



# LUIGI VANORE, PMP® - PRINCE2®

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## JOB PROFILE

Knowledgeable and skilled Project Manager, PMP® and PRINCE2® certified, with solid experience gained in managing and implementing complex projects at leading multinational companies, ensuring the compliance with times, costs, the and quality standards. Expertise in the identification of innovative projects for the corporate business development, in defining and implementing effective technical and sale strategies, in recruiting qualified staff resources and in monitoring the market, the behavior of the customers and the competitors. Professional expert with a background of cross-functional skills in different areas, gaining a deep technical knowledge of the Transport and Pharmaceutical sectors and of all managerial tools and corporate processes.

Senior Teacher and Project Manager for several Training Center, about which the most important are:

- European School of Project Management ([www.espm.eu](http://www.espm.eu))
- Istituto Italiano di Project Management ([www.isipm.org](http://www.isipm.org))
- Technical Director of Project Management Academy (<http://mgmtacademy.com>)
- Technical Director of Project Management Executive Master & Courses ([www.istum.it](http://www.istum.it))

Founder of A4PM srl – Agency for Project Management ([www.a4pm.eu](http://www.a4pm.eu))

### PROFESSIONAL SKILLS

**Technical & Commercial Management - Effective Communication**  
**Team Building & Staff Performance - General Management & Negotiation**  
**Strategic Planning - Implementation of business and marketing strategies**  
**Market Intelligence - Team Building & Staff Training**  
**Strategic Leadership - Decision-Making - Customer Trusting**  
**Analytical Problem Solving**

## CAREER BACKGROUND

**From Nov. 2008  
To Date**

### PROJECT MANAGER CONSULTANT

- Discussing the project plan with the customer in order to ensure its technical and economic feasibility: executing analysis to define the objectives and the proper solutions for their achievements.
- Defining all the projectual details in terms of time, budget, competences, resources, risk areas and the tools required for the project implementation.
- Coordinating the working teams allocating the objectives according to the corporate needs and the available resources.
- Supervising all technical, business and organizational aspects for the realization of the activities.
- Managing the relationship with the customers informing them about the project progress and negotiating any revision of the targets.
- Monitoring the correspondence between the results achieved in the projectual milestones and the standards set, checking the resources involved and the compliance with the time scheduled.
- Managing the documentation for the execution of the works either in progress as in the final step.
- Execution of projects within budget and time targets
- Ability to clearly identify project issues and conflicts and appropriately escalate
- Ability to communicate clearly and succinctly to governance bodies and respond to questions
- Delivery and maintenance of site projects dashboards, plans and action logs

### **In Pharmaceutical big Companies, managing several projects, respecting Regulatory & Business constraints.**

Lead cross-functional projects and key platforms within the site PMO, ensuring appropriate scope definition, planning, resource allocation request, budget definition, and activities execution.

The role involves management of multiple projects and cross-functional leadership of sub-teams to deliver specific targets. Support the site Project Management Office, by providing business case and prioritization insights in line with site and divisional strategies, by maintaining track of projects status, creating dashboards and project plans, reporting to the site Project Review Board and appropriately escalate critical issues and delay.

**From Oct 2016 To Nov 2018** **E-DEA TRANSPORT TECHNOLOGIES** **ITALY**  
*E-Dea provides software innovation for Ferries, Cruises and Ports that streamlines their booking, ticketing and check-in and improves the Passengers Experience.*

**Job Description**

**PROJECT MANAGER**

*Referred to: Director*

- Managing and direction of all project phases: planning, scheduling of the activities, monitoring and reporting on the project progress, control of the costs, times and the quality standards.
- Working in an international environment interacting in English language with a multicultural team of colleagues.
- Managing directly 6-10 key resources (indirectly 40 resources), defining the lead times and the executive priorities.
- To combine industry best practices with innovative technology and world-class services that enable maritime transport operators worldwide to maximize performance, increase revenue, streamline processes and reduce costs.
- Software and IT projects
- Received the recognition for the work done, becoming the key person of the team for the resolution of the issues and the results evaluation.
- Implemented more effective tools of project management
- All activities planned are ongoing and in Executing phase.



**Project**

**key Achievements**

**From Jul 2016 To Jan 2017** **AKKA TECHNOLOGIES & STEVANATO GROUP** **ITALY**  
*AKKA Technologies is the European leader in the Mobility segment. With more than 13,250 skilled employees and a solid presence in Europe, Asia and America, AKKA Technologies is one of the leaders among European consulting engineering companies, always eager to meet the highest quality standards.*

**Job Description**

**PROJECT MANAGER**

*Referred to: Business development Manager*

- Managing and direction of all project phases: planning, scheduling of the activities, monitoring and reporting on the project progress, control of the costs, times and the quality standards.
- Working in an international environment interacting in English language with a multicultural team of colleagues.
- Managing directly 25 resources (internal and external), defining the lead times and the executive priorities.
- To manage the projects of Customer, managing the entire team and activities, in the Pharma field.
- Pharmaceutical Projects, Regulatory constraints, Risk based
- Received the recognition for the work done, becoming the final client for the resolution of the issues and the results evaluation.
- Implemented more effective tools of project management
- All activities planned are completed and the result of the project has been achieved with success.

