

CURRICULUM VITAE

GIANLUCA PROIETTI

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Born in Latina (Italy) the 08/10/1972 Permanent Address Street Riserva Talone 89-04100 Latina

PROFESSIONAL PROFILE

I have a proven track record in important companies operating in the **IT and Utilities sector and in particular in renewable energy** holding positions of increasing responsibility, to assume the position of **General Manager for the governance and development of the core business** and as **Regional Director and Country Manager**. I have developed considerable expertise, as **Account/Commercial and Project Manager** then **Operation & Maintenance and Asset Manager, managing technical - economic contracts for the construction and maintenance of photovoltaic systems by their large size and complexity**, coordinating interdisciplinary and multicultural teams in Italy and abroad. I think I am a versatile professional able to operate according to the logic of multitasking and identify technical solutions and management, able to ensure customer satisfaction and company profit.

PROFESSIONAL EXPERIENCE

From March. 2019 **HUAWEI TECHNOLOGIES ITALIA SRL**

Rome

GLOBAL KEY ACCOUNT DIRECTOR FOR ITALY & GREECE

Retained to the SOLAR GLOBAL TEAM (HQ) and ITALY REP OFFICE

JOB DESCRIPTION AND MAIN RESPONSIBILITY

Direction and supervision of all activities related with all the ITALY and GREECE GLOBAL KEY ACCOUNT (ENEL GREEN POWER, ENEL X, ENI and METKA) as REGIONAL KEY ACCOUNT DIRECTOR.

RESULTS ACHIEVED

More than 3 GW contractualized in the following projects with ENEL for a total volume of more than 150M USD of revenue:

- Magdalena II – 220 MW in Mexico connected on the grid (1st project for ENEL with String Inverter and bifacial module)
- Sao Goncalo II – 133 MW in Brazil – connected on the grid
- Spain and Balears projects – 310 MW in Spain – connected on the grid
- Campos del Sol II – 436 MW in Chile under Construction
- Sol de Lila Project – 160 MW in Chile connected on the grid
- Italy and Spain GIGA TENDER – 1.2GW awarded (*Esparagal 50MW awarded, Tierra de Badajoz 50MW awarded, Torrecilla 50MW awarded, Tico I/II 68MW awarded, Perasma 70MW awarded, Piani della Marina 170MW awarded, Pian di Giorgio 70MW awarded, Uta&Assemini 78ME Awarded*)
- El Manzano – 100MW in Chile awarded
- Panama 60 MW awarded
- Spain more than 500MW awarded
- LATAM Giga Tender – 1.6GW awarded (*Arinos 600MW already assigned, Fundacion 130MW already assigned, Don Humberto 100MW already assigned, Illari 100MW already assigned*)

Awarded as 1st ranked the CHILEAN BSS 1GWh tender.

Defined and signed a Frame Agreement with ENEL X eHome and eIndustry to provide Solar Inverter. Under definition the collaboration with eMobility and eCity departments.

Supervise all the Resources located in other countries that are involved in to manage ENEL, ENI and METKA (Mexico, Panama, Colombia, Peru, Chile, Brazil, Spain, Italy and Greece) for a total of more than 15 people.

Support on the Italian team in the organization of the Italian Office and to develop Italian Customer and Channel (in the last 3 years the Revenue passed from 15M€ yearly to more than 300M€ yearly at end of 2022)

From May.
2017 . March
2019

CONVERT ITALIA SPA
International PV Tracker supplier

Rome – Buenos Aires

BUSINESS DEVELOPMENT MANAGER – COUNTRY MANAGER ARGENTINA

Retained CEO

**JOB DESCRIPTION
AND MAIN
RESPONSABILITY**

Direction and supervision of all activities related to Business Development in LATAM Area and covered the role of Country Manager for Convert Argentina.
Oversee all the market analysis and sales activities necessary to develop new markets, project in Greenfield and customer relations to improve the planning of the Middle and long terms commercial activities facing the market in a proactive way.

