

# ANDREA PISONI

Via San Quintino, 3, 10121 Torino • Phone: +39 329 4569677, +44 7532 047588 • Email: [andrea.pisoni@yahoo.it](mailto:andrea.pisoni@yahoo.it)

## Program Director, Service Growth Leader, Board Chairman

A Programme Manager with 18+ years of international experience mostly in the aftermarket, excellent Customer focus, an MBA from London Business School, Black Belt Lean-Sigma accredited, passionate about new technologies and innovative service offerings for maximum business return.

**Delivered approx. 1/3 of GE Avio Contribution Margin and Cash  
in first 9 months in the role, 10% above target**

## CORE COMPETENCIES

Programme Management  
Strategy and Vision  
Value/Cash generation

Customer Management  
Black Belt Lean Sigma  
Aftermarket

MBA from London Biz School  
Continuous Improvement  
New Technologies

## PROFESSIONAL EXPERIENCE and ACCOMPLISHMENTS



### Aero Engines, Italy

**From Jan 2017, Program Director Civil and Military Aftermarket, Program Director EJ200, Customer Support Leader, Service Growth Leader**

- Delivered approx. 1/3 of GE Avio Contribution Margin and Cash since Jan 2018, 10% above target
- Accountable for the Civil and Military Aftermarket Business, Civil and Military Customer Support, EJ200 Program, managing a team of approx. 100 (70-80% direct reports)
- Chairman of the Turbo Union Board of Directors
- Leader of the activities related to the Growth of the Service Business, introduced a new line of business in first half of 2017 (less than 6 months in the role), received CEO Award for this



### Ltd (Robotics industry), London UK

**2014 to date, Chairman of the Advisory Board, Non-Executive Director (part-time role)**

- Advisory Board Chair, Non-Executive Director up to Sep 2018
- Strategy definition on behalf of the board, Supervising/mentoring of overall company plans, including delivery to the customers, delivery of key research projects and milestones, delivery of key Engineering milestones, Technology Roadmap



### Rolls-Royce Aero Engines, UK

**Apr to Dec 2016, Quality & Business Improvement in Civil Aftermarket**

- Managing the worldwide introduction of the Service System and the Service Delivery Failure process

### 2013 – 2016, Services Business Executive in Civil Large Engines Finance

- Programme Management of the process related to the invoicing of "Customer Responsible Charges" (CRC) for all Civil Large Engines Aftermarket Worldwide. In 3 years I've increased the CRC invoicing by 5 times, constantly beating the target up to 35%+ in 2015 (\$9-digit figure)
- Customer relationship management, supporting the Customer Team for invoicing purposes
- Managing the team authorising payment of the Worldwide Overhaul Network invoices (\$10-digit figure)
- Reporting directly to the CCO, CFO, Head of Services, Regional SVPs and other Seniors
- Regionalised the CRC process to the new extended team in China

### 2010 – 2014, Services Business Executive – Programme Management role

- Managing the planning cycle up to the definition of the Aftermarket financial figures going to the City. Coordinating a team of 150+ across Engineering, Customer Team (Commercial and Customer Services), Finance, etc. Always successfully delivered the plan on time, even against unforeseen events, e.g. Icelandic Volcanic Ash, Japanese Earthquake, etc.
- Leading reviews with Senior auditors (including KPMG), all passed with minor or no actions
- Subject Matter Expert. Authored the Rolls-Royce cross-sector 'Manage Services' processes

### 2010 – 2012 Business & Demand Planning Executive

- Coordinated the Civil Large Engines Worldwide Spare Parts Demand into the internal and external Supply Chain (\$10-digit figure per year) and the Overhaul Shops Demand
- Reporting global Demand to Civil President and Supply Chain (audience of up to 600 entities)

# ANDREA PISONI

Via San Quintino, 3, 10121 Torino • Phone: +39 329 4569677, +44 7532 047588 • Email: [andrea.pisoni@yahoo.it](mailto:andrea.pisoni@yahoo.it)

---

- Defined and implemented the new Supply Chain cross-project Strategy for Services
- Accountable for the Civil Large Engines Worldwide Aftermarket Inventory (total Stock volume £9-digit figure). Achieved most of the key Inventory reductions objectives
- Managed the interface with the Overhaul shops' Senior management (CEO/MD and first line)
- Recognised as a Subject Matter Expert in Supply Chain forecasting and planning

## 2008 – 2010 Head of Future Programmes Engineering in the Controls Supply Chain Unit

- Technology roadmap definition
- Business Cases creation for the development of new technologies
- Contribution to the definition of the Supply Chain Unit strategy



**FINMECCANICA**

## Aerospace & Defence Conglomerate, Italy

2006 – 2008 Assistant to the Chief Technical Officer

- Analysed and evaluated new investment projects for various Companies of the Group
- Contribution to various Improvements across top 10 Companies of the Group



**AgustaWestland**

A Finmeccanica Company

## Helicopters, Italy-UK

2005 – 2006 Program Manager Assistant for the US Presidential Helicopter

- Planned and managed the final phase, from first prototype to delivery to the White House
- Defined the budget planning and phasing end-to-end
- Planned, agreed and managed the cross-department activities related to the delivery of the new EH101 helicopter tail rotor. Managed all involved stakeholders at mid- to senior level in Italy and UK



**Bell Helicopter**

A Textron Company

## for AgustaWestland, USA

2004 – 2005 Technical Focal Point

- Managed the interfaces between Agusta and Bell on Aerodynamics, Noise and Anti-icing systems of the BA609 tilt-rotor



**AgustaWestland**

A Finmeccanica Company

## Helicopters, Italy

2002 – 2004 Project Manager for the ADYN European Tilt-Rotor Research Project

- Defined the project objectives (€8m in 4 years, 10 partners from 5 European countries)
- Successfully secured the budget and managed its allocation across the various partners
- Planned and Coordinated the activities across all Workstreams
- 1997 – 2002 Technical Engineer in the Aerodynamics Department, defined and supervised the wind tunnel tests, analysed the data of the multinational helicopter NH90

---

## EDUCATION

2007 London Business School: Executive MBA  
1996 Polytechnic of Milan (Italy): M.Eng degree in Aerodynamics

---

## ADDITIONAL INFORMATION

2018 Innovation Manager Accreditation (by RINA)  
2016 Fellow (senior recognition) & Board Chair (West Midlands) of the Chartered Management Institute  
2014 Black Belt Lean-Sigma accreditation by Rolls-Royce  
2014 Fellow and Registered Project Professional of the Association for Project Management  
2013 Fellow of the Institution of Engineering & Technology

---

**INTERESTS** – How to transfer Start-ups dynamism into a Corporate environment.

---

## LANGUAGES

Italian – Mother Tongue      English – Fluent      French – Basic+      German – Basic+

---

**NATIONALITY** British and Italian

---

