

# Emilio Cassanelli

Stratford Villa, Lane 388, ZhuXin Road, Unit N. 102, Shanghai, China

Mp (with Wechat): 0086-137 01773531 – Emails: [Cassanelli.e@gmail.com](mailto:Cassanelli.e@gmail.com) / [Emilio.Cassanelli@ITS-suzhou.com](mailto:Emilio.Cassanelli@ITS-suzhou.com)

Address in Italy: Via Michelangelo 759 – 41052 Guiglia (MO)

## Professional Profile at Glance

*My professional career has been developed in Europe, The United States, and China, being appointed, from time to time, in positions of **Research and Development, Organization, Engineering, Production, and finally in General Management** of Italian-owned Companies, within the sectors of **Industrial Measuring, Precise Mechanical Manufacturing, General Automation, Automatic Packaging Equipment, and relevant Applications.***

*Thanks to such variety of roles. I got the opportunity to gain a very good knowledge of all the company functions; particularly when being General Manager, I have organized a significant number of manufacturing companies' start-ups (5 legal entities, both WOFE and JV) within Mainland China territory, managing the legal establishment procedures, as well as the operations of factory set-up from "green field."*

*For such purposes & roles, with the support of great specialists, I have coordinated the search of the sites, the civil and industrial plant design, the relevant construction activities, the opening; I have then directed the **operations** to reach the set growing targets.*

*I have consolidated a good expertise of the "**economic reports**" (P&L, and BS), and of the **budgeting and cost control** tools, as well as a good capability to recruit and develop key staff at different level abroad, managing international teams.*

*During my most recent experiences, I have also directly coordinated the **marketing activity**, and the search for **new customers**, also personally executing the first approaching steps and setting up the commercial negotiations.*

*I have developed a good ability to relate with people and institutions at the highest levels, as well as to correctly gauge the requirements of the shareholders, assuring reliability and transparency in the relations with the Company property.*

## Details on Professional Experience

### ❖ Jan. 2016 – Today - Industry Technology Suzhou Co., Ltd. – Wujiang (Suzhou), China

ITS is 100% owned by **CT Pack S.r.l** and belongs to the "A&C Technology Group" Company (Bologna, Italy). ITS was initially established in China to support the group sister-companies (based in Italy, France, US, Switzerland), for corporate special procurements, and development of local market & sales. Subsequently ITS has been turned into a 100% local engineering and manufacturing entity, focusing on local, and Far East customers.

**Core Business:** Engineering and Production of Automatic Packaging Machines for food Industry (Ice-cream, Bakery, Chocolate). Leader in China for ice-cream secondary packaging machines.

**Position: GENERAL MANAGER / VICE PRESIDENT CHINA OPERATIONS**

#### **Key responsibilities and achievements:**

Appointed to gradually develop the Group's Companies activities in China, including, yet not limited to:

- Choose and set up the manufacturing plant
- Hire the Team and develop local engineering and manufacturing independency
- Develop a suitable quality supply chain
- Organize production (assembly), and ASS service organization
- Keep local relations with important local and international customers
- Full monthly control on P&L, BS and year Budgeting

### ❖ **Sept. 2011 – Dec. 2015 - CMS (Wujiang) Co., Ltd. – Wujiang (Suzhou), China**

A “Gruppo CMS” Company (Marano Sul Panaro, Modena, Italy) specialized in design, engineering and production of high precision mechanical components, complex sub-groups, and complete automatic machines, for third parties. Main customer being Tetra Pack.

**Core Business:** Exclusive OEM of Automatic Packaging Machines for Milk Industry (Tetra Pack), other minors

**Position:** CHINA GENERAL MANAGER

#### **Key responsibilities and achievements:**

Appointed to gradually develop the Group’s Companies activities in China, including, yet not limited to:

- Coordinate the initial Company legal establishment process (from project approval to Business License)
- Take charge of the plant construction, from design phase, to civil construction, to the final M&E equipment installation
- Decide and implement suitable shop floor layout, and organization, inclusive of all high-end CNC machines tools
- Build an omni-comprehensive local Team of Managers and technicians, to assure manufacturing dependency
- Develop a strong suitable quality supply chain
- Achieved international quality standards, for top customers, such as Tetra Pak, Alstom, Sidel, Bobst
- Scouting and development of new customers of international level, and develop business relation
- Full monthly control on P&L, BS and year Budgeting

### ❖ **Sept. 2010 – Aug. 2011 Marposs Italia SpA / Marposs SpA Bentivoglio (BO), Italy**

Worldwide leader in designing, production and commercialization of measuring systems for industrial environment.

