italian Manufacturing General Manager (6 production plants reported to me with about 1200 people in total). Experiences as above but limited to the Italian plants. Part of GE Oil&Gas leadership staff led by the Oil&Gas CEO.

11/1999-11/2000 (Florence): GE/Nuovo Pignone, Gas Turbine Product Leader and Sale Manager for Power Generation Gas Turbines.

Cross Functional leadership to identify new GT models and the upgrade of the existing ones thru marketing and benchmarking evaluations, economic and feasibility studies on the return of the investment, budget allocation, cost tracking, sourcing agreements, meeting with Customers, etc..

1/1998-11/1999 (Porto Recanati, MC): GE/Nuovo Pignone, Portorecanati Plant Manager.

Managed a plant with a workforce of 120 employees involved in the production of parts and components for gas turbines, reciprocating compressors and steelwork structure for gas turbines (engineering in home and then 100% outsourcing).

Main activities: engineering, planning, sourcing, logistic, quality, maintenance, accounting, budgeting, job management, unions relationship, etc.

12/1996-1/1998 (Florence): GE/Nuovo Pignone, New Product Introduction Manager for Gas Turbines.

Managed cross functional resources (Engineering, Manufacturing, Sourcing, After Sale Service) to track planning, budgets and the Toolgate Process Implementation for New Product Introduction, concurrent design, standardization, design with suppliers in a win-win approach..

1/1994-12/1996 (Florence): GE/Nuovo Pignone, Team Leader for market introduction of a small gas turbine.

Managed in: market analysis, customer selection, feasibility and economic evaluations (DCF, Pay Back, IRR, NPV), sales, sales contract preparation, construction licenses, cogeneration plant design, main item selections (heater, pumps, deareator, controls, valves, electrical equipment, piping, fuel gas booster, water treatment equipment, etc...), planning, sourcing, site erection,

commissioning & plant start up, test run, maintenance contracts....5
cogeneration plants installed in 3 years.

9/1988-1/1994 (Florence): Nuovo Pignone, Research & Development Department, engineer.

Experience in the design of Gas Turbines, Cogeneration plants and Combined Cycles,

Leadership in “on site” installations, commissioning, start up, trouble shooting; test run of gas turbines, steam turbines, pumps, condensers, steam generators, expanders, centrifugal and axial compressors.

Design and testing of prototype units on test rigs and at installation sites.

Design of gas turbines, expanders, compressors, heat recovery boilers, steam generators, gas turbine combustion chambers, cogeneration plants.

3/1988-7/1988 (Florence): University, Department of Energy, Researcher.
“Off Design Behavior of Steam Turbines”

9/1986-9/1988 (Borgo S. Lorenzo, Flr): IPSIA “Chino Chini” High School, teacher.

Teacher of various technical matters.

8/1983-8/1984 (Chieti, Pisa): Italian Army, Carabinieri.

LANGUAGES

- Italian (mother tongue)
- English (fluent)
- French (working)

Marco Sargenti

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