



MARCO SPROCATI

Innovator, Manager, Coach

GOAL

Promote the sustainable and social development of businesses.

SKILLS

Professional skills:

- Strategic plans
- Organization and business processes
- Sustainability-ESG.
- HR management
- Operations
- Certifiable management systems (Quality, Environment, Safety, Innovation, Antibribery, etc.) privacy, 231/01, gender equality e Diversity/Inclusion.
- Lean & Risk Management
- Project Management

Competences:

- Leading complex projects
- Work team management
- Orientation towards results
- Communication skills
- Ability to work in multicultural environments.

Soft Skills:

- Listening skills
- Credibility, honesty, loyalty
- Attention to the overall view and to the details
- Reliable
- Highly resilient and stress management.

Languages:

English: C1 Advanced

Français: intermédiaire - B1

Software:

Office-Winproject-

Teams/Meet/Webex/Zoom/GoTo/

Miro

PROFESSIONAL SUMMARY

I have more than 25 years of experience in various corporate roles (as director, manager and consultant) and I believe I have a distinctive management skills system. I have good emotional stability and excellent thinking and action skills. Open to everything new, I like to successfully combine the human and relational dimension with the technological and sustainable aspects of projects. I ensure the management of a organisation for the processes of certification, sustainability, business innovation, change management, new products / services.

I culturally encourage the introduction and consolidation of innovative ideas for the sustainable development of a competitive advantage on the market and consequent growth of the business.

I promote and contribute to the planning of managerial training courses and sustainable development training plans. I encourage business networking and the continuous strengthening of the digital and sustainable brand.

MANAGERIAL EXPERIENCES

- FOSSR Research Infrastructure Manager of CNR-IRCrES, Rome from 2023 – Dirigente tecnologo
- Board member of Hygeia Mutua of Banca Campania Centro, from 2020
- General Secretary of the Cassa Rurale Battipaglia Foundation since 2018
- Operations Manager of RDR srl Fluid Engineering and Technologies - Torre del Greco (Naples-Italy), 2018-2020
- President of Formeta - Salerno, since 2005
- Chief Executive Officer of Triboo Management srl - Rome, 2005-2015
- Chief Executive Officer of Value Company srl – Rome, 1999-2005.

EDUCATION

Innovation manager certified by RINA (ccm-626/21) on Federmanager specification for managerial skills.

Gender Equality Expert – Unioncamere list

Coach (Life, Team, Business, Corporate)

January 1993 - March 1994 **Master in Business Administration** c/o STOÀ - Istituto di Studi per la Direzione e Gestione d'Impresa

March 1991 Degree in **Aeronautical Engineering**, Polytechnic of Milan with thesis carried out in collaboration with AGUSTA S.p.A. (now Leonardo Helicopters).

VARIOUS SPECIALIST MANAGEMENT SEMINARS.



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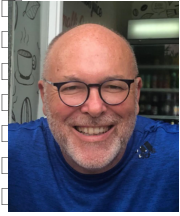
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EXPERIENCES