StevanatoGroup



**Project**

**key Achievements**

**From Jan 2015 To Jan 2020** **PURITALIA AUTOMOBILI** **ITALY**  
*Puritalia Automobili builds exclusive Italian sport cars designed for purist drivers and car enthusiasts. Our cars are handmade in limited series, leveraging Italian traditional craftsmanship skills. We follow a bespoke customer-centric approach. Our Customer is actively involved in the specification and building process of the car. A truly unique piece of art that is a clear expression of your personality and taste.*

**Job Description**

**PROJECT MANAGER**

*Referred to: President & CEO*

- Managing and direction of all project phases: planning, scheduling of the activities, monitoring and reporting on the project progress, control of the costs, times and the quality standards.
- Managing directly 10 resources (internal and external), defining the lead times and the executive priorities.
- Design the first model of car achieving the International Approval Certificate.
- Design the Company: recruitment of resources needed, design of production layout and processes, design of industrial plant.
- Received the recognition for the work done, becoming the key person of the team for the resolution of the issues and the results evaluation.
- Implemented more effective tools of project management
- All activities planned are ongoing and in Executing phase.



PURITALIA  
AUTOMOBILI

**Project**

**key Achievements**

**From Sept 2014 To May 2016** **PACIV EUROPE LTD** **CORK - IRELAND**  
*PACIV, Inc. (Process Automation – Controls.Instruments.Validations) was founded and registered as a corporation in the Commonwealth of Puerto Rico in 1997. PACIV's primary function is to provide unparalleled control systems, instrumentation and regulatory compliance services to the biotechnology, pharmaceutical, medical device, water/waste water, energy and other process industries in a cost effective matter.*

**Job Description** **PROJECT MANAGER**  
*Referred to: Operational Manager*

- Managing and direction of all project phases: planning, scheduling of the activities, monitoring and reporting on the project progress, control of the costs, times and the quality standards.
- Working in an international environment interacting in English language with a multicultural team of colleagues.

**Project**

- Managing directly 5 resources, defining the lead times and the executive priorities.
- consultancy, planning, development and execution of any parts of the validation life cycle for a system..
- Risk-based Management Process following FDA, ICH Q9, ASTM, and ISPE (GAMP and C&Q) guidelines
- QC/QA Procedures, "Gap" Assessment
- "Right-sized" C&Q and CSV full system life-cycle services
- Commissioning & Qualification (C&Q ) Planning, Development and Execution
- CSV Planning, Requirements, Functional and Design Specification, Traceability Matrix, Final Reports
- Vendor Evaluations and Qualifications
- Source Code Reviews
- Development and Execution of Testing Protocols (FAT, SAT, ULT/ILT/SLT, IQ, OQ, PQ)

**key Achievements**

- Implemented more effective tools of project management aimed at achieving the qualitative objectives required by the exacting international pharmaceutical standards.
- Received the recognition for the work done, becoming the key person of the team for the resolution of the issues and the results evaluation.



**From May 2013 To May 2016** **NOVARTIS PHARMA** **Torre Annunziata-Italy**  
*Swiss multinational pharmaceutical company with headquarter in Basel. The italian plant in Torre Annunziata-Italy is one of the production sites for solid goods (pills).*

**JOB DESCRIPTION** **PROJECT MANAGER**  
*Referred to: Head of Engineering*

- Managing and direction of all project phases: planning, scheduling of the activities, monitoring and reporting on the project advancement, control of the costs, times and the quality standards.

I worked in an international environment interacting in English language with a multicultural team of colleagues.

**PROJECT**

- Managing indirectly 30 resources, defining the lead times and the executive priorities.
- **19M of \$ of budget to manage**
- **Building works for the growth of a pharmaceutical manufacturing site.**
- **Purchase, installation, qualification and validation of three new packaging lines.**
- **Purchase, installation, qualification and validation of a new Air Treatment Unit (75.000mc/h).**
- **Air isolation and improvement of the flow of people and materials within the production site.**

**KEY ACHIEVEMENTS**

- ✓ Implemented more effective tools of project management aimed at achieving the qualitative objectives required by the exacting international pharmaceutical standards.
- ✓ Received the recognition for the work done, becoming the key person of the team for the resolution of the issues and the results evaluation.