RESULTS ACHIEVED

Registry Convert Argentina de Energias Renovables in September 2017
Registry Convert Tracker as Local Content production in Argentina in October 2017
249.3 MW contractualized in Argentina between November 2017 and January 2018

- 30 MW in San Luis Province
- 93.3 MW in San Juan Province
- 100 MW in Cafayate Province
- 26 MW in San Juan Province

May. 2016
Apr. 2017

PROGETTI INTERNATIONAL SPA
International EPC in renewable energy sector

Milan

COMMERCIAL DIRECTOR

Retained CEO

**JOB DESCRIPTION
AND MAIN
RESPONSABILITY**

Direction and supervision of all activities related to the SALES area
Oversee all the market analysis and sales activities necessary to Management of the Company
Overseeing customer relations
Overseeing the placement on the market and the supply chain Know the objectives and policies and group
Assess, prepare and submit to the objectives, the proposed sales strategies, Business plans and assistance, together with the CEO

Jan. 2015
Apr. 2016

SOL REAL CENTROAMERICA

✓ *Company operating in the renewable energy sector*

Panama City

PARTNER AND O&M AND PROCUREMENT MANAGER

Retained CEO

**JOB DESCRIPTION
AND MAIN
RESPONSABILITY**

Direction and supervision of all activities related to procurement and project management of the construction of photovoltaic plants:

- Don Felix 10 MW
- Divisa Solar 10 MW (activity limited to the works of connection line)
- Extension of Llano Sanchez HV Substation to accomodate new 100 MW
- Design and Building of connection line for 60 MW for Enel Green Power

Development activities of a package of about 200 MW of photovoltaic plants of which 60 MW to be implemented on behalf of Enel Green Power and the remaining 40 MW on behalf of local investors.

Definition of the organizational model, the budget of the various orders and the purchase of materials needed for the construction of the plants.

Identifying partners constantly directing the commercial management to achieve the objectives.

Implement the areas of procurement, project management under construction, monitoring and maintenance of the facilities created by the group, defining an implementation model and organizational structure.

Support to the definition of the structure that will deal with the activities of the operation and maintenance of the plants built

RESULTS ACHIEVED

- ✓ Implementation of procurement according to the predetermined BGT
- ✓ Compliance with the timing of project

Implementation of partnerships with important technological

<p>Jan. 2014 Dec. 2014</p>	<p>OEMPV SRL <i>Company belonging to the AIEM group that deals with the maintenance of large solar parks. Employees: >40 - Turnover: 30-40 million of €</i></p>	<p>Rovigo (Italy)</p>
<p>GENERAL MANAGER <i>Retained CEO</i></p>		
<p>JOB DESCRIPTION AND MAIN RESPONSABILITY</p>	<p>Direction and supervision of all operational and strategic support to the business of the Company. Fleet Management photovoltaic systems that exceeds 50 MW located throughout the Italian territory, with the goal of positioning the company in the trade market you want, through the expansion of the customer base. Definition of marketing strategy and budget with direct responsibility for all activities of the general aim of creating a reality with high added value sector with a view to excellence.</p> <ul style="list-style-type: none"> ▪ Feasibility study and business plan development: definition and quantification of the potential market, the market segmentation and evaluation of new channels for business development. ▪ Identifying partners constantly directing the commercial management to the achievement of objectives. ▪ Implementation of the monitoring and maintenance of the facilities created by the AIEM group in the countries Chile, South Africa, Panama, defining the model and organizational structure. 	
<p>RESULTS ACHIEVED</p>	<ul style="list-style-type: none"> ✓ Through an effective and efficient management of financial resources, human and material at my disposal, I contributed to the extension of the park facilities with more than 100 MW. ✓ I implemented partnerships with leading technology such as Elettronica SANTERNO, NIDEC (Answer Drives - Ansaldo group), KACO. 	
<p>Feb./Dec. 2013</p>	<p>OFFICINAE VERDI SPA <i>Company operating in the renewable energy created by the joint venture between UniCredit and WWF. Employees: > 20 - Turnover: > aproximatly 2 million of €</i></p>	<p>Roma</p>
<p>OPERATION & MAINTENANCE E ASSET MANAGER <i>Retained to Operation Director</i></p>		
<p>JOB DESCRIPTION AND MAIN RESPONSABILITY</p>	<p>Responsible for the implementation of projects for the construction and maintenance of renewable energy plants, managing a solar farm that exceeds 250 MW spread over the whole Italian territory.</p> <ul style="list-style-type: none"> ▪ Coordination of all phases of preparation and implementation of projects: feasibility analysis, solution definition and development of a detailed plan of the project. ▪ Continuous monitoring of the individual phases of construction of the plants, the achievement of the objectives, on time, budget and quality standards agreed 	
<p>RESULTS ACHIEVED</p>	<ul style="list-style-type: none"> ✓ I have designed and implemented the project Asset Management for the management of 250 large solar parks on behalf of Unicredit Leasing, with a five-year contract by about 2 million Euros. 	
<p>Mar./Dec. 2012</p>	<p>GENERA SPA <i>Company operating in the field of industrial design and construction of renewable energy plants (solar, biomass).Employees: > 60 - Turnover: > 40 million of €</i></p>	<p>Narni (TR)</p>
<p>OPERATION & MAINTENANCE MANAGER <i>Retained to CEO</i></p>		
<p>JOB DESCRIPTION AND MAIN RESPONSABILITY</p>	<p>Head of maintenance of large solar parks division , coordinating resources between staff of over 20 staff , Area Managers and Technicians specialized maintenance spread over the whole Italian territory , with the goal of maximizing organizational efficiency and ensure the attainment of sales targets , margin and market share.</p> <ul style="list-style-type: none"> ▪ Management of relationships and contracts with customers and suppliers to the specific activities of maintenance , negotiating more favorable treatment for the company. ▪ Profit & Loss Responsibility : analysis of key financial ratios in order to identify possible deviations of the assigned objectives and implement appropriate corrective actions . ▪ Caring relationships with GSE for all post-installation tasks for a photovoltaic park . ▪ Organization and implementation of the Maintenance part of the development of the company business in new countries such as Romania and South America. 	
<p>RESULTS ACHIEVED</p>	<ul style="list-style-type: none"> ✓ I have defined operational processes and implement the organizational structure of the department, ensuring the extension of maintenance services in foreign countries Romania and Brazil.. 	

