



ing. Claudia Miani

PERSONAL SKILLS

- Leadership and Management skills, fast acting person with high energy and demonstrated ability to be persistent to reach objectives
- Enthusiastic leader who involve the key people to ease the change process needed, with strategic thinking capability
- Board level communication and strong interpersonal skills, able to network, at ease in different cultures and situations
- A customer focused individual, passionate about the business and her job, highly capable of motivating and leading people
- Polyhedral and very dynamic work experience, in very different market sectors, in multicultural environments, with a strong team working culture
- Available for business trips in Italy and abroad

PROFESSIONAL SKILLS

- Organization development (restructure and redesign organizations), Team development, Team building, Technical scouting & training, Technical Mentoring, Temporary Mgmt
- Change management projects, mainly in industrial, packaging and medical sectors, thanks to relevant experience in national and international organization
- Project Management Culture
- "Innovation Culture" (Product and Technology) with strategic Roadmap mid-long term (cost reduction, reduction of development lead time, market share regain) and Intellectual Property protection
- Open Innovation and structured processes, grown in a cross-contaminated experience, from product-to-product, from process-to-process, from market-to-market
- New Product Development, Product/Process design & re-engineering (QFD, FMEA, DFMA)
- Design To Cost & Lean Development solutions
- Outsourcing Projects (turnkey product development)

WORK EXPERIENCE

Since Feb 2009 CM Consulenze Manageriali, in Bologna

Innovation & Management Advisory, www.consulenzemanageriali.com

Support to companies to define strategic roadmap, to better reposition their products' offer and gain the right profit margin. Develop, promote and support the innovation, as well as the re-engineering of products/processes. Technical coach able to grow engineering department to propose the right changes to process and organization. Temporary Mgr for R&D and Technical Departments. *Well connected with a professionals' network of consultants with their own specific experience and vertical knowledge and methodologies*

SOME CONSULTING PROJECTS

- Industry, Design and Production of poly laminate Packaging Material
Project: **"Lab R&D Creation" with mentoring to the young third generation manager**
- Industry, Steel Industry
Project: **Operational Coaching in the team "Best Practice Sharing"**
- Industry, Design and Production of Automatic Machines for Capacitors and Batteries
Project: **Overall management of the "NPD Optimization + NewLife" project, reorganization, SNP and PM**
- Services, Luxury car sales and service company
- Project: **Project Management training Course**

- Industry, Design and Production of Automatic Machines for Food Packaging
Project: **Outdoor Management → Innovation, Quality, (Design To) Cost and People**
- Industry, Design and Production of Medical Dialysis System (equipment and disposable)
Project: **Overall management of the Reliability Project for the new system on the market**
- Industry, Production of professional catering food
Project: **Creative thinking for Innovation**
- Industry, Design and production of drying pasta systems
Project: **Technical Department Reorganization and Project Management**
- Industry, Design and production of downstream equipment for extruded plastic pipes
Project: **Technical Department Reorganization, Project Management and Design To Cost**
- Industry sector, Design and manufacture of automatic machines for filling bottles
Project: **Mentoring to a Jr. Project Manager on project management methodologies and best practices**
- Non-profit organization (Cooperative) that pursues the community general interest
Project: **Project Management and further "Mentoring on the Job"**
- Industry, Design and production of automotive components
Project: **Design To Cost, training and mentoring**
- Industry, Design and production of machines for Dental Medicine
Project: **Project Experience**
- Industry, Design and production of machines for Nuclear Medicine
Project: **Optimization of the technical project, to achieve efficiency and effectiveness**
- Industry, Design and manufacture of automatic machines for filling bottles
Project: **Mentoring for women, to grow a female manager in the technical environment**
- Services, Computer Banking
Project: **Course in Project Management and later "Mentoring on the Job"**
- Services, Communication and Advertising
Project: **Reorganization and re-engineering of business processes in LEAN philosophy**
- Services, Airlines Catering
Project: **Process analysis and training on Lean Development Lean Strategy**

