



GIOVANNI NEGRI

Place and date of birth: Italy, 11th October 1977

CEO and Business Director with significant **P&L results** and strong track record of operational performance improvement in **machinery, automotive and industrial goods** sectors.

Turnaround manager with outstanding ability to **quickly implement solutions**, turning vision and strategy into processes and results, and to lead **post M&A integration process**.

Business development and sales strategy professional used to set the most efficient sales strategy and to deliver a concrete and structured sales methodology.

About 20 years industry & management consulting international background strengthened skills regarding outstanding leadership, people development, **performing under pressure and “making things happen”**.

Professional Experience

SCM GROUP – CMS, Bergamo (Italy)

2018 – 2022

CEO of CMS SpA; Director of Other Materials Machinery Division

Scm Group is an industrial group which is leader in the creation, production and distribution of industrial machinery and components to process a vast range of materials (advanced materials, wood, glass, stone, plastic, metal): 700+ Mio€ turnover, 4.000+ employees.

Main responsibilities:

- Managing Director of Other Materials Machinery Division: **full responsibility** of SCM Group companies **CMS - Italy, HG Grimme - Germany, DMS – USA** - specialized in the **machinery** for the processing of advanced materials (composites, aluminium, etc), plastic, glass, stone and metals in many industries, such as aerospace, automotive, marine industry, etc. Full responsibility in the definition and implementation of **post M&A integration** process of HG Grimme (Germany, acquired in 2017) and DMS (USA, acquired in 2018).
- Managing Director of Electrospondles (Hiteco) Division: responsibility of SCM Group division – **Hiteco** - specialized in development, production and selling of high technology **components** for machine tools manufacturers.

SCM GROUP, Rimini (Italy)

2011 – 2018

Group Industrial Director (COO) and Hiteco (High Technology Components) Division Director

(Previous positions: Operations Director - 2 years, Industrial Director - 3 years)

Main responsibilities and achievement:

- Responsibility of **10 factories worldwide, R&D departments, central Service departments**;
- Full responsibility of **start up and growth of “Hiteco” (High Technology Components) Division** with direct responsibility of P&L, new business development and sales organization, strategy and business model definition;
- Responsibility for **industrial turnaround in Woodworking Machinery Division**
- Strategic reengineering of business processes regarding product development, supply chain and manufacturing processes;
- Definition and deployment of **operations strategy and manufacturing footprint**

PORSCHE CONSULTING, Stuttgart (Germany) & Milan (Italy)

2007 – 2011

Manager (Previous positions: Senior Consultant, Consultant)

Leader for projects concerning the industrial management and turnaround of mid-large companies and aiming to create a sustainable and measurable competitive advantage through excellence in processes, products and organization.

Main projects:

- **Business and industrial restructuring** (Italy, US, France; main sectors: machinery and industrial equipment, automotive)

- **Cost reduction program, design of global manufacturing footprint, product development reorganization** (US, Italy, Mexico; main sectors: machinery, automotive, household appliances, defence)
- **Internal projects – PORSCHE AG** (Germany, Italy; main projects: supplier integration in new product development, reengineering of spare parts processes)

SIEMENS VDO AUTOMOTIVE, Pisa (Italy) and New Port News (USA) **2005 – 2006**

Industrialization Manager for a new product (CNG injection system for automotive market). Responsibility: elaboration of business plan (including evaluation of different scenarios and production plants), coordination of making decision process and sourcing process, coordination of program implementation and manufacturing ramp-up.

SIEMENS – SIEMENS GLOBAL CAREER PROGRAM, Regensburg (Germany) **2003 – 2005**

Selected among the participants (18 out of 12,500) for the international management program, aimed to develop high potentials to management positions. The program consists of assignments as assistant of top managers of Siemens (Italy and Germany) and master in general management.

SiemensVDO Automotive AG, Regensburg (Germany): Assistant of **System Product Development** director for Gasoline System division. Main activities: team leader of requirements engineering and business plan activity for new gasoline direct injection systems (direct responsibility for concept studies and feasibility studies). SiemensVDO Automotive SpA, Pisa (Italy): Assistant of CEO. Main Activities: project manager for the launch phase of a new injection system – activities carried out within a Six Sigma project.

HONEYWELL GARRETT, Atessa (Italy) **2003 – 2003**

Supply Chain Engineer. **Honeywell Six Sigma – Green Belt Certificate Course** (project concerning stock reduction).

Education

2008-2022	SDA Bocconi – School of Management (Milan, Italy) – Open executive programs and courses regarding turnaround management, corporate finance, economics , etc.
2004-2006	MIP – Business School of Politecnico di Milano (Italy) – Executive Master in General Management ("Master Universitario di II livello") with 110/110 summa in the context of the “Siemens Global Career Program”. Part-time master with select MBA courses.
2005-2006	University of Michigan – College of Engineering – Lean Manufacturing Certificate Program.
1996-2002	University of Rome Tor Vergata (Rome, Italy) – Master Degree in “Management Engineering” ("Ingegneria Gestionale"), graduated with 110/110 summa cum laude. Thesis: “The reengineering of productive maintenance process: the case of Fiat Auto – Comau Service”.
1991-1996	Liceo Scientifico G. Pellarola (Cassino, Italy) – High school diploma with 60/60 summa.

Languages

Italian (mother tongue), **English** (fluent), **German** (basic knowledge)

Hobbies

I like traveling, martial arts, geopolitics, cinema.

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