Sept. 2010 **SOLARIG ITALIA O&M** **Roma**
Feb. 2012 *Companies specializing in the maintenance of large solar parks.*
Employees: > 30 - Turnover: > 4-5 million of €

GENERAL MANAGER

Excutive: I reported to International Operation Manager

JOB DESCRIPTION AND MAIN RESPONSABILITY	<p>Development and coordination, from the point of view of organization and commercial property, a structure consisting of over 30 resources, directing professional activities to optimize sales performance.</p> <ul style="list-style-type: none"> ▪ Planning organizational strategy to S / M / L term, with reference to the revenue target to achieve and finding resources. ▪ Budgeting, monitoring Profit and Loss bargaining with new customers and suppliers. ▪ Management team composed of personnel function, and Field Force maintenance technicians, coordinating activities and promoting the vertical responsibility and teamwork
RESULTS ACHIEVED	<ul style="list-style-type: none"> ✓ Through careful planning business I ensured the expansion of park facilities operated throughout the country from 63 MW to 108MW, placing the company among the major players in the market, with a turnover of approximately € 5 million.

Sept. 2001 **EVERIS ITALIA SPA** **Roma**
Sept. 2010 *International consulting firm in the field of Information Technologies*
Employees: > 200 in Italy, > 4000 worldwide - Turnover: > 10 million of € in Italy, > 300 million of € worldwide

From 2005 **MANAGER UTILITIES SECTOR**
RESPONSIBLE FOR ITALIAN TECHNOLOGY SECTOR

Executive

2001 - 2005 **SENIOR CONSULTANT**

Quadro

JOB DESCRIPTION AND MAIN RESPONSABILITY	<p>Client Manager in the Utilities sector operating in Italy and abroad for important customers such as HERA, ADDC (Abu Dhabi Distribution Company), ADWEA (Abu Dhabi Water&Electricity Authority), A2A, ENDESA ITALY, CODERE NETWORK, MPE (Merloni Progetto energia), SKY ITALY, COLUSSI, FASTWEB, VIESGO, ATLANET.</p> <p>Management practices horizontal technologies to support all vertical practices with responsibility for budgeting and sales. Quality Manager Italy (2005-2008) and Project Management (2005-2010).</p> <ul style="list-style-type: none"> ▪ Defining and negotiating the objectives of the project with the client to ensure the technical and economic feasibility. ▪ Development of detailed plans for the project including scheduling, resource definition and tools necessary to carry out the projects. ▪ Management of relationships with the customer informing them of the progress of the project, negotiating any revision of targets in order to ensure the highest levels of customer satisfaction. ▪ Coordination of the project team by allocating objectives in accordance with business needs and available resources ▪ Monitoring of compliance with the time and cost of each phase of construction of the works, identifying the causes of the deviations and the most efficient solution for achieving goals. ▪ Mentoring for new employees to ensure their professional growth by providing support in the resolution of problems and in evaluating the results.
RESULTS ACHIEVED	<ul style="list-style-type: none"> ✓ I made all my responsibility projects on time, budget and quality standards agreed by receiving professional awards for the quality of the work done.

