



GIUSEPPINA CONTI

46 years old
Driving License

Market, Projects & Innovation Manager - Technical Sales Engineer

Accomplished international segment manager with up 20 years leadership experience spanning process engineering, product development, projects management, technical service and strategic marketing. I am an engaged quadrilingual chemical engineer with master in management, that can impact companies to improve their growth through my product and market portfolio management, my project management skills and also through my innovation focus. I'm building positive relationships with internal stakeholders, customers & suppliers to drive innovations to successful completion.

EXPERIENCES

Technical Sales and Development Engineer - PP Automotive TotalEnergies - Since September 2019

- Guarantee the responses to customers' future needs (3-5 years) by analyzing their potential needs, proposing new added-value products and providing appropriate technical information. Ensure the product development projects as part of the Business strategy.
- Guarantee the growing development of the business (turnover, margin) on innovation and added-value basis.
- Build-up partnership relations in a multi-level business context, including customers-OEMs-official organizations and laboratories
- Approach new accessible customers and technical markets, guarantee launch of new strategic partnerships

EMEA Automotive Market Segment Manager - Performance Tapes - Industrial

Avery Dennison - November 2017 to August 2019

- Strategy and Implementation : Set up, develop and execute marketing strategy.
- Manage the business - Opportunity pipeline, owner of financial results, technical and commercial key accounts support, innovation project management.
- Product launches & support within the organization.
- Customer events and Expo (Foam Expo 2018)

EMEA Product Manager - LGM division

Avery Dennison - October 2016 to November 2017

- Manage R&R Portfolio within LGM Division : owner of financial results (+ 5.7% vs Plan), Product launches, opportunity pipeline, key account support.
- Global Key Account for specific Pharma customer (2M €, + 3% vs Plan) : Commercial and technical manager, implementation of new material and tests with end-users.
- Part of the Integration team after MACtac acquisition by Avery Dennison : manage and integrate the range within AD portfolio's (CRI Implementation, customers communication, etc).
- Mentoring Product Managers

SKILLS

Management

- Define, lead and execute marketing strategy : from cold to close
- Leadership, decision making, problem & conflict resolution
- Project Management & 6 Sigma Black Belt
- Innovation Thinking

Customer focus

- Able to translate a customer need in a customer solution
- Commercial and technical service support
- Excellent communication in various languages

People Oriented

- People & Team management
- Team work in multifunctional and multicultural environment
- Positive attitude & empathic
- Influencer
- Interact and engage with people

Languages

- French ★★★★★
- Italian ★★★★★
- English ★★★★★
- Spanish ★★★★★
- Dutch ★☆☆☆☆
- Portuguese ★☆☆☆☆

IT

- Microsoft office
- Project office, Minitab, Clarity & Planview
- SAP & MFGpro
- QAD, DACO
- Google Apps
- Sales Force

EMEA Product Manager - Labels division & Tapes Speciality Projects

MACTac - December 2013 to October 2016

- Manage Labels (Filmic + Paper) portfolio : owner of financial results (42M€ - + 3% vs Plan), lead product development projects, service and pricing guidelines, product launches, technical service support to customers, collaboration within all organizations, customers and suppliers visits. Manage the closure of the paper range portfolio in 2015.
- Global product/project/technical manager for dedicated key Tapes markets and customers (7 M € > % 5% vs Plan).
- Internal ISO-9001 Auditor.
- Definition & implementation of a new project methodology for innovation project.

EMEA Product Manager

Tremco Illbruck - August 2013 to October 2013

- Define the marketing strategy, providing coordination, technical service support & guidance within Insulating Glass and Structural glazing product range throughout the sales units.
- Innovation projects leader.

Global Project Leader - 6 Sigma Black Belt

Dow Corning - April 2011 to April 2013

- 6 Sigma Black Belt project leader in the High Performance Building business department : formulations and production process improvement, cost reduction projects, global implementation of alternative raw materials.(International Project with a core team of 20 people with budget to € 300 millions).
- Leader of Commercialization projects for new products and new applications on the market. (Patent : 20150315779 : Construction Panels)

Construction and Solar Account Specialist - Business Center

Dow Corning - July 2009 to April 2011

- Technical and commercial support to construction's Structural glazing customers.
- Member of the business center team creation, training of new employees.
- Power User of the technical data base.

AETS (applied engineer & technical service)

Dow Corning - April 2008 to July 2009

- Technical Support to construction's Structural glazing customers : Joint Calculation, specifications and recommendations, Architects Specifications, Quality Audits of customers production lines, Customer training in the various languages, Customer visits, training of new employees.
- Representing Dow Corning on the French technical committees (SNJF, Cekal).

Development engineer

Dow Corning - September 2003 to April 2008

- Various projects in the construction, automotive and Solar applications : Improvement of existing silicone sealants and development of new technology in the sealant and adhesives area. (Patent :20090042043 :Organosiloxane Compositions.)
- Central point in the Biocide expertise: find alternatives biocides, representing DC at Berlin Conferences.
- Product steward for alkoxy sealants within Dow Corning.

Process engineer

Dow Corning - August 2001 to September 2003

Member of packaging projects : installation of equipment's in the production plant.

EDUCATION

Master in Management

Louvain School of Management,Belgium

2008 to 2009

Industrial Chemical Engineer- industrial chemistry

HELHa, Belgium

1996 to 2001

Professional training

2001 to 2023

- *Coach Neurosciences (Institute of NeuroCognitivism)
- *Marketing excellence program
- *Story telling
- *Value proposition – Market sizing and analysis
- *PSA Adhesive training
- *6 Sigma black belt Project leader
- *Plelite Project leader
- *"Dimensions of professional Selling" (Carew International)
- *"Finit Element Analysis"-A.HAGL/Germany
- *6 Sigma Green Belt training and certification
- *Leadership workshop
- *Influence Management

INTERESTS

Sports

dance, swimming

Travel

Nature & discover new cultures

Others

- Cooking
- Neurosciences