

INFORMAZIONI PERSONALI

Sozzi Matteo



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POSIZIONE RICOPERTA

Ingegnere elettrico | Power Quality Analyst
Innovation manager @ MISE | E.G.E.

ESPERIENZA
PROFESSIONALE

02/02/2019–Actual date

Senior Electrical Engineer

Ing. Sozzi Matteo, Desio (Italia)

- Powerquality analysis
- Electrical Designer for Grid Connection LV MV HV
- Low voltage design switchgear
- Mediumvoltage connection
- Energy audit
- Photovoltaic design, preliminary to executive.
- Direction of the works
- Electrical Risk evaluation
- Power Failure & short circuit analysis
- Loads optimization
- MV & LV Switchgear design
- Measure EMC electromagnetic field
- Expediting
- MV Generator design

02/2019–actual date

Consultant

05/2019–actual

Data Center Senior Project manager

Lombardini 22 /Cap Dc
Milano (Italia)

www.l22.it

- Grid connection request for Terna and Enel
- Analyse and review
- Preliminary and final design of HV / MV substations
- Participate in site selection reviews and site planning activities
- Design of critical electrical equipment for substations
- Design and collaborate with other disciplines to create a set of construction documents.
- Create projects that meet or exceed our quality requirements and within budget requirements.
- Work with regional suppliers and manufacturers to specify appropriate electrical equipment.
- Work with local utilities to understand and define site utility requirements.
- Define the scope of the project and provide technical support for inquiries before and during the construction phases.
- Collaborate with commissioning teams to thoroughly test and validate the installation, operation

and performance of electrical systems.

02/2019-08/2020

Presales manager

Power Sines, Monza (Italia)

www.powersines.com

- Voltage stabilizer and feasibility study
- Training to distributors
- Energy efficiency optimization with Sinumec & Comec
- IoT platform monitoring system
- Evaluation of the saving with voltage optimizer
- Feedback reporting
- CMR management

03/2017-12/2018

Corporate Product Marketing Manager

Gewiss

Via Volta 1 Cenate sotto (Bg) Italia

www.gewiss.com

- Implementation of strategic business objectives and marketing strategies for all the power divisions
- Developments of new products based on global trends normative (IEC, CEI , En etc) and technological innovation.
- Analysis summarizes the KPIs such as hit rates, trends, expected market value and estimates the trend of the markets
- Organization of events dedicated to products through fairs
- Training organization for the sales force ensuring the knowledge of the product and of the organizational and production processes
- Implementation and coordination of new product launches
- Business plan with range analysis and markets analysis
- Coordination of a team of 7 people, in different countries, functionally

04/2009-02/2017

Proposal Electrical manager

Solar PV, Compact sub station MV & Revamped ~ Sub station

ABB

Via Friuli 4, 20832 Dalmine (Italia)

www.abb.it

- Preliminary and defensive engineering of primary and secondary MV / LV substations for the distribution and production of electricity using software for the configuration of the voltage emanation framework starting from the analysis of the unfiltered scheme
- I have developed the standardized solutions for 1MWp "hand keys" photovoltaics with all ABB products (see ABB official brochure attached in LinkedIn profile)
- Development of documents such as price spreadsheets, risk analysis and cash flow. After the order and at end I of the job Analysis of EBIT, contract margin, front of costs estimated using consultative
- Implementation of commercial-strategic objectives and marketing strategies received for the macro region North Europe (NEU) & Africa
- Analysis summarizes the KPIs such as hit rates, trends, expected market value and estimates the trend of the markets
- As proposal of the small Italian market department, I manage the annual orders for € 5,000,000
- Energy sustainability strategies for the main Italian companies, calculating the energy saved with the various technical solutions aimed at efficiency in the transmission of power
- Development and proposal management of about 70 photovoltaic plants for a total of about 150 MWp of installed photovoltaic.
- realization substation from the inverter to medium voltage
- Sold since April 2012 n. 500 adjustments of plants for A70 CEI016 ed 3

- Contribution to the design and construction of the TV box to adapt the CEI 016 A / 70 systems.

01/02/2007–30/03/2009

Renewable Electrical Engineer & Project manager

Gruppo piantoni, Bergamo

- Development of the EPC contracts for Photovoltaic plants.
- Developed the largest in Italy in 2008 for Italcemeneti, Almax, Hera, etc
- Tri generation plants and Biodiesel testing for Nestlè group
- After the contact provided by the distributor or agent, analysing the client's specifications, modifying and optimizing them, I formulate the proposal in the technical and commercial part

Since 1996 summer times

Electrical designer

Sozzi Tarcisio, Castione della Presolana BG

- Projects for civil and industrial electrical system
- Electrician
- LV switchgear design for civil building
- Maintenance Pharmaceutical Factories
- Coordination and supervision of team of electrician

ISTRUZIONE E FORMAZIONE

07/2016–08/2016

Computational Management. Power Network

Livello 8 QEQ

Georgia institute of Technology, Atlanta (USA)

CSS 2nd level

Scholarship winner with UNIBG

2014–2016

Management engineering

Università di Bergamo, Bergamo (Italia)

Master of Science

Laurea Magistrale

09/2010–11/2011

Ingegneria Energetica: produzione di energia da fonti fossili, nucleari, rinnovabili