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**From Sept. 2011 To May 2013**      **SAINT –GOBAIN SICURGLASS**      **Fisciano (SA-Italy)**  
*French multinational with headquarters in Paris operating in the field of Glass. The Italian plant in Fisciano is one of the manufacturing sites in the world for the production of railway products (glasses for cab, windshield and side windows). Employees: 200 - Turnover: 30M € / year*

**JOB DESCRIPTION**

**PROJECT MANAGER**

*Referred to: Plant Manager*

- Sales management of both the customers and the suppliers at national and international level, cooperating with the Key Account Manager and/or the Sales Director, to ensure the customer satisfaction and developing the business.
- Management of the project team, either of the production and the supply chain, promoting their motivation and professional development in order to optimize their performances.
- Interacting with the customer for any issues related to the planning and production of the products in different departments (R&D, Pricing and Quality).
- Conference calls, meetings and negotiations in English and / or in French language.
- **Design and production of glass kits for new models of train, subway or tramway.**
  - ❖ **SIEMENS: Monaco Underground**
  - ❖ **ALSTOM Transport:**
    - Tramway in the city of Bordeaux
    - Driverless underground in the city of Lille
  - ❖ **CAF:**
    - Tramway in the city of Besançon
    - Tramway in the city of Nantes
    - Tramway in the city of Nottingham
  - ❖ **VOSSLOH:**
    - Tramway / train way in the city of Karlsruhe
    - Tramway in the city of Rostock



**PROJECT**

**KEY ACHIEVEMENTS**

- ✓ Startup of the technical department: design, engineering, implementation of the organizational structure and team building.
- ✓ Realized all projects for a global amount of € 1m, managing efficiently the human and technical resources in my own responsibility.
- ✓ Created working groups particularly cohesive and oriented to the overall team
- ✓ Customer Loyalty by promoting their involvement in the activities of the plant.

**From Nov. 2008 To June 2011**      **NAVAL DESIGN & CONSULTING**      **Naples (Italy)**  
*Engineering company of ship design. Employees: 2 + 9 Consultants - Turnover: 300K € / year*

**JOB DESCRIPTION**

**SENIOR ENGINEER & PROJECT MANAGER**

*Referred to: Administrator*

- Project Manager for outer customers such as shipyards and/or private customers.
- Realizations of projects for boats, compliant with the costs and times set, ensuring the building of the first prototype at the customer.
- Coordinating the activities of 4 internal resources and 10 co-workers in the customer headquarters.
- **Design and building of yachts: Azimut, Atlantis, Monte Carlo Yachts, Way yacht, Marina di Olbia, Honda Marine and others.**
- ✓ Realized projects with a total amount of 10 M €. Participated in the design and implementation of the prototype of many boats, including the Atlantis Verve 36, which won the Boat Prize 2009-2010.
- ✓ Managed autonomously the rebuilding of a 30-meter aluminum catamaran, including the calculation project, the preparation of all technical material for implementing changes in the building site and the overall operations.

**PROJECT**

**KEY ACHIEVEMENTS**

**From Apr. 2006 To Nov. 2008**      **HEAD OF TECHNICAL DEPARTMENT**

**From Apr. 2008 To Nov. 2008**      **NAET SRL**      **Villa Literno (CE-Italy)**  
*Company operating in the production of models and numerically controlled milling molds. Employees: 5 - Turnover: 2M€ / year*

**From Apr. 2006 To Mar. 2008**      **MALTESE SPA**      **Caserta(Italy)**  
*Company operating in the production of models and numerically controlled milling molds. Employees: 10 - Turnover: 2M € / year*

**JOB DESCRIPTION**

- Senior Consultant CAD - CAM for the design and implementation of numerically controlled models and molds for the railway and shipbuilding industries.

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**KEY  
ACHIEVEMENTS**

- Creation and development of products according to the market needs and the customer requirements.
- Coordination of the technical staff encouraging the team-working and the development of the professional skills, allocating coherently the responsibilities.
- Managing the relationships with the customers revising the objectives related to new design solutions.
- Support in the evaluation of the suppliers, in order to ensure the qualitative, quantitative and the financial optimization of the purchases.
- Individuating improvement strategies in the processes to achieve the required quality standards.
- ✓ Realized numerical control milling models for the construction of molds in the naval sector.
- ✓ Improved the integration and the communication among the different corporate functions involved in achieving the goals.

**From July. 2004  
To Mar. 2006**

**JUNIOR ENGINEER**

**RESEARCH & DESIGN**

**Naples**

*Engineering company of ship design. Employees: 2 + 1 Consultant - Turnover: 200K € / year*

**JOB DESCRIPTION**

CAD designer and junior project manager for the realization of pleasure boats.

