

## PERSONAL INFORMATION

## Giovanni Cattani



📍 TRENTO (Italy)  
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## WORK EXPERIENCE

- 01/04/2014–Present **Chief Executive Officer**  
SIEMENS Transformers srl, Trento (Italy)  
Full responsibility ( legal and Profit & Loss) for a medium power transformers factory located in Trento , 205 employees , 100M€ yearly revenue , business in more than 50 countries  
Developing mid long term strategies for the growth and sustainability of the business in collaboration with sales and HQ , implementing investments and actions to improve competitiveness and market share .
- 01/01/2019–Present **External advisor in the board of directors**  
Fondazione per la valorizzazione ricerca Trentina ( www.fondazionevrt.it ), Trento (Italy)  
External advisor in the board of directors of a private non profit foundation in Trento active in the promotion of value creation out of research done in Trentino region .  
The focus is to support financially all research projects with TRL level more than 3 which can bring added value within next 12 months.
- 01/01/2012–01/04/2014 **Supply Chain Manager & Global Commodity Manager Electromagnetic Material**  
Siemens Transformers S.p.A ( Trento ) Energy & distribution, Trento (Italy)  
**Head of supply chain in Trento** steering a team of 18 people , to reach target in sourcing materials and services PVO 70€ reaching productivity target  
**Head of global commodity Electrical steel** PVO 195€ steering team of 3 people , selection of best international suppliers , negotiation of frame contracts for electrical steel , releasing of new suppliers in collaboration with central functions, elaborate and implement strategies .establish lasting relationships with best TOCO suppliers . Working in HQ based in Nueremberg ( Germany ) .
- 01/01/2005–01/01/2012 **Procurement Manager & Global Commodity Manager Bushings**  
Siemens Transformers S.p.A ( Trento ) Energy & distribution, Trento (Italy)  
Managed a team of 5 people, developing procurement strategies for optimization of costs.  
Responsible for procurement volume of € 65'0  
Lead the global commodity transformers' bushings of SIEMENS AG with a turnover of € 60'0  
Represented the company in important global projects, such as the LCT (Low Cost Transformer) Project  
Managed investments in production and other areas of the company  
Responsible for ; budget definition , KPIs , implementation of new tools like e-auctions / ANC , strategic planning , supplier marketing , strategic activities like copper hedging
- 01/01/1996–01/01/2005 **Purchasing Manager**  
Schneider HV / VA – TECH ( Trento ) Energy & distribution, Trento (Italy)  
Managed a team of 3 people , implementing all processes , tools and reporting according to HQ guidelines ( PVO of € 20'0 )  
Reduced average delivery time of key materials ( e.g. copper CTC ) by 12% through implementing forecasting process and frame agreements  
Reduced costs of key projects by 15% through development of new suppliers and pooling the procurement volume

- 01/01/1994–01/01/1996 **Production Manager ( distribution transformer line )**  
Schneider Electric HV ( Trento ) Energy & distribution, Trento (Italy)  
Managed the new distribution transformers line ( 20 people , 1500 transformers / year )  
Designed and implemented a new planning tool in the company ,to determine and optimize cycle times and schedule capacity  
Coordinated the start up of the new production line and equipment ( like core cutting line ,treatment plant , distribution test bay ) reducing the through put time by 30% on assembling  
Managed the investments on equipment and on HSE aspects
- 01/01/1993–01/01/1994 **Production Manager**  
Nuova Magrini Galileo – Merlin Gerin Energy & distribution, Trento (Italy)  
Managed the production and planning ( 30 people , € 8'0 sales )  
Managed the technology transfer between the headquarters ( France Transfo –Metz ) and Trento , coordinating the French technicians and the suppliers , being trained in the HQ at Metz in France  
Managed all investments for expansion of production , including negotiation of equipments .  
The investments increased the output capacity in average by 40%
- 01/10/1990–01/01/1993 **Production and test field Manager**  
STEM TRENTO spa , Trento (Italy)  
Managed the test bay ( 3 people ) , developing and implementing IT calculation software for electrical test reports  
Managed activities for HSE ( interacting with external consultants and authorities )  
Implemented the first tool for production planning  
Managed 30 employees in production , improving processes and quality of products .

## EDUCATION AND TRAINING

- 1985–1990 **Electrotechnical Engineer ( laurea magistrale 5 anni )**  
University of Study in Padua, Padua (Italy)
- 2017 **Advanced Leadership Program ( Siemens Leadership Excellence -Feldafing )**
- 2012 **Excellence in Lateral Leadership ( Dr Steffen Steinicke – Siemens SCM)**
- 2011 **Management Course ( Siemens Leadership Excellence – Feldafing )**