PROJECTS - SEE ANNEX

Feb. 1999 **SIVA SPA** **Roma, La Paz (Bolivia)**
Sept. 2001 *Company operating in the field of Information Technologies in the implementation of management systems.*
Employees: > 30 in Italy, > 20 in Bolivia - Turnover: > 5 million of €

IT CONSULTANT

I brought back to Italy Director General, Director of Branch Bolivia

JOB DESCRIPTION AND MAIN RESPONSABILITY	<p>Consultancy activities, as an analyst programmer and project manager, implementing solutions based on customers' needs to optimize the cost / benefit ratio.</p>
RESULTS ACHIEVED	<ul style="list-style-type: none"> ✓ I have contributed to the start-up of the Bolivian office working in projects for the Entel Bolivia (a company of Telecom Italy).

PROJECTS - SEE ANNEX

EDUCATION AND TRAINING

STUDIES **Degree in Information Technologies engineering**

University of Rome "La Sapienza".

PROFESSIONAL TRAINING

Financial Concepts for the company - corporate everis University, 2009.
Advanced Techniques of Negotiation - Cortese Consulting Milan, 2006.
Leadership, Team work and time management - Consulting Cortese, Milan, 2006.
Advanced Programming in Java - Milan, 2002.
Macroscopic: P200 - Familiarization with the modeling DMRProductivityCentre, 2002.
Macroscopic: P236 - Detailed Object Modeling, 2002.
Project Management, Rome, 2002.
Macroscopic: P412 - Design of User Interface Standards, 2002.
Internal Auditor of Quality, Madrid, 2002.
Internal Auditor of Quality - Sistec Srl Rome, 2002.
OpenMarket: Content Management (ContentServer, ContentCentre), Milan, 2001.
Methods of Analysis, Rome, 1999.

LANGUAGES

English: Good Level **Spanish:** Fluent **Italian:** Native

COMPUTER SKILLS

OPERATIVES SYSTEMS

Windows9x, Windows NT/2000, Unix, Ms-Dos

DATA BASE

Access, Oracle, Paradox

OFFICE AUTOMATION

Microsoft office, Lotus Notes, Visio

PROGRAMMING LANGUAGES

Java, SQL, HTML, WML, XML, C, Cobol, ASP, JavaScript, WebMacro

DEVELOPMENT ENVIRONMENTS

Visual Studio, Visual Cafè, JBuilder, VisualAge, Kawa, Toad, Erwin, PLSQL-Developer

ANALYSIS AND DESIGN

UML, Modellazione Object-Oriented, Entity-Relationship, MVC, WEBWAP Designing

BILLING SYSTEMS

Infranet Portal

CRM

Siebel

Authorize the processing of personal data pursuant to Legislative Decree. 196 of 30 June 2003.

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ANNEX PROJECTS

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EVERIS ITALIA SPA (2001 – 2010)

PROJECT

Implementation of the new Document Management system by OpenText.

DURATION

May 2010 – september 2010

CLIENT

HERA - Bologna

ROL

Project Manager - Employees: 6

BUDGET

500.000 €

ACHIEVEMENTS

✓ Implementation on schedule and to the satisfaction of the main users of the new system

PROJECT	Definition of a new model of corporate reporting through the implementation of a system of BUSINESS INTELLIGENCE - SAP BW-BI.
DURATION	February 2010 – September 2010
CLIENT	HERA - Bologna
ROL	Project Manager - Employees: 3
BUDGET	150.000€
ACHIEVEMENTS	✓ Development of a new scope on an issue never previously handled in Hera
PROJECT	Definition of the UNBUNDLING model: Modeling the integration of the processes of commercialization and distribution of energy services, gas and water.
DURATION	January 2010 – March 2010
CLIENT	HERA - Bologna
ROL	Project Manager - Employees: 3/4
BUDGET	90.000 €
ACHIEVEMENTS	✓ Definition of the integration model of business processes that saw then in the years following the establishment of the project plan HERA.
PROJECT	Implementation and Management Platform INTEGRATION PROCESSES between the various systems of the group.
DURATION	September 2007 – September 2010
CLIENT	HERA - Bologna
ROL	Project Manager - Employees 2/6.
BUDGET	400.000 € annual
ACHIEVEMENTS	
PROJECT	Implementation of the new DOCUMENT MANAGEMENT system for ADDC
DURATION	June 2009 – December 2009
CLIENT	ADDC (Abu Dhabi Distribution Company)
ROL	Project Manager - Employees: 6
BUDGET	600.000 €
ACHIEVEMENTS	
PROJECT	Process modeling INTEGRATION between the various enterprises of the Authority of Abu Dhabi.
DURATION	September 2008 – May 2009
CLIENT	ADWEA (Abu Dhabi Water & Electricity Authority)
ROL	Project Manager - Employees: 4
BUDGET	500.000 €
ACHIEVEMENTS	✓ Definition of the map of the systems and processes of integration between the various companies of the group.
PROJECT	Roll-out Management for Production Management System for A2A power plants.
DURATION	September 2007 – September 2008
CLIENT	A2A – Roma/Milano/Brescia
ROL	Project Manager - Employees: 4
BUDGET	400.000 €
ACHIEVEMENTS	
PROJECT	Implementing Production Management System for ENDESA power plants.
DURATION	May 2004 – September 2008
CLIENT	ENDESA ITALIA – National Territory
ROL	Project Manager - Employees: 2/8
BUDGET	400.000 € annual
ACHIEVEMENTS	✓ Re-engineering of a system that had a life of about 30 years, ensuring the satisfaction and loyalty of customers who have requested the extension of the project on thermoelectric and hydroelectric plants to new wind farms.
PROJECT	Implementation of Settlement system for the reporting of the economic production of energy bills in respect of the national network.
DURATION	June 2006 – September 2008
CLIENT	ENDESA ITALIA - Roma
ROL	Project Manager - Employees: 6
BUDGET	600.000 € annual
ACHIEVEMENTS	✓ The customer is returned from the investment, the second month of the reporting.