**PROJECT**

- **Design and building of pleasure boats. Among the most important shipyards: Cantieri di Baia and Aicon.**

**KEY  
ACHIEVEMENTS**

- ✓ Built about 5-6 boats, all presented at international boat shows.
- ✓ Realized projects for a total amount of € 2M.

**FUTHER PROFESSIONAL EXPERIENCES**

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**2003 - 2004**

Assistant in the design and realization of carbon fiber masts for sailing boats at SPE.CO Srl in Agnano (Na).

**2001 - 2006**

Teacher of CAD with the software Rhinoceros in naval companies and shipyards

## EDUCATION AND TRAINING

<b>QUALIFICATIONS</b>	<p><b>Degree in Mechanical Engineering</b> (100/110), 2002/2003. <b>Executive Master in Project Management</b> - STOGEA, 2009/2010 Master in "Integrated Management Systems for Quality, Environment and Safety" Alma-Laboris, 2011. <b>Senior Teacher for European School of Project Management (ESPM)</b>, since 2015 <b>Technical director for MGT Academy Project Management dep. (MGT)</b>, since 2016 <b>Senior Teacher for Istituto Italiano di Project Management (ISIPM)</b>, since 2015 High school diploma achieved in 1994.</p>
<b>CERTIFICATIONS</b>	<p><b>Project Manager Professional (PMP ®)</b>, Project Management Institute, # 1763770, 2014 <b>PRINCE2® Practitioner Certificate in Project Management</b>, # 6162448, 2017 <b>ePMQ</b> (European Project Management Qualification) – Project Planning, 2016 <b>PM Professional Certification</b> - Italian Institute of Project Management ® (ISIPM - Base), 2010, #739 License Number. <b>PM Professional Qualification</b> - Italian Institute of Project Management ® (ISIPM - AV), 2015, #19 License Number. <b>Member of American Project Management Institute</b> (<a href="http://www.PMI.org">www.PMI.org</a>) since 2014 <b>Member of the Engineers' Association</b> of the Province of Naples, 2005</p>
<b>PROFESSIONAL UPDATING</b>	<p><b>AGILE PROJECT MANAGEMENT – 2015</b> <b>Prince2 foundation and Practitioner training - 2016</b> <b>FMEA</b> in process and project (Failure Mode &amp; Effect Analysis), 2012. <b>CAD with Unigraphics NX5</b> and applications in the automotive industry, "care frame" and "body." Use of Vis-Mockup software for the design, simulation and monitoring of the project, 2010. <b>CAD \ CAM-Dassault Systems CATIA V5R17</b> - advanced Machining, 2007. <b>Basic Course in Project Management</b> – Engineers' Association Province of Naples, 2006. <b>CAM Designer</b> at DELCAM Srl for the use of the software POWERMILL, 2006. <b>CAM Operator</b> at the CMS Spa for the use of numerical controlled milling machines (5-axis) 2006. <b>Advanced Course in NURBS modeling</b> with Rhinoceros, 2001. Information Technology: CAD Design with Autocad 2D and 3D, 1996.</p>
<b>LANGUAGE SKILLS</b>	<p><b>French:</b> Fluent, both written and spoken. Diploma in French Language at "Université des Langues et des lettres de Grenoble", 1993. Diplôme d'études en langue française (DELF) scolaire niveau 1 (unités A1-A2) + niveau 2 (unités A3-A4). Summer Course at the University of Metz (France) on the topic: "Université Européenne d'Eté 2002: Europe et technologie", 2002. <b>English:</b> Fluent, both written and spoken. Wall Street Institute: Course of personal English : Survival 1 - 2 - 3 / Waystage 4 - 5 - 6 - 7 / Upper Waystage 8 - 9 - 10 - 11 <b>Spanish:</b> intermediate, both written and spoken.</p>
<b>COMPUTER SKILLS</b>	<p><b>Project Management:</b> Microsoft Project - PRIMAVERA PROJECT PLANNER; <b>CAD - CAS:</b> CATIA V5, Unigraphics NX5, Pro-e, Rhinoceros, Autocad, Sketch'up; <b>CAM</b> CATIA V5, PowerMill; <b>CAE:</b> IBM Catia, SDRC I-Deas. <b>Rendering:</b> Cinema 4DXL, 3D Studio, Flamingo, V-RAY. <b>Microsoft:</b> Excel, PowerPoint, Word, Outlook, Project, Publisher, Visio; <b>Operating Systems:</b> All Microsoft operating systems.</p>

Date of birth: March 6, 1976 Address: Via A. Modigliani, 13-80078 Pozzuoli (NAPLES)

*I authorize the processing of personal data pursuant to Italian Legislative Decree. 196 of 30 June 2003*

**LUIGI VANORE**

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