

Antonio Porrini

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Starting from September the 1st, 2022 I have started a professional self-owned activities in order to provide the following services and consultancies: Project Management, Project Cost Control, Business Administration, Business Case Study and Management Control to be provided also on a temporary base.

I gained my professional experience in multinationals and medium companies operating in high tech (e.g.: Telecommunication, ICT, Defence, Railways) in the global market. My career has developed through exposure to international environments and different positions involving increasing levels of responsibility. I entered Administration, Finance and Control in 2014 passing through management roles in Technical Sales, Project/Product Management, Marketing, Commercial and Contract Management.

My competencies in Profit&Loss and Balance Sheet management together with my technical background and contract knowledge have permitted a 360° approach to any kind of problems. Furthermore, my pro-active approach to problem solving, my business-oriented management style and my good team working skills have enabled me to build up winning teams. I spent two experiences abroad: one year in UK and four years in Denmark.

Sept 22 – Actual **Self-owned activity**

Providing the following services and consultancies: Project Management, Project Cost Control, Business Administration, Business Case Study and Management Control to be provided also on a temporary base.

Running Projects:

- Business Controlling, Project Management and Project Cost Control Services regarding ITER project (www.iter.org) in cooperation with ICSIT (www.icsit.it) and FincantieriSI (www.fincantierisi.it)

Feb 2021 – Aug 2022 **MER MEC STE**

Head of Business Administration

Member of Company's Executive Committee

MER MEC STE (70M revenues, 250 employees) is the result of acquisition of Sirti's Transport Business Unit by Angel Group. Angel is an Italian group present in high tech sectors (e.g.: IOT, aerospace, railways, etc.) with 1,700 headcount and a turnover of 200 M€.

May 2019 – Feb 2021 **Sirti S.p.A.**

Head of Business Administration Transport Business Unit

- Contract negotiation;
- Profitability analysis;
- Business risks identification, analysis and mitigation plan definition;

- Sales business administration and controlling;
- Local companies' bid and contract support.

July 2017 – April 2019 **SIAE Microelettronica S.p.A.**
Head of Commercial, Contract and Sales Controlling

Directly reporting to Company's Board, with responsibilities for:

- Bid analysis and preparation;
- Contract negotiation;
- Profitability analysis;
- Business risks identification, analysis and mitigation plan definition;
- Sales business administration and controlling;
- Local companies' bid and contract support.

Some achievements:

- Presentations and bid preparation support in France, UK, Middle East and Far East;
- Contract negotiation in Italy, Egypt, Kuwait, United Kingdom, Malaysia;
- Definition and implementation of commercial governance;
- Definition and implementation of bid and contract support to local companies.

March 2014 – June 2017 **Huawei Technologies Aps Copenhagen - Denmark**
Head of Commercial and Contract Management

Participation in commercial process during the bidding preparation and P&L preparation/controlling. Leading role in contract drafting, negotiation teams, risk identification and analysis. Acting as customer interface in all commercial / contractual issues.

Some achievements:

- Management of Managed Service Contract with TDC and related budget control;
- 1 M€ Contract change negotiation;
- Management of two new Contracts for DAS system with Region Midtjylland hospitals;
- Dispute resolutions for roughly 1.5 M€.

January 2013 – February 2014 **BI&S SpA (Milan)**
Vice President Commercial

BI&S is a company acting in the steel infrastructure markets, related services and contract implementation. BI&S design and manufactures steel infrastructures (poles and towers for telecommunication, energy, wind systems) also as "turn key" including installation and commissioning of electronic equipment and antenna systems.

- Management of contracts in the Italian market;
- Export market development.

Some achievements:

- Management of poles reinforcement contract for WIND (3.5 M€);

- Management of I&C contract with Ericsson (2 M€);
- Research and acquisition of foreign suppliers in order to reduce costs (10%-15%).

**2006 – October 2012 Nokia Siemens Networks S.p.A. (Milan)
Sales Director Business Unit IP and Transport**

Initially assigned a sales role for a product business unit. Subsequently assigned more responsibility culminating in total responsibility for the company's product portfolio for Southern Europe, with the following remit:

- Defining and implementing the commercial strategy; defining and managing financial targets for contract management; analysing the customer's strategy and business plans;
- Planning and developing operating efficiency through E2E contract management;
- Preparing, approving and controlling budgets.

Some achievements:

- Contract renegotiation with the telephone company MIRS (Israel) enabling an increase in prices. With the support of the negotiating team, improved the operating margin by 10% despite losses due to the delayed release of a product whose costs were used for the P&L calculation;
- Despite supplier opposition, successfully took over the role of integrator from a competitor, exploiting synergies achieved as supplier of other products and relative services in our portfolio. Won a contract worth €12 million/year with a 5% profit rate.

**2001-2006 Siemens S.p.A. - Microwave Headquarter – (Milan)
Director Business Administration European Sales**

Initially assigned a business administration role at the HQ of the "Radio Links" business unit and subsequently promoted to total responsibility for sales. The remit for these roles focused on:

- Supporting the definition of the business unit's strategy;
- P&L management for the assigned area; defining and controlling sales targets and P&L objectives for the local units; preparing and controlling budgets;
- Management of Human resources assigned to the area (35);
- **Special project in year 2005:** relocated to the UK to manage a contract/project.

Some achievements:

- Creation and execution of a project structure in the British local company, which lacked the necessary skills, using Italian resources and leading to the roll out of the first 1000 links with a delay of only two months compared to schedule;
- Won two big contracts in the era of e-auctions for supplies and services (Vodafone UK worth €200 M and 02 Germany worth €210M) using a structured and well-prepared approach to e-auctions;
- Created a procedure and the associated tools, still in use today, for the consolidation of business goals (P&L, resources and investments) for local companies at global level. This

enabled routine controls of deviation and prompt implementation of corrective actions. It impacted on an annual business volume close to €220 M.

1998-2001 Siemens Information and Communication Networks S.p.A. (Milan)

Program Director SDH and Point to Multipoint Product Line

- Interface between R&D and manufacturing;
- Preparation and control of development plans and the associated P&L.

1995-1998 Carlo Gavazzi Impianti S.p.A. Boffalora (Milan)

Contract/Project Manager

- E2E responsibilities for project P&L;

1989-1995 Siemens Telecomunicazioni SpA (Milan)

Junior Product Manager/Product Manager

- Product presentations, preparation of high level specifications and support for tender applications;

1988-1989 FIAR (Ericsson group) (Milan)

Quality

EDUCATION/ASSOCIATIONS

- 2001 Certified member of IACCM (Intern. Assoc. for Contract & Commercial Management);
- 2001 Registered on the Role of Professional Engineers in the Province of Milan;
- 1992 Master in Business Administration - MIP - Milan Polytechnic;
- 1986 Master Degree in Electronic Engineering - Milan Polytechnic and University;
- 1980 High School Diploma completed at the Scientific High School at Legnano, Milan;

FOREIGN LANGUAGES

Italian mother tongue; Fluent English; basic Spanish

INTERESTS

Mountain Bike, Skiing, Swimming.

PERSONAL DATA

Born in Parabiago (Milan) on 27th February 1961. Married with two daughters.
Home address: Viale Matteotti, 34 - 20015 Parabiago (Milan) – Italy