



- Led preparation, negotiation, finalization of offers and contracts for line/base maintenance services
- Customer account management (EU and US major airlines among others)
- Set-up of several line maintenance stations in Europe in accordance with EASA/FAA requirements
- Instrumental at start-up and growth of Part145 European branches of Cologne-based Group
- Outstanding proven track record in sales of services (>30 customers in 3 years)

2004 – 2005

**SAN Aircraft Maintenance (Rome, Italy)**



**Customer Account Manager**

Assisted the newly appointed CCO in a deep reorganisation with the objective of increasing efficiency and diversifying the business

- Responsible for business jet operators and airlines, oversaw the launch of new business initiatives including the development of the Cessna Citation Authorized Service Centre
- Clients - NetJets (AOG support in Southern Europe), Ryanair (first independent line maintenance partner in Italy), Italian Government (line and base maintenance for the CL415 firefighting fleet)
- Hand-picked as Cessna STAR Rep. for sales of piston engine aircraft in Italy and Malta (first 182T sold in Italy)

2003

**Alitalia (Rome, Italy)**



**Engineering & Maintenance Division**

Business process re-engineering within the mechanical and landing gear components shop with the implementation of new software for workflow management of the landing gears repair and overhaul

### Additional Experiences

**Speaker at Aviation Week Events 2011-14**

Panelist at MRO Americas, MRO Europe and at MRO BEER



**Speaker at European Business Aviation Association (EBAA) Forums 2015**

SMEs' point of view



**Lecturer at Air Business Academy (ABA – Airbus Group) 2014**

Lecturer at session “Supporting the Aircraft” within corporate education programs for OEMs



**Lecturer at Moscow Aviation Institute 2020-21**

Lecturer at Aircraft Maintenance business courses



**Member of the LUISS Business School Faculty 2008-11**

Lecturer at Aviation Master in Business Administration (MBA) within Airline Operations & Maintenance course

Lecturer at the Business School (Corporate Education Programs) within skills empowerment courses for customer firms



### Education

Università degli Studi di Roma 'La Sapienza' with courses taken at ENAC (Toulouse, France)

**Post-graduate Master in Air Business Management**

2003

- Maintenance and Regulations
- Aircraft Design and Performance
- Strategic Marketing and Fleet Planning
- Sales and Sales Financing



Università degli Studi di Roma 'La Sapienza'

**Master's Degree in Aerospace Engineering (5 years)**

1996 - 2002



Finmeccanica/Leonardo

**Competency Lab “Innovation and Change Management”**

2011



- Blue Ocean Strategy
- User Experience
- Open Innovation
- Cooperative Learning
- Start-up Creation

2002 – present

**Member of “Ordine degli Ingegneri della Provincia di Roma”**



**Languages: English (fluent – full professional proficiency); Italian (mother tongue)**