Università Guglielmo Marconi, Roma (Italia)

Master I° Livello

2000–2005

Ingegneria Elettrica

Politecnico di Milano, Milano (Italia)

Bachelor of Science

Laurea I° Livello professionalizzante

Ingegneria Elettrica sez. Generazione di Potenza

Electrotechnical Engineer section Power generation

Lingua madre italiano

Lingue straniere	COMPRESION		SPOKEN		PRODUZIONE SCRITTA
	Ascolto	Lecture	Interaction	Talks	
inglese	C2	C2	C1	C1	C1
	Toefl				
spagnolo	B2	B1	B1	B2	B1

Livelli: A1 e A2: Utente base - B1 e B2: Utente autonomo - C1 e C2: Utente avanzato
Quadro Comune Europeo di Riferimento delle Lingue - Scheda per l'autovalutazione

Competenze comunicative Excellent and eclectic communication skills gained through my experience as proposal manager

Competenze organizzative e Gestionali

- Contract analysis and drawing up
- Negotiate contract and general conditions
- Project coordination
- Compliance with timelines and budgets of projects
- Feasibility studies for investments
- Work with multiple sales account managers, business units and third party companies to structure a successful project team.
- Establish, build and maintain long-term customer relationships in order to improve opportunities for sales and profits, ensure customer satisfaction and provide effective responses to customer requirements.
- Recognize and develop project opportunities to creatively meet customer needs and provide efficient solutions
- Ability to provide analytical frameworks to foster rapid technical and business decision
- Strong solution and product knowledge of networks, systems and technological infrastructures
- Planning and attention to detail.
- Consulence over IEC EN CEI normative
- Coordinate Functional team works Services sales. Pricing based on customer needs

Competenze professionali

- Project management
- Low Voltage network design
- Medium Voltage design for network connection
- Project design : preliminary definitive executive definition
- Power network analysis
- Energy efficiency optimization

Competenze digitali

AUTOVALUTAZIONE				
Elaborazione delle informazioni	Comunicazione	Creazione di Contenuti	Sicurezza	Risoluzione di problemi
Advanced user	Advanced user	Advanced user	Advanced user	Advanced user

Competenze digitali - Scheda per l'autovalutazione

- Autocad 2d
- MS office
- Doc and Integra

- Medium Voltage software tool
- PV system
- Power quality network analyzer as Fluke, Metrel, etc

Altre competenze **History books regarding strategies and battles**

Patente di guida B

ULTERIORI INFORMAZIONI

- Projects**
- Retrofit design for nuclear power plant
 - 6 MW diesel generator system as back up power for Data center
 - Pharmaceutical power plant revamping with power network optimization
 - Circuit breaker spare parts sales based on optimal stock
 - Design and production plants electrical condominium in areas with high urbanization (Milan)
 - Designing systems to adapt to legislation A70 (TVs box)
 - Planning and control of the adjustments of systems connected to medium-voltage according to legislation CEI016
 - Development of sustainable energy strategies for leading Italian trading the energy saved with the various technical solutions efficiency in power transmission.
 - Standardized solutions for photovoltaic 1 MWp and 0.5 MWp currently used throughout the Italian market
 - Designing systems connections in medium voltage network of 150 MWp photovoltaic
 - Study of the actual energy balance of the photovoltaic systems and realization calculation system
 - Designing systems integrated photovoltaic about 90 buildings EPR civil
 - Development of the method of calculation of the parasitic losses for cast resin transformers
 - Experimental design system biomass
 - Designing civilians and ground systems for residential buildings

- Appartenenza a gruppi / associazioni**
- Innovation Manager registered for MI.S.E. (Ministero dello Sviluppo Economico)
 - Order of engineer Bergamo "Industrial section"
 - Commission of the order of Engineers Bergamo "Energy and power systems"
 - UNI CT 25 Technical national commission for maintenance
 - Reprise (register of expert) for Lombardy region

- Corsi**
- E.G.E. Esperto in gestione energia
 - CEI IEC 61432 Low Voltage switchgear
 - CEI EN E MOBILITY CB
 - RSPP Safety on work Region Lombardy
 - Marketing B2B by MIP (School of management Politecnico of Milan)
 - Leadership Challenge program by ABB /MIP
 - Service value-based selling by Dale Carnegie Training
 - Time management by MIP

Pubblicazioni - Thesis available at www.tesionline.it

- thesis in bachelor of art @ Politecnico of Milan : Thesis title: Calculation of power dissipation under that legislation to transformers embedded in resin for Traction according to IEC6185
- Thesis Master MPE @Università Marconi: Photovoltaic Centrals and rationalization of energy
- High School thesis: post colonialism in Africa with the help of the national library in Windhoek

Curriculum vitae

Trattamento dei dati personali Autorizzo il trattamento dei dati personali contenuti nel mio curriculum vitae in base all'art. 13 del D.

Lgs. 196/2003 e all'art. 13 del Regolamento UE 2016/679 relativo alla protezione delle persone fisiche con riguardo al trattamento dei dati personali.

- ISO50002:2014



- Management continuously adapting sales to a strategy aimed at following the market dynamics