

Nicola Taglioli

Automation Solution | North of Italy

Location: Italy

LinkedIn: <https://www.linkedin.com/in/nitagli/>

Entrepreneurial | Freelance Experience

10.2023 – Italy

Freelance Business Development (Automation)

Business Development & Sales on Pharmaceutical Glass solution for [VIMEC](#) in the Italian Market. *Sold* in 2024 automation solutions for 100k€, *Opportunities*: quoted additional 800k€ for the same Client. Lead Generation & Business Development for [Kestrel Vision](#) in the Italian Market. Scouting for opportunity in the Glass sector. Business Development & Sales for [Zerynth](#) via [GetX](#), a start up in the IoT Automation Solution for predictive maintenance.

01.2024 – 0.8.2024, Italy/Switzerland

ACT (Power Electronics/Automation)

General Manager: Led 3 BU (AMPEGON, OCEM, PRIATHERM) with 40M€ P&L responsibility and a team of +100 FTE.

- Sales Strategy: redefined product and client strategy with actions and roadmap for sales recovery.
- Restructuring: Organizational adjustment to achieve 1,5M€ saving in 2024 due to Market conditions.
- Supply Chain centralization @ HQ, with 5% saving on material cost in the first half 2024.

01.2022 – 12.2023, Italy

Softsystem (Automation)

C.O.O.: Led the Operations of the company, coordinating the R&D interaction with production, assembly, purchasing, logistic.

Successfully delivered several projects (Glass, Automotive, Pharma, Machinery, Robotic) among which Custom Pharma Glass treatment lines (c.a. 6M€) for a Primary NYSE quoted Industrial Group. Coordinated 30 FTE.

Board Member/Shareholder: As one of the CEOs of the company additional to the financial obligations and the definition of the company strategy/vision, I have been focusing on my professional network generating 109 leads with 10+ Mio€ sales opportunity in Automation projects, which has generated in 2023 over 1 Mio€ of sales in Line Automation for Luxury Automaker EV Building.

Professional Experience

Education

09.2018 – 12.2018

DIGITAL BUSINESS STRATEGY

MIT Management Business School

01.2012 – 07.2013

MBA

IE Business School | Brown University

09.1993 – 12.200

AEROSPACE ENGINEER

University of PISA

Membership / Volunteering

- PMI Member since 2011
- PMI PMP Certified since 2011
- Public Speaking @ PMI NIC 2015 "Maserati nella corsa al cambiamento"
- PMI Luxemburg Associate Director 2020-2022.

Most Proud Of

- Endurance
- Engage Motivate & Inspire
- Produce Tangible Results

Strengths & Knowledge

- General Mgt, Change &
- Project Mgt, Corporate
- Strategy, Finance, Leadership, Ops & Supply Chain.
- Business Coaching.
- Waterfall & Agile Methodology,

11.2015 – 12.2021, Germany

MICHELIN (Automotive)

Digital PMO Director: Service & Sales global processes redesign with Agile Methodology, Successful implementation (EMEA); Benefits: +300% productivity. Strong Cash Flow improvement with 85% Invoice reduction time. 6 FTE.

KAM: Product Sales management for Toyota Material Handling Italy.

05.2013 – 10.2015, Italy

MASERATI (Automotive)

Programs & Methodology Director: Green Field Program Management set up, with 2M€ dept. budget, in control of 428 Mio€, with 40 FTE. Deployed a multi-project culture based on areas of expertise like Project Management, Cost Controlling, PMO and Cost Engineering. Member of the Procut Committee (CEO level). Successful launch of Maserati Levante, and Quattroporte & Ghibli Model Year.

11.2008 – 04.2013, Italy

Tetra Pak (Packaging Automation)

Senior Program Manager: Successful launch into the market of a breakthrough innovation (e.g. for Heinz, Plasmon) in Packaging Automation for baby food products. Team achievements improved via dedicated trainings, trust, motivation and delegation, resulting in an extremely performing team.

01.2001 – 10.2008, UK | POL | ITA

MAGNA (Automotive)

Chief of Programs: Led Project Management and Business Development departments as part of the General Manager management team; budget accountability 20M€. 7 FTE.

- Implemented Training & PMI best Practices.
- Governance Set Up to increase control of ongoing projects
- New businesses acquired (e.g. Opel).
- Led and directed a multicultural Project Team (R&D from Germany and Italy, Manufacturing UK).

- SCRUM, Risk Management,
- Negotiation Skills.
- PMP & ACE (Lean) Certification
- ISO 9001/27001 | DM2006_42_CE