

STEFANO BARLA

Division Manager



PROFILE

A dedicated professional with an extensive experience of more than 20 years as Division Manager, Area Manager, Lead Proposal Engineer, Security Solutions Presales Engineer and Consultant. Specializing in General Management & having Excellent knowledge of English. Holding a bachelor's degree in Electronic & Telecommunication Engineering and multiple certifications from recognized University and Institutions. This work experience has provided with the skills necessary to successfully handle situations and issues, in high pressure environments and constantly shifting. With a significant international exposure. Seeking for the company requiring bold, competent leadership, bringing years of professional experience to project operations teams, maximize revenue, productivity and ensure strong future growth.

WORK EXPERIENCE

ALFA LAVAL ITALY SRL

Division Manager

Jun 2014 - Till Date

- Responsible for the entire Business in the Division. Cost Control, HR, Overdues, Order Intake, Margin, Profit Factor, Claims Sales new equipment to Shipyards/ Shipowners located in the whole Region (Italy, Monaco, Lugano, Malta).
- Profitable sales and business development (Sales volume, invoicing, gross margin) and Ownership of forecast figures:
- Management of an existing customer base. Relationship building with new and existing customers. Launch new products. Key customer management.
- Growth of the marine business. Development of relevant market, customer, and competition data and processes data into measurable and actionable intelligence to support and grow business unit goals.
- Support of competitive threats and market trends implementing actions and countermeasures to retain and grow business unit revenues and gross margins.
- Manager of a team of 12 people (2xExternal Sales, 1x Business Developer Cruise Market, 2xInside Sales, 2xOrder Handler, 5xProject Managers). Annual Order Intake is flat around 35-40 Million Euro.

FINCANTIERI S.P.A.

Area Manager

May 2012 - Jun 2014

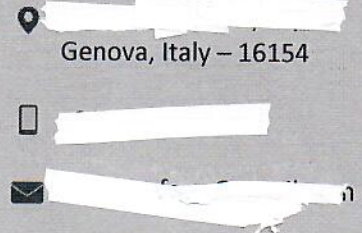
- Responsible to consolidate business and to business develop in those areas. Building up relationship with local industry for partnership agreement, lobbies, support to the Royal Navy in order to sponsor Italian solution against the main European shipyard competitors. Startup of "Fincantieri Australia" subsidiary.

Lead Proposal Engineer

Nov 2007 - May 2012


- Technical offer & commercial proposal for international opportunities. Technical Support to the Sales Area Manager for matters concerning Navigation Systems, Communication and Combat Systems.
- Directly Reporting to the BU Director. Carried out the role of company reference for the integrated Navigation and Telecommunications systems.


CONTACT



Genova, Italy – 16154

SOCIAL

 <https://www.linkedin.com/in/stefanobarla/>

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AREAS OF EXPERTISE

- Business development
- Engineering
- Pre-Sales
- Project management
- Telecommunications
- Procurement
- Sales management
- CRM
- Change management
- Key account management
- Logistics
- Manufacturing
- Process engineering
- Supply chain
- Marketing
- Planning and strategy

- Institutional meetings for submission of tenders. Coordination with suppliers and technical updating of proposed subsystems on board the ship.
- Development of the technical specification and evaluation of my office's workload and the shipyard staff for the ship designing and construction.
- Experience in many foreign Countries like: Brazil, South Africa, Thailand and Philippines. Quantification of non-recurring and recurring costs for the transition cost/price. Team Leader of a 3 people presales group.

NEC ITALIA SRL

Security Solutions Presales Engineer

Nov 2005 - Nov 2007

- Responsible to present products and solutions to the potential clients. Customers presentations. Writing projects, sizing the workload for each project, do presales activities, maintain open channels of communication with partners and customers, technical testing laboratory, run demos for clients, support clients during after sales, tile sales manager in defining economic conditions, maintain communication with colleagues in other Countries for the purposes of technical upgrades.
- Headquarter relate to the NEC in Europe (UK) 2 times a month for mutual updates in the business opportunities with the use of on-demand CRM Salesforce.com.
- Hierarchically reporting to Sales Manager of the division, directly to the Managing Director of NEC Italy, responsible for business "Enterprise Security Solutions".

LUTECH S.P.A.

Consultant

Oct 2002 - Nov 2005

- Responsible for drafting, quoting and project management for infrastructure presale orders on behalf of Dell Spa and Telecom Italy Spa.
- Relationship and direct management of customer Cartasi Spa, writing technical documentation, project progress, became project leader for the IBM Datasafety Infrastructure Design, installation of infrastructure with Citrix, Veritas BackupExec, HP DataProtector, CommVault Galaxy, VMWare for Lutech's customers.
- Infrastructure deployment and configuration of remote monitoring servers and network equipment, "software distribution", "remote control" and "inventory" for user workstations at Cartasi spa. Definition of the procedures for Help Desk support calls.

ORGANIZATIONAL SKILLS

- **2017:** Sweden - Certified Lean Six Sigma Green Belt. Carried out 3 optimization projects related to: Olive Oil Sales Process redefinition MS Dynamics CRM implementation Separation App for equipment rental.
- **2018:** Sweden - Attended a course about Leadership: "PureLeadership for Managers" arranged by Alfa Laval.
- **2019:** Attended a master training at SDA Bocconi on: "Fondamenti di Bilancio".

DECLARATION

I hereby authorize the use of my personal data in accordance to the GDPR 679/16 - "European regulation on the protection of personal data".

EDUCATION

- **Degree in Electronic and Telecommunication Engineering**
University of Genova
2002


KEY SKILLS


- Excellent communication
- Decision-making
- Visionary leadership
- Effective management and delegation
- PR & presentation skills
- Strong financial acumen
- Planning and forecasting
- Problem solving skills
- Work under pressure
- Motivating skills


LANGUAGES

- English
- Italian

PERSONAL

 **DATE OF BIRTH**
12th August 1978

 **NATIONALITY**
Italian

 **HOBBIES**
Photography, Old Cars and Motorbike, Cinema, Sailing and Motor boat, Music and Reading of contemporary novels