

# Mariano Guido Uberti

## Personal Profile

I'm a pragmatic, determined, result oriented engineer. During 7 years of experience in aerospace industry I enhanced negotiating skills, aptitude to direct resources, ability to manage and solve complex situations and analytic mastery. Currently I manage an innovative individual business where I face new opportunities and challenges daily.

## Education

- 2002 **Honors Degree in Engineering Management**, Tor Vergata University, Rome  
Study focused on operational research, program management, economics, logistic.  
Final work: modeling an efficient and innovative public transportation service.
- 2001 **Bachelor's Degree in Engineering Management**, Tor Vergata University, Rome
- 2001 Advanced Course on Transit Networks, Tor Vergata University, Rome, Italy.
- 1993 High School scientific diploma, Liceo Statale A.Avogadro, Rome, Italy.

## Work Experience

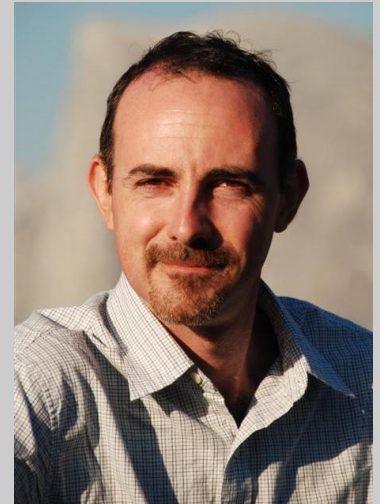
- 2011- **Independent travel consultant** ([www.uberti.eu](http://www.uberti.eu))
- uniquely qualified as an independent Italian travel consultant;
  - business strategy, framework agreements, marketing, webmastering, process reengineering and optimization, travel advice, customer's and social management.
- 2003-10 **Finmeccanica Group Services** and **Finmeccanica S.p.a.** ([www.finmeccanica.it](http://www.finmeccanica.it))  
In the Group Procurement Office, operating globally in aerospace, defense, energy, transport, responsible for costs saving and synergies into Group's Companies.
- 2009-10 Raw Material Procurement Manager
- finalized xxM€ agreements; created costs analysis and forecasting system;
  - reclassification and standardization of 15.600 raw material items, alloys and spcs.
- 2008 Global Sourcing Program – raw materials manager for India, China and Russia RfQ
- finalized agreement with new titanium and aluminum bars and forging suppliers;
- 2007 Tools and Equipment Procurement Manager
- renegotiated xxM€ agreements, achieved x% saving; realized market index.
- 2005 Travel manager – directly reporting to Group Purchasing Director
- defined new Travel Policies, rationalized processes and indirect costs;
  - negotiated xxM€ hotel agreements, +300% destination coverage;
  - defined new concept to optimize travel expenses: min sum < sum min.
- 2003-04 Raw Material Team in Cost reduction program – leader of 8 senior buyers team
- negotiated 8 agreements for xM€, 3years fixed price and xx% saving;
  - defined new parametric matrix to negotiate prices instead of item's list;
  - costs analysis, scouting, evaluating, negotiating and contracting agreement;
  - selected and trained by McKinsey for Finmeccanica Group cost optimization.
- 2004-06 **Aran Endemol Italia** - external consultant for italian TV series
- 1995-98 **Ristoservice S.r.l.** ([www.day.it](http://www.day.it)) - ticket restaurant company
- sales agent (national best result); recruitment and training manager.
- 1994-98 **Italian Sporting Auto Commission** ([www.acisport.it/](http://www.acisport.it/)), Rally technical checks.
- 1994-03 Broad experience of computer technical assistance, training, and laptop dealer

## Skills and competences

- LANGUAGE** **Italian** Native Speaker.  
**English** Good understanding and fluent speaking.  
Technical and juridical knowledge of business agreement.  
**French** Intermediate understanding and speaking.  
**German** Beginner (but I live in Germany, so good chance to improve).
- IT** Very good Microsoft Office knowledge (all versions), excellent Excel mastery for complex data analysis; good in Joomla. Easy learning attitude for any software.

## Personal experiences, interests and Projects

- Personal** - I wrote and published a book ([Vado a vivere da solo](#), 2001 Gremese publishing).  
- In 2006 a sabbatical year in Australia: formative experience of life and travel.
- Projects** Improve and expand my business using new technologies and Artificial Intelligence.  
Develop a better understanding of German language, European society and culture.  
Create a social project for help young Italians to rebuild a better Italy.



### Personal Data

Date of birth: 25 Feb 1975  
Place of birth: Rome  
Nationality: Italian  
Marital status: married

### Present Address

Rosenheim, Germany

### Phone contacts

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### E-mail

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I hereby authorize Italian companies to process my personal data as D.L. 196/2003