TRAINING

- **2009-2019 Bologna Business School, Management Business School** in Bologna
Strategic Coordinator at the Executive Master in Technology and Innovation Management (EMTIM) and lecturer in the Innovation and Technology Area and in the Project Management one
- **2013 ISTAO**, Management School in Ancona: Project Management course within the Master in Human Resources
- **since 2010: Alma Mater University of Bologna**, MIEX (Master in International Executive Management)
Contract professor at MIEX in Innovation, New Product Development and Project Management
- **since 2009: Industrial Associations and Chambers of Commerce' Training Schools**, in Emilia-Romagna and Lombardy, *Public & Private Companies* - Lecturer in courses dedicated to UT and R&D: Innovation Management, New Product Development, Project Management, Design To Cost, Lean Development, Robust Design, DFMA, Mass Customization
- **since 2009:** Lecturer in Tech Dept and R&D courses: Project Management (Executive Master in Project Management), Innovation, New Product Development, Design To Cost, Mass Customization, Organizational Evolution for Innovation, Design Methodologies (DTC, Lean Development, Robust Design, DFMA, ...)

PARTNERSHIP & ASSOCIATION

- **since 2020: Colibrì Team co-founder**, Management Advisory Network, www.colibrитеam.com
- **since 2009: Contino & Partners**, Management Consulting company in Bologna, www.continoepartners.com
Associate and vertical Expert in Innovation & Lean Development
- **since 2010 Business Exploration®**, Strategy, Marketing & Management Consulting Company in Milan

- **2009- 2017 Innovare per Competere**, a Company Platform to promote Innovation Culture and “best practice”, with institutional events and networking (Scientific Board Member of the Innovation Executive Conference and of the EU workshop)
- **since 2016: Project Management Institute (PMI) – Northern Italy Chapter**, *International Association, No-profit, Milan*; Director Branch Emilia Romagna, www.pmi-nic.org
- **2009-2014: EmiliaIN & ModenaIN**, non-profit association and official LinkedIn Club within ClubIN federation

2005 – 2009 Gambro Dasco SpA, in Mirandola (MO)

Design and Manufacturing of dialysis systems for chronic and intensive care
R&D Director and before R&D Engineering Manager

2003 – 2005 AWAX Ricerca e Progettazione, in Vignola (MO)

Production of Automatic Machines for food packaging and extensible PVC/PE film
Mechanical Team Manager in Research and Development within GruppoFabbri

2001 – 2003 CISCO SYSTEM, Photonics Business Unit, R&D, in Monza

Production of equipment for Fibre Optics Telecommunication
Project Manager in the Mechanical Team & Coordinator at start-up of a new multi-department Product Dev Process

1997 – 2001 Tetra Pak, Business Unit Tetra Brik, R&D, in Modena

Production of Automatic Machines for food packaging and related plastic closure systems
Project Manager in the Opening Systems Department

1995 – 1997 Sasib Tobacco Research and Development, in Bologna

Production of Automatic Machines for cigarette packaging
Cam Mechanisms Designer

1990 – 1995 Occasional work as baby sitter and as private teacher in Mathematics

PROJECT MANAGEMENT, VOLUNTEERING & PATENTS

since Jan 2001 3 **Patents** on specific Opening projects in Tetra Pak

since Feb 2010 **Volunteer in the Project Management Institute North Italy Chapter**, to manage and follow all the development activities of the Branch Emilia Romagna e Marche

Since Feb 2016 with Leadership Role within the Branch Emilia Romagna (Deputy & Director)
Workshop organization | Conferences | Events | Webinar (with 10-100 + participants) for the dissemination of the Culture of Project Management, www.pmi-nic.org

since 2016 Support within the Didactical LABS @ **“Italia Risk Forum”**

Apr - Dec 2020 Volunteer within the Project **“Engineers for Schools”**, together with Ordine Ingegneri of Bologna

PUBLICATIONS & CONFERENCES

Author of numerous articles in specialized journals and forums on management, quality, organization, including:
trendandmanagement.com

Co-author of a Practical Guide on Design To Cost.