**Position:** MANAGER OF CORPORATE PROJECTS

**Activity:** Definition and implementation of a new corporate worldwide control system for Marposs Group (~35 legal entities) for monitor the customer orders the related industrial costs; a system suitable as preconditional requirement for “public stock” entrance Successfully carried out the following activities:

- Completed the selection a suitable commercial software (**Oracle**)
- Identification of competent executive partner (**Deloitte**)
- Complete the analysis phase and the whole ion of the new needs and macro planning of the whole project

### ❖ **Jan. 1999 – July 2010 Marposs China Production Establishment Responsibility**

Appointed, as **Legal Representative and General Manager**, to establish the Marposs engineering and manufacturing organization in China. The result has been achieved in steps, initially operating in Shanghai, then also in Wuxi, up to the final consolidation of all the relevant activities within Marposs Nanjing Automation, a legal entity initially born as JV (by acquisition of a local automation company), then transformed into WFOE. Time line being as below:

- **1999 Marposs Electronic Gauges (Shanghai) Co., Ltd. – Shanghai, China**
- **2004 MG Wuxi Co., Ltd. – Wuxi, China**
- **2006 Marposs Nanjing Automation Co., Ltd. – Nanjing, China**

**Core Business:** Engineering and Manufacturing of electromechanical gauges, computerized amplifiers, and complex machines as well, for high precision measuring and testing of mechanical parts, mainly within the car manufacturing industry

**Position:** PRESIDENT, GENERAL MANAGER

#### **Key responsibilities and achievements:**

Appointed to gradually develop the Group’s Companies activities in China, including, yet not limited to:

- Coordinate the initial Companies’ legal establishment process (three sites, Shanghai, Wuxi, Nanjing)
- Take charge of the plants set up and/or construction, from design phase, to final set up of inclusive of M&E equipment
- Decide and implement suitable shop floor layout, inclusive of all high-end CNC machines tools
- Build a an omni-comprehensive local Team of Managers and technicians, to assure manufacturing dependency
- Locally developed several new products, by re-engineering existing ones, in line with local market needs
- Develop and maintain a strong suitable quality supply chain,
- Build up strong, and independent local Engineering Team
- Achieved 95% of production targets since the first year of activity in Marposs Nanjing (2006)
- Full monthly control on P&L, BS and year Budgeting/Forecast

❖ **June 1991 – Dec. 1998** **Marposs Spa** – **Bentivoglio (BO), Italy**

Marposs Group head Company

Last Position: **ASSISTANT TO THE CORPORATE ENGINEERING AND PRODUCTION DIRECTOR**

Appointed to follow strategic organization projects (improving company activities, in Italy and Germany), marketing (promotion of non-Marposs products in Asia) and corporate BD (preliminary phase of creating a JV in China).

First Position: **RESPONSIBLE FOR PROJECTS WITH EXTERNAL PRODUCTION (within the Standard Production Department)**

Appointed to coordinate the internal design (software, hardware, casing) and the subsequent engineering of products then assigned to external producers

❖ **Sept. 1986 – May 1991** **Marposs Techno Inc.** – **Boston (USA)**

A Marposs Group Company

Position: **BRANCH MANGER (Resident Manager)**

I have created and managed a group of 16 software specialists, dedicated to innovative projects, developing “new generation” measuring amplifiers.

❖ **Jan. 1982 – Aug. 1986** **Marposs Spa** – **Bentivoglio (BO), Italy**

Marposs Group head Company

Position: **INDUSTRIAL SOFTWARE DESIGNER ENGINEER** within the R & D Department

### Personal Information, Education, Languages

Born in Guiglia (MO), Italy on September 19, 1955

Married with Chinese Citizen (Shanghai), one daughter Italian Citizen

Education:

- 1974 Scientific Maturity Diploma – Liceo Scientifico Alessandro Tassoni, Modena, Italy
- 1980 Master Degree in **Electronic Engineering** – University of Bologna, Italy
- 1980 Government Examination – Certified Professional Engineer (enrolled on the Engineers’ Albo of MO, Italy)
- 1981 Military Mandatory Service (“Third Missile Group” Volturmo, Oderzo TV, Italy)

Level of foreign language knowledge:

- **English:** Very Good
- **French:** Reading/listen comprehension
- **Mandarin:** Ability of elementary dialogue