

Massimo Sanvito

Born in Monza on 1958

Professional Profile

Wide international experience in Telecommunication design, system engineering, project management, manufacturing, sales & marketing, and International Management in Multinational Groups.

Education:

- 1983 Laurea, Electronic Engineer - Telecommunication – Politecnico of Milan
- 1984 Registration to the Order of Engineers

Trainings on:

- Team leadership
- Executive Management
- Key Account Management
- Complex Negotiations

Professional competencies and skills:

Research & Development:

- Radio Frequency design, testing, system's installation support.

System Engineering:

- Specs definitions, System architectural design, Compliance with International Aeronautical Standards, Customizations to market's specific needs.

Products Line Management:

- Road map definition for Product's Portfolio and Product's life cycle management in cooperation with R&D, Purchasing, Manufacturing, Customer Support and Marketing functions.
- Cost monitoring and competitiveness initiatives.
- Support to Bid teams and Contract negotiations.

Project management:

- Implementation of Project Management teams for domestic and international Customers (Italy, P.R. China, Saudi Arabia, Egypt, Libya, North Europe).

Industry & Supply Chain:

- Management of international Supply Chain activities
- Wide experience in transfer of production from Germany and USA to Italy
- Transfer of products manufacturing to P.R China.
- Implementation of Lean and Visual Management concepts.

Sales & Marketing:

- Key Account Management for Italian Public Customers (ENAV, Italian Air Force)
- Opening and developing Chinese and Saudi Arabia markets.
- Increase market penetration in Mid-East and Med Area in Turkey, Saudi Arabia, Egypt, Libya, Tunisia, Spain.

Company and International management:

- General Manager and Managing Director experiences.
- Participation to International Executive Committees
- International tam and legal entities management (Italy, Germany and USA)

Professional Experiences:

Thales Group

2013... 2015 Thales Land & Air Systems Division – ATM Business Line Navigation And Surveillance Business Managing Director

Main activities and achievements :

Management of Italy, Germany and USA ATM entities,, including Consolidation of P&L., R&D activities joint coordination, Strategy development, Bid and Sales international teams coordination for worldwide market, addressing more than 170 Countries.

2012-2013 Thales Italia SpA: Air Operations and Avionics Business Director

Main activities and achievements :

Consolidation of Italian Avionics activities and Increase export market penetration .

2009-2012 Thales Italia SpA: Air Operations Business Director

Main activities and achievements :

Tech Transfer of R&D Competence Centers from Germany to Italy, increasing Domestic market penetration enlarging offer portfolio.

2003-2009 Thales Italia SpA: Managing Director

Main activities and achievements :

Merging of 5 existing Thales Italian companies in a single legal entity, with a global business size of 75 M€ and 280 HC.

Product lines rationalization and Production activities transfer from Germany and USA to Italy.

Introduction into Italian Defence Market of Thales Group products, with implementation of local customer support activities.

Alcatel

1999-2003 Alcatel Air Navigation Systems SpA : General Manager

Main activities and achievements :

Spin Off of Radio Navigation systems activities from Alcatel Italia into a dedicated legal entity

Consolidation of Radio Navigation systems activities between Alcatel Italia and Alcatel SEL Germany

1997-1999 Alcatel Italia : Sales Manager

for P.R. China, Saudi Arabia and Italian Public Customers

1995-1997 Alcatel Telettra: Industry Manager

Production transfer from Alcatel FACE to Alcatel Telettra and implementation of dedicated production and final integration line.

1991-1995 Alcatel FACE: Head of Program Management

teams for both Domestic and Export markets inside Radio Navigation Business Line.

FACE Standard (ITT Group)

1987-1991 System Engineer manager for Radio Navigation catalog, new product's developments and introduction to Italian market

1983-1987 RF design engineer for military radio system