PROJECT	Implementation of the billing system
DURATION	March 2004 – september 2006
CLIENT	CODERE NETWORK (RETE FRANCO ITALIA yet) - Roma
ROL	Project Manager - Employees: 6
BUDGET	500.000 € annual
ACHIEVEMENTS	
PROJECT	Process engineering CRM and Billing
DURATION	January 2006 – March 2006
CLIENT	MPE (Merloni Progetto Energia) - Milano
ROL	Project Manager - Employees: 6
BUDGET	70.000€
ACHIEVEMENTS	✓ Definition of the map of the target business processes and systems.
PROJECT	Implementing Archiving System Data on SIEBEL
DURATION	Febraury 2006 – April 2006
CLIENT	SKY Italia - Roma
ROL	Project Manager - Employees: 3
BUDGET	75.000 €
ACHIEVEMENTS	✓ improving the technical performance of the SIEBEL system.
PROJECT	Definition of the budgeting and forecasting system for the COLUSSI group companies
DURATION	March 2006 – July 2006
CLIENT	Colussi – Perugia/National territory
ROL	Project Manager - Employees 4
BUDGET	350.000 €
ACHIEVEMENTS	✓ Centralized system of budgeting for all companies in the group.
PROJECT	Head of Integration Test team for the billing system.
DURATION	Febraury 2003 – March 2004
CLIENT	Fastweb – Milano
ROL	Senior Consultant – Team Leader - Employees: 5
BUDGET	✓
ACHIEVEMENTS	✓ Definition of procedures and systems automation test still used
PROJECT	Implementing System of Measurement and interchange between various measures of electric operators.
DURATION	September 2002 – January 2003
CLIENT	VIESGO (Enel Spagna) – Madrid
ROL	Senior Consultant – Team Leader - Employees: 2
BUDGET	✓
ACHIEVEMENTS	✓ he system of interchange is realized later became the model for the Spanish market
PROJECT	Implementation of Contract Management System On Line.
DURATION	March 2002 – May 2002
CLIENT	ATLANET – Milano
ROL	Senior Consultant
BUDGET	
ACHIEVEMENTS	

SIVA SPA (1999 – 2001)

PROJECT	Angolo del 2000: project management outlets Telecom.
DURATION	january 1999- May 1999
CLIENT	Telecom Italia - Roma
ROL	programmer analyst
PROJECT	SIPE project management outlets Bolivia Entel (Telecom Italy).
DURATION	May 1999 - December 2000
CLIENT	ENTEL Bolivia - La Paz
ROL	Project Leader - Employees: circa 20
ACHIEVEMENTS	✓ Accreditation for the extension of the project for the point of sale is the selling points of Entel Entel Movil (TIM Group).
	✓ Start up of Bolivian society constituting a team of over 20 resources.

PROJECT	VIS project management outlets Stream (now SKY Italy)
DURATION	January 2001- september 2001
CLIENT	Stream (today SKY Italia) - Roma
ROL	Project Leader - Employees: 4
ACHIEVEMENTS	✓ conversion project carried out previously for Telecom Italy and Entel Bolivia, extended to all outlets Stream located throughout the Italian territory.