

ETTORE MONTANARO

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PROFESSIONAL EXPERIENCE

9/2016 - ongoing

Thermex Group – S.Petersburg (Russia)

Manufacturer of storage electric water heater, instantaneous water heaters, gas boiler.

Turnover 2016: 250 million € - Employees: over 5600 (all Group) - Branches in Russia and CSI: 53

Factories:

Tosno (S.Petersburg) – Russia 400 employees

Heshan (Guangdong) – PRC 100 employees

Group COO:

- Direct responsibility on Group Technical departments (Manufacturing, R&D, QA, Supply chain);
- Direct responsibility on P&L of Heating Equipment LTD (legal entity of Thermex Group);
- Developed new investment plans;
- Developed operational plans;
- Oversaw new product development according to different market requirements;
- Led development project for new production units (wall hung boiler - Turkey).

Main achievements

- Obtained 20% industrial cost reduction through:
 - reduction of direct labour cost (- 24% direct labour cost impact);
 - increase of 30% of productivity;
 - new raw material and components suppliers development;
 - indirect cost structure optimization;
- Ten new product ranges development for Russia, EU (Erp compliance) and Middle East (GMark compliance).

2007- 8/2016

Ferrolli Group, S.Bonifacio (VR), Italy

Manufacturer of wall hung boilers, electric water heaters, industrial boilers, radiators.

Turnover 2016: 300 million € - Employees: over 3000

Operation Director (multisite) *for the water heating division in the main industrial sites located in*

Plant of Casole D'Elsa (Siena) – Italy 100 employees

Ferrolli China Heating Equipment – Heshan (Guangdong) PRC 500 employees

- Supervised manufacturing, engineering, R&D, supply chain and QA departments of the Division
- Developed strategic and operational plans, leading teams to reach company targets
- Oversaw new product development according to different market requirements
- Led effectiveness and efficiency improvement projects.

Main achievements

- Directed and developed production process improvement resulting in a 25% daily output increase and 20% cost reduction (Casole d'Elsa- Italy) through different organization of the shifts, production losses reduction, purchasing cost reduction.
- Achieved 40% reduction on raw material inventory through cooperation and integration of qualified suppliers in industrial processes (Casole d'Elsa- Italy)
- Established project for new production line start up specialized in solar tanks (Heshan, China)
- Initiated and managed TPM project leading to 25% production line efficiency improvement.
- Directed project for construction and start up (2015) of a new industrial plant in Minsk (Ferrolli Belarus)

2013 – 2015 Export Manager for the Persic Gulf and Middle East area

- Opened new markets (Oman , Bahrain, Kuwait)
- Increased turnover from 400 k € to 800 k €

2004-2007

Ferrol Heating (China)- Branch of Ferrol Group- Heshan, Guangdong, P.R.China

Production unit for electric water heaters, wall hung boilers for domestic and export market, components (heating elements, solar tanks)

Operation Manager

- Supervised technical departments of the company (Manufacturing, R&D, supply chain, quality)
- Developed production expansion plans and related investments budgets;

Main achievements

- Promoted and managed investment reorganization plan resulting in production capacity increase. from 150.000 units to over 1 million units per year.
- Achieved 30% reduction in direct costs by promoting product redesign and process improvement.
- Realized 40% reduction on total inventory by cooperation with qualified suppliers.
- Leded new production lines start up (wall hung boiler, heating elements).

2003-2004

Lorenzi Group, Montemurlo, Italy

Water heater producer with overall turnover 200 million Euro and over 500 employees

Operation manager

- Coordinated project for industrial site start-up in St. Petersburg (CSI)
- Oversaw operation for four Italian factories achieving productivity, cost reduction and quality targets
- Monitored operation costs

1991-2003

Merloni Termosanitari Group (now Ariston ThermoGroup) Fabriano, Ancona, Italy

Plant Manager

- Managed two plants supervising manufacturing, maintenance, supply chain and HR departments
- Overseen facilities and manpower planning and use improving effectiveness and efficiency
- Supervised plant functions to reach cost, quality, safety targets
- Developed investment plans

Main achievements

- Initiated operational processes improvement resulting in 30% production capacity increase
- Coordinated development project of a new production technology
- Raised quality rate by 20% by reengineering project

1998-2000

Quality System Auditor

EDUCATION

42° FGA Master Management Training –ISTUD, Stresa (VB) Italy

Subjects: Company strategy, finance, marketing, operations, human resources management, accounting.

Professional qualification conferred by the Engineers and Architects Italian Association

Degree in Mechanical Engineering, Università "La Sapienza", Rome, Italy (final marks: 110/110)

LANGUAGES

Italian (mothertongue) English (good)

PERSONAL SKILLS

<i>Organizational skills and competences</i>	Strong knowledge of manufacturing operations and cost control . Experience in leading start up projects in Italy and abroad (China and Belarus)
<i>Technical skills and competences</i>	Budgeting Project management.
<i>Social skills and competences</i>	Strong experience in human resources management Excellent communication

