

ROBERTO CINQUEGRANI
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PERSONAL DATA

Born in Naples (Italy) on August 23 1964
e-mail: r.cinquegrani@mrgconsulting.it

EDUCATION

- Special Student at Massachusetts Institute of Technology - Cambridge USA - from September 1990 to June 1991
 - Laurea Magistralis in Business Administration at University of Naples Oct. 1988 - 110 cum laude October
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WORKING EXPERIENCE

Since June 2015
Up to present
Rome

MRG Consulting – Partner – Management consulting and temporary management

Key Projects

Naples

Mar.Te. S.C. a r. l.
Feasibility analysis for launching an innovative ITS platform supporting logistic activities on sea-land connections

Naples

Autorità di Sistema Portuale mar Tirreno Centrale
Definition and implementation of the Port Authority Dashboard, involving all the actors in the Port system

Naples

CNR – national research council
TIPA project (Termoplastici Innovativi Per Aeronautica): Market analysis; positioning of the innovation compared to the existing technologies; Market approach and commercial development

Savona

Italiana Coke S.p.A.
Supporting group turn-around (Group includes Funiwie S.p.A., Terminal Alti Fondali Savona S.p.A.) through reorganization of inbound and outbound logistic Activities and services

Naples

CNR - national research council
Setting key performances indicators of intermodal logistic centers

Tashkent

UTY (Uzbekistan Temir Yullari) Uzbekistan Railway Corporation (sponsored by World bank)
Role: Logistic key expert
Supporting JSC in developing modern offering in railway cargo transport, and improving marketing and supply chain services of the company

Naples

CNR – national research council
Role – Project leader
Research activities concerning how to improve heavy transport safety on the port- inland routes in Campania.

Addis Ababa

Ethiopian Railway Corporation (ERC)
Role: Planning expert

Operations expert

- a. Setting new strategic planning process within the company, which represents one of the pillars of the planning process of the Ethiopian State, aiming at building about 1.500 km of new railways in the next five years.
- b. Supporting ERC in running operations and management contract for Addis Ababa LRT (metro system) with Shenzhen metro, Chinese supplier.

Since October 2013
Up to May 2015
Rome

ATAC – Director – Sales, Marketing and Customer Care

ATAC is the largest public transport company in Italy. The direction is responsible for the sale of the Metrebus tickets and subscriptions in Rome and Lazio. It manages all sales channels and is responsible for marketing activities and advertising contracts. It also manages the customer relationship, both on field and back office.

Most important projects hold by the direction in this period were: contrast to tariff evasion, access control systems to metro stations, new web based customer services, new business model for the distribution of dematerialized tickets, renegotiation of shares of revenues among the participants to the Metrebus consortium, switch from magnetic support to electronic support of several subscription typologies, negotiation of agreement with public forces (police, fireman, financial police, etc...) aiming to regulate the free usage of public transport, issue of limited special tickets.

In 2014 the trend of loosing sales, that characterized the company in 2012 and 2013, turned around. 2014 results (vs. 2013): +1,6% number of tickets; + 1% sales.

Since February 2013
Up to September 2013
Rome

ATAC – Manager – Industrial plans and new initiatives

Set the methodology to prioritize the industrial strategic initiatives and investments to recover productivity and reorganize processes. For the top priority projects, business cases have been set up.

Since March 2011
Up to February 2013
Rome

ATAC – Director – Surface public local transportation

The surface direction operates 2.400 transport means among buses, electric buses and trams. It employs 8.450 people, among drivers, mechanics and staff; it produces about 110 mln cars/km yearly.

In 2011 Surface Direction reduced losses from € 90 mln (budget) to € 70,2 mln (over performance 21%) through the reduction of out of service production and the increase of drivers productivity. In 2012 losses were farther reduced to 52 € mln and total production has been 110,5 mln cars/km. The result has been obtained through the renegotiation of contracts with suppliers, the rationalization of network service, further reduction of out of service production and slight increase in support from Municipality.

Since October 2007
Up to February 2011
Genova

SERFER - Chief Executive Officer (nominated by Trenitalia)

Serfer is the fourth cargo rail undertaker in Italy operating shunting activities all over Italy and rail transport mainly in northern regions. In 2008 Serfer doubled its rail operations and started shunting activities for new clients like Marcegaglia and ENI. In 2009 Serfer restructured its operations and those of some controlled companies, achieving 2,2 mln € EBIT and 22% ROI. In 2010 Serfer improved its financial and economic performances by 4%. In a highly competitive market Serfer has been one of the few rail undertaker in Europe keeping profitability during the economic downturn 2008-2010.