- **Definition and development of strategic plans, action plans and budgets:** FOSSR Fostering Open Science in Social Science Research, CNR-IRCrES - RDR spa - Torre del Greco (Na), State Transport Inspectorate - Ministry of Transport - Skopje - Former Yugoslav Republic Of Macedonia - Capacity building project; Business projects for the Planning Agreement - Campania Region, Development of women entrepreneurship projects - Lazio Region; Value Company srl.
- **Sustainability and ESG:** Ecovadis review for Termomeccanica Ecologia (La Spezia), Ecovadis score for Icaria Ingegneria (Orvieto-TR), Open-Es working group, training with Circular Economy: for Princes Industrie Alimentari (Foggia)(16 hrs), for MEMC Electronic Materials S.p.A. (Merano-Novara)(60 hrs), for SolarEdge e-mobility (Perugia)(20 hrs), for Mercedes Benz Lease (Rome)(16 hrs), for Mercedes Benz Financial Services (Rome)(16 hrs). for Rehau (Milano)(webinar 1,5 hr), for Solidarietà Cooperativa (Siena) (12 hrs), for Emmequattro (Brescia)(30 hrs).
- **Innovation:** Artsana (Car seat development), RDR (IoT system), Q8 (BPM document project), Albacom-HP (Voice-Web-Data Service Delivery), Webinar (Formez, UNISA), BCCFormaweb (Analysis of training needs), ISO56002 Innovation Management Systems (Evidentia-KPMG BU Public Sector, Jadea), Digital Innovation Assessment Industry 4.0 for Campania Digital Innovation Hub, Start Up Assessor for Premio Best Practices per l'Innovazione – Confindustria Salerno, Online and hybrid webinars.
- **Development and audit of Management Systems:** Quality ISO9001-HACCP-Environment ISO14001 / EMAS-Security ISO45001- Social SA8000-ISSAI4000-Information Security ISO27001, Corruption Prevention ISO37001, Organizational models according to Legislative Decree 231/01 (E. ICAS srl, Banca Campania Centro, Publiacqua), Gender Equality Certification UNI/PdR 125:2022, Diversity and Inclusion ISO30415 and Privacy GDPR 2016/679: Torello Trasporti Group (Av), MEF IGRUE Audit Authority, Consip spa, EOS Management Consultants, Evidentia srl, Puglia Region Audit Authority, Aeronavali spa, Centostazioni spa-Gruppo Ferrovie dello Stato Italiane spa, Q8 Kuwait Petroleum Italy, Leosphere (France), Peugeot Italy-Milan, Sintagma srl engineering company, Icaria Servizi di Ingegneria srl, Eurelettronica ICAS srl, Rome Airports - Operational Safety Coordination, ATER Venice, Municipality of Fiumicino, Coni NORGE srl, Todini spa, Publiacqua spa, Projet Meda – Morocco, Original Marines (Naples), Magnaghi Aeronatica (Naples).
- **Human resources management:** Performance assessment, Teambuilding, Coaching, Training and training (traditional, e-learning and webinar), Development of Leadership sessions, Mapping and development of personnel skills, Analysis of workloads, Implementation of the reward system, Management of Interprofessional Funds for Continuing Education, Corporate Training Projects: RDR srl, Banca della Campania Centro, Irritrol spa, Movi Milano spa, ATER Venezia, Campania Federation of the BCCs, SILBA spa, Villa Chiarugi spa, Ariete soc. coop., Revenue Agency, Fincantieri, MBDA, Stoà, Alitalia, Telecom Italia, HAC HRVATSKE AUTOCESTE (Croatian motorway company).
- **Organization,** analysis, design and redesign of business processes: Ciemmeci Fashion srl (Empoli), HAC HRVATSKE AUTOCESTE (Croatian motorway company) (ZAGREB-Croatia), Eurelettronica ICAS srl, RDR srl, Icaria srl, Fondmatic spa; Q8 Petroleum Italia (Development of the BPM project for the document process), Consip, Centostazioni and in the development of management systems. Functional Analyst for HP Hewlett and Packard in Albacom for Voice-Web and Data Delivery Services and for the Document Management System in BPM mode for Q8 Petroleum Italia
- **Lean thinking / Six Sigma / Lean production:** RDR srl, Fondmatic spa, Mecfond Services srl, DEMA spa
- **Operations and Warehouse Management:** Reorganization of Operations, Order Coordination, Investment Planning, Warehouse Management, Process Reengineering: RDR spa and DEMA spa
- **Business Networks:** Ditenave - Adria Blue Refit (development of the business network in the field of pleasure boating).

VOLUNTEERING EXPERIENCES

Member of the Rotary Club Salerno from 2012 (now Secretary)
 Member of AIDP Italian Association of HR Manager- Campania
 Board Member of Federmanager - Salerno

Member of the Salerno Order of Engineers no. 6585 sect. A.
 Complementary Officer in the Navy 1991-1992 - second lieutenant on leave since 2009.



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