Speaker and Chairman at forum, seminars, webinar and conferences:

2009 – 20 Apr, MiniCamp BolognaIN "Doing Business in times of Crisis", "InnovareProdotti_InnovandoProcessi"

21 May, Politecnico Milano – Faculty of Design: Course in "Representation Techniques", "Design with a super-CAD"

2010 – 10 Jun, seminario AD-Net, @ Unindustria Bologna, "Design To Cost: Optimizing the costs of products and their development"

7 Jul, conference "The Chief Innovation Officer", @ Bologna Business School, Organizer

2011 – 27 May, Innovation Executive Conference "When dreams become ideas that really fly ...", @ Kilometro Rosso in Bergamo, "The Value of Systemic Innovation"

28 Ott, conference "Innovare x Competere", @ Villa Pagoda a Nervi (GE), "Innovating in SMEs: strategy, organization and technology"

- 09 Nov, seminar "INumerical simulation for the development of new products", @ Bologna Business School, "Innovating in Italian companies: technology and organization"
- 2012 – 19 Jun, Conference for Health System Professionals Training, @ Policlinico Umberto I, "MANAGING, INNOVATING, CURING. Project Management Experience in the Healthcare", in Rome
- 16 Nov, conference "Open Innovation", @ Confindustria Parma, "OPEN YOUR MIND!" with *Innovation Test*
- 2014 – 03 Apr, OpenHouse BluLink "Back To the Roots", @ Centro Internazionale Loris Malaguzzi in Reggio Emilia, "Collaborative Management ... is Innovation?"
- 2015 – 15 Apr, seminar "Innovation Lab", @ Confindustria Pesaro-Urbino
- 2016 – 01 Dec, Innovation Executive Conference "Innovare x Competere: From great ideas to great products", @ Bologna Business School, Organizer and Chairman
- 2017 – 2019 Italy Risk Forum, @ Centro Internazionale Loris Malaguzzi in Reggio Emilia, Didactic Laboratories team
- 2017 – 20 Oct, 4T TechTransferThinkTank conference by Jacobacci e Partners, "Tech Transfer 4.0: connecting excellence", @ Università La Sapienza in Rome, "The Italian way to the industry of the future"
- 2018 – 8 Nov, workshop "Risk management and Industry: workout how to make proper decisions", con PMI-NIC @ Ordine Ingegneri di Parma, Organizer
- 2019 – 12 Jun, "Take your choice of a positive risky wave", con PMI-NIC @ Sidel Parma, Organizer and Chairman
- 2020 – 22 May, Webinar with BluPeak: "The New Normal | Companies and Social Innovation", also available on YouTube
- 26 Jun, Webinar with San Marco Informatica: "The Digital R-Innovation: New Forms to the Relationships of the New Normal", also available on YouTube
- 06 Nov, PMI Region 8 Meeting [conference dedicated to the PMI Volunteer Chapters Leaders]: "At lunch with NIC: how to transform a response to an emergency into a Chapter asset", with F. Emiliani, T. Ciccardi and F Alibrandi

EDUCATION

- July 1995 Professional examination and association to Bologna's Engineers List
- 1988 – 1994 Mechanical Engineering Master Degree at Bologna University in February '95, mark 98/100
Team experience and related thesis for a project on "gear pumps"
Final project "District heating and Cogeneration" cooperating with "FOCHI S.p.A."
- 1993 – 1994 Term experience as an ERASMUS student in Glasgow, at "Strathclyde University"
- 1983 – 1988 High School Diploma, marks 58/60, Liceo Scientifico Statale, Andria (BT)

COMPUTING & CAD

- Operative Systems: MS-Dos, Microsoft, Unix
- Office automation: Microsoft Office, Microsoft Project, Outlook, Netscape, "imaging" Software
- CAD Systems: Windchill-PDMLink, ProIntralink, Pe2, Co Create suite, Pro/Engineer Wildfire, Pro/Cabling, Pro/Piping, Pro/Mold, EUCLID3, Solid Works, Solid Designer, ME10, Autocad 1x
- Analysis and simulation software: ADAMS, faBEST (mold flow analysis), Flotherm (Systems thermal analysis), Pro/Mechanica and structural analysis, MoldFlow, Amesim
- Managing: SAP R/3 v4.5, ARKA (suitable for SME), Paprika (suitable for Communication Agencies)
- Programming: Fortran, MATHEMATICA

FOREIGN LANGUAGES

Very good written and spoken English, daily used in working life, face to face, conference calls and video-conferencing. Annual courses. Beginners' French.

LEISURE AND SPORT

Motorcycling: ordinary maintenance on my Suzuki SV650S, reading specialized magazines, Ducati's SBK Team fan.

Trekking: trips to the Dolomites; belonged to an excursionist group since 1995.

Skiing, swimming and volleyball are among my favourite sports.

Organizing big conference & social events (100+ guests, with live-music and external catering service).

REFERENCES → Available upon request