Since April 2005
Up to February 2011
Turin

Autostrada Ferroviaria Alpina – Chairman and Chief Executive Officer

Autostrada Ferroviaria Alpina (AFA) is a partnership created by Trenitalia and SNCF to manage a new technology for combined traffic through the Susa valley. Company, funded in 2003, increased its transport operations by 29% yearly in the period 2005-2008. AFA reached break-even in 2006 and from 2008 consolidated after tax profit of 0,8 € mln.

Since December 2003
To March 2005
Milan

Italcontainer S.p.A. – Chief Executive Officer (Nominated by Trenitalia)

Italcontainer was the leading Italian operator in maritime intermodal business in Italy. Italcontainer held operations in 7 ports like Genoa, La Spezia, Trieste, Taranto, Livorno, Ancon, Venice and 5 inland terminals. Year end 2004 results (compared to 2003): Turnover+ 16%; EBIT +75% (1,2€ mln.)

Since September 2000
To October 2007
Rome

Trenitalia – Manager – Responsible for international development, Strategy dept.

Accountable for defining internationalization path of all Trenitalia divisions, setting partnership and Joint Ventures with several actors in the transport industry - Most of the International strategic and planning activities were referred to the cargo business, since the majority of the turnover in this area came from international traffic. Defined the internationalization strategy for Trenitalia cargo. Trenitalia has been the first former European monopolist creating its own network for rail cargo traction all over Europe through the acquisition in 2003 of the German operator TxLogistik, of which I was responsible. TxLogistik become one of the most profitable and competitive European rail undertaker opening operative branches in Switzerland, Austria, Denmark, Sweden, Norway and Italy

Since January 1997
To September 2000
Milan

Gemini Consulting – Principal – responsible for “Life science” practice

Main clients: Glaxo Wellcome, Novartis; Merck Sharp & Dohme, Air Liquide, Shering A.G. Main projects concerned: reorganization of European production activities, Logistic and Distribution, Sales and Marketing, Strategy.

Since Sept 1988
To December 1996
Naples, Paris

SMG, RMG – Senior consultant, managing consultant

Main clients: Banco di Napoli; Federconsorzi; Ferrovie dello Stato; Telespazio; Coin; Rinascente, Standa...

MAIN BOARD ASSIGNMENTS

Since Jun. 2017
To Jan. 2008

M.R.G. Consulting S.r.L.
Chief Executive Officer

Rome

Since Jan 2016
Up to date

Mar.Te. S.C. a r. l.
Board Member

Naples

Since Oct. 2007
To Feb. 2011

SERFER S.r.L.
Chief Executive Officer

Genoa

Since Jan. 2005
To Jan. 2008

Naples Port Authority
Board Member

Naples

Since Apr. 2005
To Feb 2011

Autostrada Ferroviaria Alpina S.r.L.
Chairman & Chief Executive Officer

Turin

Since Mar. 2005
To June 2009

Ferport Genova S.p.A.
Board Member

Genoa

Curriculum vitae Roberto Cinquegrani

Since Set. 2004 To Dec. 2010	Intercontainer S.A. Vice Chairman	Bruxelles
Since Dec. 2003 To March 2005	Italcontainer S.p.A. Chief Executive Officer	Milano
Since Set. 2003 To Apr. 2011	Tx Logistik A.G. Member of the supervisory board	Bad Honnef

PUBLICATION

Jul 1994	"Integrazione dei sistemi informativi: il caso IVECO" in "Internazionalizzazione delle imprese - undici casi italiani" by Lucio Sicca Napoli ESI.
Sept 1993	"From providing links to providing competitive advantages: reconfiguring a technical innovator" with R. Normann, R. Ramirez, J. Wallin, submitted to "Strategic Management Review" special issue 1994.
Sept 1994	"Conoscenza e creazione del valore negli studi di R. Normann" with L.M. Sicca - Quaderni STOA' N°1 Supplemento a Nord e Sud, Settembre 1994.
Feb. 2000	"Il valore generato per il paziente attraverso il Sistema Sanitario Nazionale" Business International Editore.

OTHER INFORMATION

Since Sept. 2018	Collaboration with the PortForward UE project as referral of MAR.TE. in the consortium formed by 13 members among companies and institutions; <i>Chairman</i> of the Advisory Board of the PortForward project (http://www.portforward-project.eu)
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I hereby declare that all the data included in the present Curriculum Vitae are true and I agree that the personal data included in it are treated according to the Italian law 196/2003

